



DEAN||DORTON||ALLEN||FORD PLLC

HEALTHCARE



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Dean Dorton Allen Ford, PLLC (DDAF), has provided accounting, tax, and consulting services to the healthcare industry since 1979. We have deep industry knowledge developed through long-term relationships with our clients and through the varied professional experiences of our people. Our talented professionals, who have worked in numerous sectors within the healthcare industry, form a well-rounded team available to assist our clients.

The healthcare team at DDAF consists of accounting, tax, and consulting professionals trained to meet the unique business needs of hospitals, physician practices, other providers, insurers, and service companies in the healthcare industry. Our consistent efforts to anticipate changes, identify new opportunities, and help our clients succeed allows our team to continue to strengthen our industry knowledge and capabilities. Our team is committed to maintaining a superior level of knowledge about both the local and national healthcare landscape and sharing this knowledge with our clients.

We work with providers in all areas of the healthcare industry – hospital systems, acute and critical access hospitals, multispecialty and single-specialty physician groups, home health agencies, and managed care companies. Working with a diverse base of clients has allowed us to develop an understanding of the multifaceted issues facing healthcare providers, resulting in more focused and sustainable solutions for our clients.

Our goal in every client relationship is to help our clients and their leaders achieve their goals. To do so, we carefully listen to our clients and develop a solid understanding of their needs. Our ability to listen to our clients and then apply needed expertise – whether the need is an audit opinion, a tax return, or a consulting project – has allowed us to build long-term client relationships. In these relationships, we continue to work to understand what the client wants to achieve and then bring the expertise needed to help them reach their goal.

Accounting, Audit, and Cost Reporting Services

- Audits, reviews, and compilations of financial statements
- Accounting services
- Design and implementation of accounting and management information systems
- Study and evaluation of accounting and internal control systems
- Benchmarking analysis
- Medicare cost report filings

Tax Planning & Compliance Services

- Tax return preparation (including Form 990)
- Identification of tax implication for transactions
- Federal and state tax audit representation
- Planning for long-term contract tax regulations
- UBI Analysis

Technology

- Technology needs analysis
- Business software application training
- Negotiations with vendors
- System implementation and training
- Network design and implementation

Consulting Services

- Operations improvement
- Physician relationship development
- Mergers and acquisitions
- Joint venture planning and implementation
- Reimbursement assistance
 - Geographic wage index reclassification
 - CMS calculation of DSH appeal
 - Occupation mix survey - facility impact analysis
- Revenue cycle services
 - Business office reorganization
 - Analysis of billing and collection processes
- Strategic planning and implementation
- Board education and development
- Community benefit calculations and analysis
- Market assessments
- Managed care contract negotiation
- Business development, financial projections, and business plans
- Deferred compensation plans
- Physician practice services
 - Physician compensation plans
 - Physician coding and revenue optimization
 - Hospital relationship assistance





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Our philosophy

At DDAF, our philosophy centers on an unyielding commitment to provide services that exceed our clients' expectations and are consistently superior to our competitors in quality and timeliness. Further, we strive to do so in a setting that is satisfying professionally and personally for firm employees.

Our core values

We maintain exceptionally high standards - ethically and professionally - while always meeting or exceeding our clients' expectations.

We are direct, timely, and effective in our communication, openly providing information while confidentially engaging in honest dialogue, as appropriate, with affected individuals only.

We are innovative problem-solvers and lifelong learners. We are always searching for ways to become better as people, as professionals, and as a firm.

We are a team, not a group of individuals, performing challenging work we enjoy for clients who appreciate us. We treat each other with respect and kindness. We strive to provide a pleasant, flexible, and family-supportive work environment.

We manage our firm as a business. We are prudent and are not wasteful of our resources.

About Dean Dorton Allen Ford

DDAF has provided accounting and advisory services to clients in a variety of industries since its legacy firms' inception. The firm has grown into one of the largest accounting firms in the Commonwealth. We have not grown for the sake of growth; rather, we have grown as a result of the market's appreciation for our approach to client service. We pride ourselves on being large enough to provide expert services while still maintaining our core values, which include personal and timely delivery of services.

Our goal in every client relationship is to help our clients reach their objectives. To do so, we know we must listen to our clients and develop a solid understanding of their needs. Once we understand their needs, we are able to bring the expertise needed. This service culture has allowed us to build long-term client relationships. In these relationships, we continue to listen and understand what the client wants to achieve and then bring the expertise needed to help them reach their goals. In short, we are successful when we help our clients succeed.