



# **SERVICES PORTFOLIO**

[WWW.EVERESTMGT.COM](http://WWW.EVERESTMGT.COM)

# ABOUT

Everest Management Solutions (EMS) bridges the gap between operators and lenders. Guided by current industry expertise, EMS provides cross-functional in-field assessments, resulting in strategies and solutions for positive outcomes. Applying 100 years of seniors housing and long term care experience, we help clients bring their assets to peak performance.

# MISSION

Healthcare is our passion, as is helping clients navigate the industry to reach peak performance. As a pioneer in asset management, we aim high and take a vested interest in our client's success.

Cross-Functional Assessment  
Value-Based Recommendations  
Key Performance Management  
Business Model Innovation



“As the healthcare environment fluctuates, Everest Management Solutions provides innovative recommendations on how to optimize your financial performance.”

## Our Advisory Board



**Lane Bowen**



**Betsy Rust**



**Peter Nyland**



**Alexis Lynch**



**Manny Roposo**

# MEET TEAM EVEREST



**Darren Gee**  
Chief Executive Officer

Darren Gee has held many high-level positions in the long term care industry, including Chief Operating Officer of SLC Professionals Capital Funding and Director of Operations at Cornerstone Healthcare.



**Trissie Farr**  
Chief Clinical Officer

Trissie Farr facilitates introductions to potential clients and oversees opportunities and engagements. She specializes in analyzing and monitoring quality and regulatory measures of senior housing and long-term care operations.



**Nicole Kaufman**  
Executive VP of Operations Strategy

Nicole Kaufman brings over 15 years of LTC and senior housing leadership experience. With a focus on the identification and creation of growth strategies, her goal is to optimize performance in both the operational and business development disciplines.



**Samantha Whittaker**  
VP of Post-Acute Navigation

Samantha's expertise is rooted in SNF Business Development and Customer Service. Her advisory solutions stem from cross-functional in-field experiences with providers across the nation that enable her to identify opportunities and design strategies that optimize client operations and enhance network relationships.



**Michael Ruback**  
Operations Specialist

Michael has over 20 years of financial and operational experience with his first 10 years as an Investment Banking Professional and his last 11 years in Senior Living as an Administrator and VP of Operations. He has a specific focus on creating a long-term operational strategy, improving day-to-day operational results and improving financial outcomes for Senior Living Communities.

# MEET TEAM EVEREST



**Renee Powell Ruffo**  
Clinical Specialist

Renee brings over 25 years of clinical expertise to the Everest team. Her senior living specific experience is diverse, having led teams in multiple environments. Renee has navigated her career from Direct Care Nurse to Chief Nursing Officer for large organizations by committing to the development of team clinical competency. Renee specializes in strategic back-to-compliance planning and clinical proficiency for clients across the healthcare spectrum.



**Mandi Schmitt**  
Clinical Specialist

Mandi has over 15 years of experience in the long term care industry. With experience starting at the bedside and Director of Nursing to multi-state SNF portfolio clinical management, Mandi's skill set includes a diverse understanding of the regulatory challenges that face our industry and partnering across the disciplines to improve quality of care for the Senior population she has spent her career serving.



**Danielle Love**  
EHR Expert

Danielle Love brings over 10 years of Clinical Informatics experience to Everest. Her specialties include clinical configurations, competency development, and software migration. She has assisted both large-scale organizations and independent facility owners with the conversion from conventional paper charts to fluid and functional Electronic Health Records and has provided resolution in EHR Implementation as well as continuous software support as a consultant. Danielle specializes in Electronic Chart automation with a detailed focus on alleviating digital complexities for healthcare workers.



**Ariana Levine**  
Project Manager

Ariana brings a multidisciplinary approach designed to streamline communications channels between key stakeholders. Her assessment abilities allow for elevated process and performance analytics development. With Everest, Ariana works within our performance-driven environments demanding agile adaptability to consistently meet company goals.



**Lyndsey Hurm**  
Talent Acquisition Specialist

Lyndsey brings a unique and blended background which consists of Healthcare Talent Acquisition, Wellness Center Operations, and Account Management. As CEO of her recruitment firm, Lyndsey has experience managing, training, and successfully executing all areas of Talent Acquisition. With Everest, Lyndsey works with our Skilled Nursing Facility clients to fill vacancies, assist in improving employee retention, implement new applicant tracking systems, and much more to help clients reach their maximum potential.

