

## MANAGEMENT SERVICES — MARGIN DEVELOPMENT RESOURCES™ "Seven Pillars of Service"

### ➤ PILLAR ONE: SUPPLY CHAIN (FISCAL Fitness™ Program)

- ▶ Spend Management Assessments
- ▶ Data Cleansing and Contract Management
- ▶ Self Distribution ("DISC's")
- ▶ E-Commerce & Data Validation
- ▶ Equipment Maintenance Solutions
- ▶ Support Services Management Resources
- ▶ Waste Management Solutions
- ▶ Office Supply E-Procurement & Management Program

### ➤ PILLAR TWO: LABOR MANAGEMENT & BENEFITS (Productivity Improvement & Expense Reduction)

- \* Customized Peer Group Benchmarking
- \* Extensive Management Education
- \* Leveraged Aggregated Benefits Program



### ➤ PILLAR THREE: REVENUE CYCLE (FIRST Steps™ Program)

- ▶ Revenue Cycle Assessments
- ▶ Cash Acceleration
- ▶ Code Pairing—All Payers
- ▶ Payer Search—Self-Pay
- ▶ Transfer DRG—Medicare Inpatient
- ▶ Payment Review—Commercial
- ▶ Out-of-State Medicaid
- ▶ Cash Acceleration—Self-Pay
- ▶ Revenue Management & Monitoring
- ▶ Automated Patient Loan Program
- ▶ Physician Recruiting
- ▶ Coding / Billing / Collections
- ▶ Business Office Interim Staffing and Training
- ▶ Virtual Business Office

### ➤ PILLAR FOUR: FINANCING / FUNDING

- ▶ Non-Recourse/Recourse Debt Financing
- ▶ Bond Financing
- ▶ Equity (Private Sources & Funds)

### ➤ PILLAR FIVE: TECHNOLOGY

- ▶ Electronic Health Record Solution
- ▶ Total Information Technology ("IT") Solution
- ▶ Hospital Financial System Solution
- ▶ Transcription & Document Management

### ➤ PILLAR SIX: BUSINESS DEVELOPMENT

- ▶ Business Mergers / Acquisitions & Development—Ambulatory Surgery Centers, Imaging Centers, Acute Care & Specialty Hospitals
- ▶ Strategic Alliances & Partnerships—Hospitals/Physicians, Corporate Partners, and Strategic & Financial Joint Ventures
- ▶ Management Resources—Business Office and Operational Support

### ➤ PILLAR SEVEN: REAL ESTATE

- ▶ Acquisitions & Development
- ▶ Investor & Corporate Services
- ▶ Asset Management
- ▶ Dispositions
- ▶ Equity and Debt Sourcing
- ▶ Sale Leaseback Financing
- ▶ Capital Liberation—Asset Monetization
- ▶ New Development

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