

# WORLD DEVELOPMENT GROUP

INCORPORATED

## *Consulting services*

World Development Group provides short- and long-term business development assistance to health care, health information technology, and biotechnology companies. We maintain a network of senior health care executives and professionals who are available to solve clients' business problems. The consulting practice leader is Peter G. Goldschmidt, MD, DrPH, DMS. He has more than 30 years of experience in management consulting and creating, managing, and developing health-focused businesses. His substantive expertise includes various aspects of health care quality management, health information/expert systems, and decision support technology/tools.

### **Consulting discriminators**

World Development Group provides:

- Senior consultants (with at least 20 years of relevant experience); many have held such senior management positions as CEO, COO, CFO, and CIO in relevant organizations. They:
  - Perform the work for the client
  - Are broadly experienced in their areas of competence
  - Couple management experience with technical expertise.
- Purpose-selected engagement teams, with client's needs matched carefully to consultants' experience.
- Cost-effective solutions to clients' problems — we avoid the considerable overhead costs associated with bricks-&-mortar establishments.

### **Consultant network**

World Development Group:

- Maintains in a network of expert consultants.
- Adds to the network only those consultants who meet our experience qualifications.
- Updates its database of consultant information to facilitate matching client requirements' to consultants' experience.

### **Consulting competencies**

Core competencies of our consultants include:

- Business development/evaluation
  - Business creation/development
  - Business planning
  - Strategy/plan analysis/evaluation
  - Competitive market analysis
  - Product analysis/development

- Health policy analysis & regulation
- Health informatics
  - Health information systems
  - Health data warehousing
  - Data analysis/interpretation
  - Decision support technology
  - Predictive modeling
- Quality management/improvement
  - Patient safety
  - Patient outcomes management
  - Clinical pathways/practice guidelines
  - Clinical effectiveness/efficiency
  - Disease management
  - Evidence-based practice
- Health services research
- Medical technology assessment
- Biotechnology & drugs/devices
  - Research/discovery (filling the pipeline)
  - Development (speeding to market)
  - Clinical trial design/implementation
  - Pre-/post-marketing; regulatory affairs
- Hospital administration
  - Hospital-medical staff relationships
  - Quality assessment/improvement
  - Benchmarking
  - Patient safety
  - Information systems
- Physician practice/financial management
  - IT review/needs assessment
  - Electronic medical record systems
  - Practice management systems
  - Practice workflow management
  - Revenue cycle management; billing/collections
  - Coding validation
- Managed care
- Medical/research ethics.

### **Continuous quality improvement**

World Development Group is a quality-focused organization. We solicit feedback from clients, and use this information to improve our business processes and to assign our expert consultants.

### **For additional information**

Please contact Dr. Peter G. Goldschmidt at 301-320-0971 or by email [pgg@has.com](mailto:pgg@has.com). We are pleased to discuss potential engagements with clients without obligation.

***For more information about World Development Group, please contact us at:***

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