# SERVICES

Our process begins with a thorough field-level assessment. We identify efficiencies and operational gaps within critical assets to develop a custom performance-enhancing solution. If needed, our team of trusted advisors can then partner with your current tenant to assist in goal achievement.

## Traditional Assessment

Our team of skilled nursing experts are ready to deliver a comprehensive analysis of the centers to recommend practical solutions to reach peak performance moving forward. The portfolio assessment includes interviews with key members of each center team and virtual participation in pertinent operational meetings to assess leadership competency, center utilization of organizational and industry best practices, as well as technology utilization for operational efficiency.

## Monthly Consulting

Everest provides cross-functional monthly interdisciplinary support to clients to help them achieve positive results. Whether layering in directly with regional teams or direct-to-center, Everest crafts training and engagement pathways to help build sustainable processes for operational improvement. Agreements range from 3-12 months. Monthly consulting will be included with every service option provided. to assess leadership competency, center utilization of organizational and industry best practices, as well as technology utilization for operational efficiency.

“ Everest Management Solutions will cut through traditional industry challenges and provide your firm with an accurate understanding of the operation. ”

## Recruitment/Interdisciplinary Consulting

In addition to assigning a dedicated recruiter for critical position placement, Everest will provide the client with evaluation, assessment, and solutions tied to strengthening each location's market position and recruitment practice standards. The engagement goal is to identify current practices and seek solutions that allow the client's locations to optimize their market position in terms of staffing and labor-related business functions. Everest's monthly support will catalyze a thorough analysis of the client's current market position and provide solutions to optimize the location's competitive strategies in recruiting and retaining staff. The Everest team will assess the client's resources and value proposition associated with recruiting, such as their reputation as an employer, each location's online presence, and the end-user experience of a job seeker and employee. The review will include assessing key market employers and deep dive into the tiers of competitors to identify ideal relationships to target or "sell" against. to assess leadership competency, center utilization of organizational and industry best practices, as well as technology utilization for operational efficiency.

## Management Support

The Everest approach is designed for impact and focused on results. All engagements are tailored to the client portfolio's needs to provide high-level optics to optimally manage their assets and to catalyze the behavior change management necessary to yield performance improvements.

# SERVICES

Our process begins with a thorough field-level assessment. We identify efficiencies and operational gaps within critical assets to develop a custom performance-enhancing solution. If needed, our team of trusted advisors can then partner with your current tenant to assist in goal achievement.

## Organizational Talent Assessment and Support Modeling

Through our team of expert analysts, Everest has assessed that corporate and region teams within the healthcare industry often lack organizational impact. Everest has identified that the current leadership approach can, at times, lack the design to effectuate the behavior change management necessary for positive performance improvement support tied directly to the center. As a result, Everest offers strategic development consulting services targeting org chart redesign and/or impact enhancement solutions. The process is tailored to each client and the unique nuance within the markets they serve.

## Clinical Reimbursement Support

Simultaneous assessment and competency enhancement of selected centers designed to elevate skillsets tied to clinical reimbursement accuracy.

## Acquisition and Diverstiture Underwriting Support

Every senior care and living organization faces unique challenges related to capital planning. Everest, in partnership with Plante Moran, is a uniquely qualified group of experts called upon to answer tough development and feasibility questions. We provide unrivaled, unbiased advocacy and support to senior living operators, owners, and developers from concept to completion.

## Managed Care Contracting and Consulting

Our Managed Care experts are ready to deliver a robust analysis of the portfolio's current state and recommend practical solutions to reach peak performance moving forward. The consulting services that might be secured from Everest Management Solutions in Phase I MCO Fundamentals Package of Everest's payer innovation and services are: MCO Strategic Positioning, Contracting Service, Contract Optimization. Upon completion of the engagement, the Everest team will perform a final review with the client Operators' team. During the review, Everest will guide the client through the relationship established, contracts obtained, and the two tools provided (the MCO guide and contract quick guide). Everest's review will ensure the client's readiness and ownership of the payer relations moving forward.



**EVALUATE** **OPTIMIZE**



Your platform to new heights.

## CONTACT

[WWW.EVERESTMGT.COM](http://WWW.EVERESTMGT.COM)  
(718) 871-7794

1605 46th STREET  
BROOKLYN, NY 11204