First Light Guidance

STRATEGY AND OPERATIONS CONSULTING

Your navigator from idea to implementation

FOR HEALTH CARE ORGANIZATIONS AND LEADERSHIP TEAMS

Closing the gap between strategy and the point of care.

Most health care organizations have a strategy. Fewer have one concrete enough to run on, clinic by clinic. We sharpen it with executive and clinical leaders, then build the bridge to the teams delivering care. Clinical decisions stay with your clinical leaders.

WHAT CHANGES

A strategy that lands

Priorities every clinic reads the same way, with trade-offs settled once.

Access opened

Clinicians working at the top of their license, and capacity found before new hires.

Numbers that connect

Front-line measures tied to the quality, access, and cost outcomes you report.

Change that holds

Standard work and playbooks that survive turnover and new sites.

CORE CAPABILITIES

Design the care model

CARE MODEL DESIGN

Primary, specialty, behavioral health, and virtual-first models, from strategy to a running operation.

Redesign the work and team

WORKFLOW AND TEAM REDESIGN

Process and value stream maps from direct observation, then roles realigned to the top of each license.

Open up access

CAPACITY, ACCESS, AND WORKFORCE

Demand and capacity modeling, panel sizing, scheduling, and staffing built from real workload.

Make care safer

PATIENT SAFETY AND RELIABILITY

Unit-based safety programs, event response, root cause analysis, and learning across sites.

Manage populations and value

POPULATION HEALTH AND VALUE-BASED CARE

Risk-stratified cohorts, care pathways, and measures tied to outcomes and value-based contracts.

Extend care beyond the clinic

VIRTUAL AND HOME-BASED CARE

eConsults, virtual visits, remote monitoring, routing, and new system and EHR go-lives.

HOW WE WORK: EIGHT STEPS

DIRECTION

1. Set the vision
2. Shape the strategy
3. Define what you need to be good at

DIAGNOSIS

4. Understand how care runs today
5. Check today's work against the plan

DELIVERY

6. Design and innovate with your team
7. Plan it and put it in motion
8. Make it stick

Measures run through every step. Baselines early, every change tested, and triggers that send you back to any step.

PRIOR RESULTS

From engagements Nick Andrianas led or contributed to before founding First Light Guidance

$4M	~3 days	32%	500K+	20%
A year saved by routing video-suitable urgent visits to virtual care	To specialist input with eConsults, versus 15 to 30 by referral	Less inappropriate behavioral health use, with access 22% better	Beneficiaries served by a redesigned model of care across five hospitals	Improvement in safety culture across 26 hospital units

WAYS TO WORK TOGETHER

A focused look

One problem, a clear next step

A deeper assessment

The full picture, then a roadmap

Program and project management

Program design and governance, then plans, owners, and timelines through go-live

Ongoing or ad hoc advisory

Steady support, and decisions on call

WHERE THE METHOD APPLIES

- Health systems and hospitals
- Primary and specialty care
- Behavioral health
- Community health centers
- Virtual and home-based care
- Remote patient monitoring
- Federal and military health
- Rural health programs
- Payers and value-based organizations

We team with research centers, primes, and consulting firms. **A 30-minute intro call. No obligation.**



Nick Andrianas OWNER

Nearly 15 years designing care models, operations, and safety programs for health systems and the military health system, alongside clinical leaders. M.S., Industrial Engineering; Graduate Certificate, Systems Engineering, Johns Hopkins; ICHOM Value-Based Health Care.

FirstLight@FirstLightGuidance.com
(631) 834-4965
FirstLightGuidance.com
linkedin.com/in/nicholasandrianas