

Building an MSO That Scales: How Southeast Urology Management Company (SUMC) Unified Four Practices Under One IT Partner

Case Study: SUMC | Southeast | 4 Growing Practices

Southeast Urology Management Company (SUMC) is one of the Southeast's growing urology MSOs, managing operations across multiple practices.

After years of managing Mobile independently, SUMC decided to expand and help other practices grow. But scaling meant they needed IT infrastructure they could trust—without breaking the budget.

"We needed to look for options that gave us the same service for less cost."

— SUMC Leadership

A 15-year relationship built on trust, combined with the right platform and pricing, made Focus Solutions the clear choice.

Client: Southeast Urology Management Company (SUMC)

Size: 70 total providers, soon to be 5 practices, Southeast region

EHR/PM System: Veradigm

Challenge: Growing MSO, rising IT costs, complex practice onboarding

Solution: Azure cloud hosting, unified IT partner, streamlined onboarding process

Results: Cost optimization, improving onboarding with each practice, unified infrastructure



What SUMC Needed to Scale

Growing from one successful practice to a multi-practice MSO created new demands:

- **Rising IT costs** that didn't align with growth plans
- **Complex practice onboarding** across different technical environments
- **Multiple vendor management** slowing down expansion
- **Need for modern infrastructure** to support future growth
- **Azure cloud platform** to unify all practices under one system

One Partner, One Platform, Better Results

Focus Solutions delivered:

- **Azure cloud hosting** for unified infrastructure
- **Hands-on onboarding support** for each new practice
- **Consolidated IT, hosting, and security** under one partner
- **Cost-effective service model** aligned with MSO economics
- **Collaborative problem-solving** through integration challenges

"They help work through all these integration challenges, all these migration challenges, all these new groups, they've helped us work through all those issues."

— **Hawk Sindel** | Founder at Urology Management Company

A Partnership That Delivers

SUMC achieved what they set out to do: same quality service at a better cost, with a partner who works through challenges alongside them.

- Rising IT costs → Cost-effective service model
- Multiple potential vendors → Single unified partner
- Complex practice onboarding → Collaborative problem-solving through each implementation
- Fragmented systems → Azure cloud platform

"I think you've given us the infrastructure to grow our IT infrastructure, to grow our organization, grow our client base quickly and know that we have the backbone to do it."

— **Hawk Sindel** | Founder at Urology Management Company



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sales@focushcs.com | (920) 278-7700 | focushcs.com