



*facility consulting
& design for healthcare*

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WEL DESIGNS

facility consulting & design for healthcare

OUR COMPANY:

WEL Designs' provides programming and planning services that streamline development of new facilities and maximize operational efficiency of existing ones -- saving clients' time and protecting their revenue streams. We are a single-source of regulatory expertise, operational efficiency planning, and other facility-based consulting services.

Our services provide a balanced response to the demands of contemporary health care, from patient comfort, to regulatory conformance, to operational efficiency. Existing facilities are no exception – with growing pains or sweeping changes in healthcare delivery, we resolve the conflicts of outdated and/or poorly planned facilities that can limit or kill your productivity and profitability.

Serving clinical and outpatient providers across the country since 1983, our constant commitment is to achieve effective and supportive solutions within economic, regulatory, and time constraints.

OUR CLIENTS:

Until the mid-1990s, a majority of clients sought assistance for improving the atmosphere, image, and efficiency of their medical practice areas. Now outpatient facilities, both new and expanded ones, represent at least half our work. Health Care providers select us for our ability to address and reconcile the priorities of user satisfaction, high operational efficiency, and regulatory conformance.

Most of our clients are groups of physicians, private physicians, or other groups investing in outpatient facilities. We also serve government and institutional clients seeking improvement in their outpatient environments.

OUR SERVICES:

A majority of our work involves the design of new health care facilities, or expansion and improvement of existing ones; but we will tackle almost any facility-related problem or concern, regardless of the original designer.

◆ NEW OR EXPANDED FACILITIES

The first critical step in the project will be to clearly define its scope, or create a concise description of the facility's requirements and the construction budget – together known as “Predesign” tasks. To accomplish this we must share a clear understanding of operational priorities, long range goals, immediate needs, and the status or character of current facilities.

PREDESIGN services are best accomplished on site, at a current facility. A good deal of time will be spent gathering information and formulating recommendations, so physicians and staff are encouraged to continue a normal work load and schedule. At the end of the day (usually after normal hours of operation) a meeting is held to review facility options and economic considerations -- revising them as necessary to achieve the client's sign-off approval. By completion of Predesign services, we will have reviewed and received your approved of the following:

- Detailed architectural space program(s), identifying the function and size of every space necessary for the group's delivery of healthcare services.
- Functional relationships -- desirable spatial adjacencies and separations, as well as primary systems and patterns of patient, staff, and material movement.
- Economic Proforma(s) projecting the financial implications of the project including construction cost, professional fees, etc.

FUNCTIONAL PLANNING is the process of converting predesign information into an efficient floor plan, optimized for the specific client and healthcare services provided.

This phase begins with creation of plan recommendations, based on our experience and expertise, that resolve issues identified in the predesign documents. All floor plans developed will identify locations of furniture, equipment, cabinetry and fixtures for every space and work position. The initial plan recommendation will be reviewed and interactively modified with you until you are comfortable in accepting it with sign-off approval. Your final approved plan will then be reviewed with State Health Department officials (if appropriate), and modified for their schematic phase approval.

At completion of this phase you will have floor plans based on contemporary trends in healthcare delivery and the characteristics that make your healthcare service uniquely valuable to your community and patient population. This plan's value will be reinforced by your thorough understanding of the design decisions made and functional highlights achieved; an understanding made possible by the interactive on-site development process.

SPATIAL DESIGN DEVELOPMENT is the process of enhancing the functional plan with design elements necessary to maximize its value and medical service capability. In other words, the determination of physical characteristics that are important to the use and image of the facility; from electrical outlet locations to cabinetry design, lighting, sinks and faucets, room finish and door schedules.

As with the previous phase, this task begins with our initial recommendations (based on experience with similar projects) which are interactively reviewed and modified at your site. At completion of this development phase you will have the following documentation of your facility's detailed design:

- Furniture floor plans.
- Reflected ceiling plans showing lighting and schematic switching control.
- Sound resistant construction locations.
- Power and communication location plans.
- Cabinetry design elevations, and enlarged plans.
- Schematic details of special or customized design features.
- Operational design of electronic nurse call system, if desired.
- Schematic locations and features of fire protection and life safety design required for the specific type of facility.
- Outline Specifications identifying quality and operational standards specifically appropriate to the type of facility.
- Room finish and door schedules.

