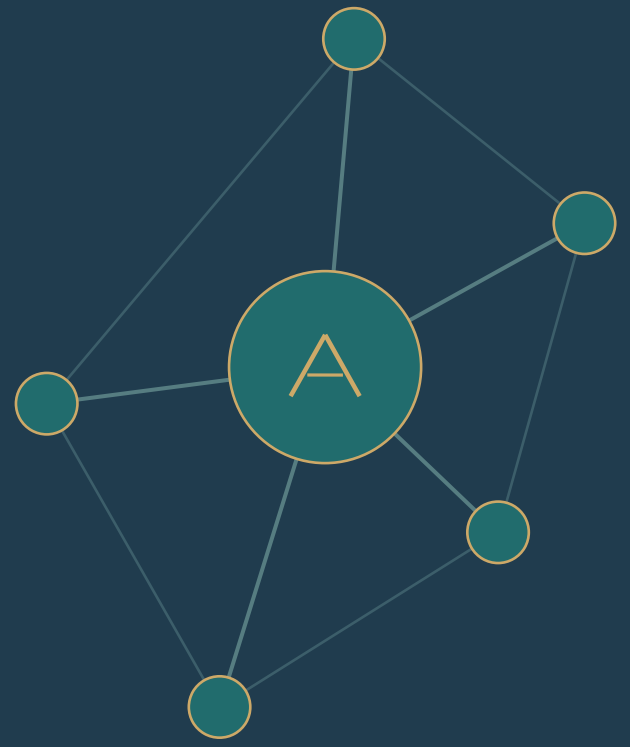
EXCLUSIVE STRATEGIC REPRESENTATION

Your next stage of growth starts with connection.

Integrated Healthcare Solutions & Care Transitions

Your specialty. Your territory. One dedicated partner.



ONE CONNECTION

A continuum of care.

01 / THE OPPORTUNITY

Great care deserves a stronger market presence.

Clinical expertise is only part of the equation. Consistent professional outreach takes time, infrastructure and focus.

01

Fragmented outreach

Facility relationships, follow-ups and market education compete with your daily operations.

02

Limited coverage

Expanding into new markets requires time on the ground and a consistent regional strategy.

03

Unclear visibility

Without a structured reporting cadence, it is difficult to see what business development activity is actually being performed.

Ardovant brings field representation, coordination support and reporting into one service.

02 / OUR SOLUTION

Your outsourced regional growth function.

A dedicated extension of your organization, built around your specialty and agreed territory.

01

Field representation

Professional introductions, facility outreach and education using your approved materials.

02

Operations support

Business communications, scheduling, follow-up and organized administrative workflows.

03

Strategic visibility

Weekly activity reports, market intelligence and a clear view of next steps.

You focus on delivering care. We focus on the contracted work that builds your presence.

03 / EXCLUSIVE STRATEGIC REPRESENTATION

Your specialty. Your territory. Your partner.

One commercial representation partner per agreed specialty, in each contracted territory.

01

Specialty exclusivity

We do not commercially represent a competing provider in your defined specialty and territory.

02

Territory selection

Choose Los Angeles County, add Orange County, or design a wider regional scope.

03

Dedicated attention

Coordinated outreach, tailored messaging and weekly reporting across your selected markets.

Exclusivity covers commercial representation only; patient choice and clinical decisions remain independent.

04 / THE ECOSYSTEM

Connected across the continuum of care.

One administrative point of contact; independent organizations retain clinical authority.



Care transitions may include SNF transfers, residential placement and coordination of follow-up services.

05 / SCOPE OF SERVICE

One partnership. Eight core capabilities.

Every package is tailored to your organization's approved service profile.

01
Professional representation
Present your capabilities to relevant healthcare organizations.

02
Regional outreach
Develop and maintain professional relationships in the agreed territory.

03
Brand & market education
Coordinate approved materials and educational introductions.

04
Relationship management
Maintain contacts and structured professional follow-ups.

05
Administrative support
Coordinate business meetings, scheduling and communications.

06
Market intelligence
Identify service gaps, territory opportunities and barriers.

07
Weekly reporting
Share outreach activity, progress, priorities and next actions.

08
Strategic consultation
Review positioning, expansion goals and operational opportunities.

06 / EXECUTION

A repeatable operating rhythm.

From territory planning to weekly reporting, the work is organized and documented.

1

Align

Define territory, capabilities, approved messaging and objectives.

2

Represent

Conduct professional outreach and educational engagement.

3

Coordinate

Organize business follow-ups and escalate issues to the right team.

4

Report

Review activities, insights and next steps with your leadership.

Centralized CRM • Territory routing • Administrative follow-through • Account oversight

07 / ACCOUNTABILITY

See the work. Every week.

Illustrative report format — not actual results or promised activity levels.

WEEKLY PARTNER BRIEF

EXAMPLE ONLY

Outreach activities	Facility introductions, meetings and approved education
Relationship updates	Key contacts, discussion themes and action items
Market intelligence	Coverage gaps, capabilities requested and service needs by territory
Next-week priorities	Planned territory activity and items for partner review

Clarity. Consistency. Accountability.

Know what was done, what was learned and what happens next.

08 / PARTNERSHIP INVESTMENT

Select your exclusive territory.

Flat monthly representation fees by specialty, agreed geography and scope.

FOUNDING

$2,000 / month

Los Angeles County

- Specialty exclusivity in LA County
- Core service package
- Weekly partner report

REGIONAL

$3,500 / month

Los Angeles + Orange County

- Specialty exclusivity in both counties
- Coordinated outreach in both markets
- Weekly consolidated reporting

ENTERPRISE

$5,000 / month

Expanded regional coverage

- Custom exclusive territory & scope
- Enhanced account support
- Weekly reports & strategic reviews

Proposed pricing and exclusivity subject to availability, fair market value, written scope and legal review. No referral or admission guarantees.

09 / SCALE ON YOUR TERMS

Additional support when your goals expand.

Optional projects are separately scoped and priced in advance for actual work.

Market expansion

Territory assessment, market research and launch planning.

Education & campaigns

Development and coordination of approved professional education initiatives.

Operational consulting

Intake workflow analysis, administrative process design and training.

Strategic initiatives

Defined business development projects, meeting programs and account support.

Fixed project fees or pre-agreed hourly rates. No per-referral, per-admission or percentage-of-patient-revenue fees.

10 / RESPONSIBLE PARTNERSHIP

Growth built on professional trust.

Clear commercial boundaries protect the integrity of the relationship.

Transparent scope

Written scope, specialty, territory, exclusivity, fees and reporting.

Independent choice

Patient choice, clinical suitability and coverage remain independent of payment or exclusivity.

Confidentiality

Authorized information use and appropriate privacy and security safeguards.

Clinical independence

Each provider maintains its own licenses, billing and responsibility for care.

Retainers purchase documented services, not patient access, preferential selection or referral volume. All arrangements require applicable regulatory and contractual review before activation.

A clear path from conversation to activation.

We define the relationship together before beginning contracted activities.

01

Discovery

Discuss your services, coverage, business objectives and current gaps.

02

Scope & agreement

Select specialty and territory; define exclusivity, scope, fees and compliance responsibilities.

03

Activation

Approve messaging, establish contacts and launch the agreed outreach plan.

04

Review & refine

Receive weekly reports and align on strategy as needs evolve.

Choose your territory. Establish a dedicated representation relationship. Expand as your goals evolve.



THE ARDOVANT GROUP

One connection.
A continuum of care.

Let’s build your dedicated regional presence, together.

EXCLUSIVE STRATEGIC PARTNERSHIPS

Starting at $2,000 / month

Request a discovery meeting