

This is Gracelyn Keller with the Becker's HealthCare podcast, and we are live at the business and operations of ASCs and the Future of Dentistry Roundtable.

I'm joined currently by Steve O'Leary, who is a client executive with Apex Design Build. So, Steve, thanks so much for joining me this morning.

And I would love to have you start off by introducing yourself a little bit further. Oh, thank you for having us, Grace. Again, Steve O'Leary, client executive here at Apex Design Build. We're a fully integrated design build company.

What that means to the general public is we're an architecture and construction firm solely focused in health care facilities. And we have national expansion and national reach as well. Wonderful. Well, thanks for taking the time.

And my first question to get into this discussion is, The health care industry is rapidly evolving. So how does Apex design build stay current with the latest trends and innovations to create state of the art health care facilities?

Yeah. So one of our core values, when thinking about this question is adaptability. So we understand that health care trends can change rapidly, And we're very open to adjusting our approaches, strategies, to stay current.

You know, another thing is Also the collaborative partnerships we have with health care professionals, as well.

We work closely with doctors, nurses, administrators, to understand the unique needs of a health care facility, to ensure design and construction processes are aligned with the latest medical practice.

Some other things as well I think is invaluable is The client feedback as well.

So we regularly seek input from health care providers to, like, administrators, To adapt and improve our services, ensure that we meet the evolving needs of a health care industry.

Wonderful. And that kind of flows into my next question. So integrated design and construction sounds like a very comprehensive approach.

So I'd love for you to walk us through the benefits of having a single point of contact throughout the design build journey. Yeah. So it's really about Flexibility, is the major advantage.

So our single point of contact for our clients can make adjustments Or adaptations to the project as needed, ensuring that the client's changes changing needs are met in a timely and cost effective manner.

Also a single point of contact, we're way more effective managing the budget throughout the project.

This is Including early cost estimates, value engineering, ongoing financial oversight, ensuring that the project remains, on track financially.

And then lastly, our clients can avoid the confusion of potential, conflicts that can arise. It's construction. Right? Anything happens. So dealing with this, you know, with a separate design construction team, You don't get that here.

Right? We're we're we're one point of accountability. We're we're overseeing everything, and, you know, it's, really, It it it's looked on us at the end of the project.

So, that's that's crucial as well for for our clients. Absolutely. And moving on to my next question then, risk management is crucial in large projects.

So could you elaborate on how Apex Design builds industry leading expertise, mitigates risk, eliminates surprises, and ultimately saves time and money for your clients?

Yeah. So solely being health care focused, our expertise plays a vital role in mitigating this risk on large projects. We start with conducting a risk assessment, identifying potential challenges and issues before they become problems.

This proactive approach allows us to develop an effective risk mitigation strategy, ultimately reducing The changes that, unexpected surprises that could come up, we can accurately assess project timelines and budgets.

This is, this ensures Our clients to have a realistic expectation from the beginning, and reducing the potential for cost overruns and delays that often lead to surprises as well.

So another thing though as well is our commitment to transparency. You know, I think it's It's very crucial, as well with our client to be well informed throughout the project's life cycle because it's very long.

Right? These projects can last 24 to 36 months in some cases from conception delivery. So it is, you know, building trust, enabling us to work collaboratively to address challenges, and make necessary adjustments as well.

Absolutely. And then my final question for you today is participating in an event And, like, the business and operation of ASCs highlights the business aspect of health care facilities.

So could you share a success story where Your service has not only met health care needs, but also positively impacted the operational efficiency of a facility. Yeah. One story comes to mind for us. We and it was actually pretty recent.

We had an opportunity to work with a regional group, looking to expand their ASC footprint. They already own the real estate, so we had to retrofit what was general office building, into an accredited facility.

Prior to engaging our team, over 8 months, they were working with an architect who unfortunately didn't have much preconstruction insight Documenting existing conditions during the planning phase, which as well was inconsistent in input with CMS code as well.

So they're they're They're really scratching their heads at the end of the day what what to do, upon, you know, meeting each other and understanding what we could provide.

So We injected what we call our Apex Continuum and, the cost control matrix, which we're able to provide within 2 to 3 months, a full feasibility study.

What we're able to provide was an accredited space plan, a budget, A time line which actually met their parameters for the financial pro form a or the health of the practice as well.

The positive impacts, What was that? It was speed to market, and that's really crucial in health care today.

Creating a realistic budget to completion As well, trying to cut out the surprises with change orders and all those things, and then streamlining staff, Patient flow, improving workspaces, which obviously enhanced operational efficiencies, and at the end of the day, Significantly increases in revenue and improving improving improving patient access.

So 100%. Well, Steve, thanks so much for joining me today on the Becker's Healthcare Podcast. Again, we're live at the business and operation of ASCs sees in the future of dentistry roundtable. So thanks so much for taking time. Thanks,