Our services focus on determining the interior medical environment of the facility – something we are exceptionally good at, and can't be matched locally. At the same time, your local design and construction professionals are in a better position to know your local building codes and construction environment. The best projects apply our leadership and expertise through medical planning and preliminary health regulatory approval; then follow with locally directed engineering, construction document preparation, and construction phase services.

Your local design professionals (Architect, Engineer, or qualified builder) will be responsible for all construction detail, engineering issues, and Construction Documentation. We provide all the medical planning expertise necessary for the efficient development of a cost-effective facility – and remain available to provide guidance to other design professionals throughout the development process.

DESIGN INTEGRITY FACILITATION & ASSESSMENT services streamline and focus the efforts of local design professionals – the purpose being to facilitate effective and complete adherence to design intent through completion of the Architect's/Engineers' construction documents.

This phase of development, immediately following completion of “Spatial Design Development”, typically includes:

- Project handoff meeting with the Client and local design professionals responsible for the remainder of project development. The meeting will serve to assure the understanding of the local professional(s) regarding the purpose of the facility, design considerations through schematic design, and the regulatory status of the work (considerations and reviews to date, remaining tasks / areas of responsibility, etc.).
- Review of up to two progress sets of Construction Documents to assess conformance with Schematic Design intent, the local professionals’ performance of regulatory conformance responsibilities, and integration of fixed medical &/or building service equipment
- On-call availability to facilitate resolution of issues identified during the local professionals’ work, relative to unforeseen obstacles to effective completion of the desired facility design and/or regulatory approval.

◆ SPECIAL STUDIES

Consulting is provided to meet each client’s need. Typical concerns include:

- ◇ Cash Flow Modeling – predesign evaluation/projection of the relative advantages of particular development options, such as; Ambulatory Surgery Facility fees Vs. Practice-based (site of service differential) fees; Owner Vs. Tenant development costs; etc..
- ◇ Regulatory Conformance Studies -- as part of a credential/accreditation process or to evaluate values/costs of proposed facility acquisitions.
- ◇ Regulatory Issue Troubleshooting -- builds upon Regulatory Conformance Studies to identify alternative responses to non-conformance, and establishes protocol to assure continued maintenance of regulatory conformance.
- ◇ Operational Efficiency Studies -- evaluates the interaction of medical care activities with the facility itself, including development of options for improvement/enhancement of operational effectiveness.

PROFESSIONAL FEES:

◆ NEW OR EXPANDED FACILITIES

PREDESIGN FEES are based on the number of days spent on site for data collection and interactive review with clients and staff. Predesign services will begin with work preparatory to the visit, and conclude with documentation completed a few days after the visit.

In most cases consultation requiring one day (up to 24 hours) on-site represent a fixed professional fee of \$2,000 plus reimbursement of travel expenses directly attributable to the project. Each additional day on site will add \$1,150 to the professional fee. The length of visit and total professional fee will be determined, and approved by the client, prior to beginning work.

FUNCTIONAL PLANNING , SPATIAL DESIGN DEVELOPMENT, & DESIGN INTEGRITY FACILITATION FEES are based on the size (square foot area, or SF) and complexity (technology and/or regulatory approval) of the areas being designed; small complex projects being the most expensive per square foot.

The professional fee for projects only developed through completion of Functional Planning range between \$1.75/SF and \$2.25/SF for medical practices and minor procedure suites, and between \$2.00/SF and \$2.75/SF for State Licensed or Medicare Certified Ambulatory Health Care Centers (Surgery, Recovery Care, etc.).

The total (2 phases combined) professional fee for projects developed through completion of Spatial Design Development range between \$3.25/SF and \$4.50/SF for medical practices and minor procedure suites, and between \$4.75/SF and \$6.00/SF for State Licensed or Medicare Certified Ambulatory Health Care Centers (Surgery, Recovery Care, etc.).

The total (3 phases combined) professional fee for projects developed through completion of Design Integrity Facilitation range between \$4.00/SF and \$5.25/SF for medical practices and minor procedure suites, and between \$5.25/SF and \$6.50/SF for State Licensed or Medicare Certified Ambulatory Health Care Centers (Surgery, Recovery Care, etc.).

