Revenue Generation for Hospitals

Karima Kanani
May 20, 2009
Agenda

• Considerations for revenue development
• Opportunities for revenue development
• Making it happen
• Risks
Considerations For Revenue Development

- Funding constraints
- Flexibility of operations
- Liability and risk
- Expertise
- Future growth
- Funding opportunities
Opportunities For Revenue Development

- Intellectual property
- Non-OHIP clinical services
- Innovative uses for existing spaces and resources
- Joint ventures with other private and public sector industry partners
Making it Happen

- Identifying untapped resources
- Protecting and commercializing intellectual property
- Corporate restructuring initiatives
- Joint venture relationships
Risks

• Of not being proactive
• Of pursuing initiatives without:
  – assessing the regulatory environment
  – considering appropriate corporate structuring
  – entering into comprehensive contractual relationships
Karima Kanani
T: 416.595.7908
F: 416.595.8695
kkanani@millerthomson.com

Karima Kanani is dedicated corporate counsel in the Health Industry Practice Group at Miller Thomson LLP, Toronto, Ontario

DISCLAIMER
This Coffee Talk presentation is provided as an information service and is not meant to be taken as legal opinion or advice. Please do not act on the information provided in this presentation without seeking specific legal advice.

© Miller Thomson LLP, 2008 All Rights Reserved. All Intellectual Property Rights including copyright in this presentation are owned by Miller Thomson LLP. This presentation may be reproduced and distributed in its current state. Any other form of reproduction or distribution requires the prior written consent of Miller Thomson LLP which may be requested at healtheditor@millerthomson.com