The invoice cost of travel directly attributable to the project, and charges for client requested express shipping, are due in addition to the professional fees.

◆ SPECIAL STUDIES

All Special Studies are performed on a fee-for-service basis, either hourly or with a pre-determined fixed fee.

Professional fees for projects with an undefined scope are invoiced on an hourly basis. Hourly fees are based on the types of service and personnel involved, and range between \$200 per hour for the primary consultant, to \$85.00 per hour for drafting work and \$50.00 per clerical hour.

When Fixed Fees are applied to special studies, they are based on the size, complexity, and schedule for a clearly defined scope of service. In most cases the fixed fee is determined by the number of days required on site, as described for Predesign Services above. Additional fees for services provided off-site are usually limited to drafting, clerical, and/or administrative time as defined above. When additional fees are necessary, they will be pre-approved by the client and subject to a “not to exceed” maximum.

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WILLIAM E. LINDEMAN, A.I.A., Owner

Healthcare Facility Consultant

BACKGROUND / EXPERIENCE

Mr. Lindeman provides expert consulting services that enhance outpatient and acute healthcare facilities. He is active in numerous medical organizations and works with the full range of medical specialties. He has contributed to the development of Federal guidelines for healthcare facility design and continues to contribute to the development of independent accreditation standards.

Working exclusively with outpatient and acute health care providers since 1983, Bill Lindeman is one of the nation's leading health care facility planners. His skill areas encompass all aspects of healthcare facility development, including project definition, feasibility/economic analysis, site selection, programming, functional design, master planning, design, regulatory conformance, and operational economics. His capabilities complement those of local architectural and engineering firms by providing the extensive knowledge of healthcare delivery, regulation, and design necessary to translate client needs into efficient and attractive facilities.

To date he has been instrumental in the planning and design of more than 2 ½ million square feet of medical space; enhancing health care in rural communities and major population centers. His facilities foster a broad range of services from family practice clinics to hemodialysis and radiation oncology centers, from ambulatory surgery centers to acute care hospitals.

He is a licensed architect in the states of Arizona, Colorado, and Illinois, and is fully certified by the National Council of Architectural Registration Boards. His professional affiliations and memberships include the American Institute of Architects, the Medical Group Management Association, the Accreditation Association for Ambulatory Health Care, the Federated Ambulatory Surgery Association, The Society for Pain Practice Management, and the National Fire Protection Association.

Bill's planning concepts and facility directives have been published by the Accreditation Association for Ambulatory Health Care, the Federated Ambulatory Surgery Association, the Medical Group Management Association, the Physician's Financial News, OR Manager, and Journal of Medical Economics. He is a speaker at numerous national medical society meetings, to date including FASA, the AAAHC, and the Society for Pain Practice Management. He remains active in the development of national health facility standards through participation with the AAAHC, the National Fire Protection Association, the Indian Health Services, the Health Care Financing Administration, and the American Institute of Architects.

Mr. Lindeman provides consulting services for all types of health care facility development. To date his clinical, outpatient, and acute care experience includes: allergy, ambulatory surgery, anesthesiology, cardiology, cardiovascular surgery, chemo-therapy, colon & rectal surgery, dentistry, dermatology, endocrinology, endoscopy, family practice, gastroenterology, hand surgery, hematology, hemodialysis, interventional nephrology, interventional radiology, internal medicine, laboratory, nephrology, neurology, obstetrics & gynecology, oncology, ophthalmology, oral surgery, orthopedics, orthopedic surgery, orthotics, otolaryngology, pain management, pathology, pediatrics, pediatric cardiology, physical therapy, plastic surgery, podiatry, psychiatry, pulmonary medicine, radiation oncology, radiology, surgery, urology, and work hardening.

Mr. Lindeman is the founder and president of WEL Designs, a health care facility consulting and design firm. His national practice is known for facilities that demonstrate a balanced response to the diverse factors influencing health care -- from patient comfort, to regulatory conformance, to operational efficiency – shown through a smooth interaction between healthcare services and environments that streamline growth and foster effectiveness.

REFERENCES

References are available upon request – many by similar specialty, project type and/or facility size.

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