

FRONT LINES

THA Solutions Group Staff

James L. Goodloe, FACHE
Senior Vice President

James E. Byrd
Vice President

Wes Reade
Manager of Marketing

Vickie Lynn Bilbrey
*Vendor Resources
Coordinator*

Carol Burroughs
Executive Assistant

Phone: 800-258-9541
615-256-8240
Fax: 615-248-4836
615-242-4803

We're on the Web!
www.tha.com

NEW TAG LINE

THA Solutions Group is getting a new tag line that summarizes the hopes and expectations of what THA Solutions Group will become and what THA Solutions Group will mean to THA members.

*Your First Call,
Your Best Resource*

Becoming your best resource so that THA Solutions Group is your first call is inherent to THA Solutions Group achieving its mission and vision.

Accomplishment begins with expectations.

Our goal is for it to become THA members' expectation as well.

This tag line will begin to appear in all THA Solutions Group communications and as part of the THA Solutions Group logo.



THA SOLUTIONS GROUP ADVISORY COMMITTEE MEETS

The newly appointed THA Solutions Group advisory committee held its first meeting in September.

During discussions, the committee identified almost 50 areas in which THA Solutions Group could become involved.

After reviewing the relative

merits and importance of each area, the committee selected and prioritized five areas for special attention and development.

They are, in order of priorities:

- ◆ Productivity benchmarking

- ◆ Workflow redesign
- ◆ Clinical benchmarking
- ◆ Equipment repair and upgrade
- ◆ Grant sourcing

TheARXchange.com

The growing acceptance of the Internet as a viable business tool is creating new opportunities to enable the accounts receivable (AR) collection process to become more competitive and efficient.

To that end, TheARXchange.com was founded to bring the existing and future buyers, sellers, scorers, in-

surers, processors, and actuaries involved in the collection function of accounts receivable to one common trading area.

This will put providers in control of a bidding process that will improve the current discount fee.

Thus, providers will have the information to determine if a bid is competitive, and

a forum that helps ensure competition.

For additional information, please call Jim Byrd at THA Solutions Group, 615/401-7416, or John Casillas at TheARXchange.com, 615/771-9019.

QUALITY HEALTHCARE EMPLOYEES HARD TO FIND

With the Tennessee unemployment rate way below national average, healthcare facilities are struggling to find qualified employees. Hospitals, physicians' offices, healthcare billing companies and other healthcare businesses are consulting with professional medical staffing companies whose core business is recruiting.

The staffing companies allow the healthcare companies to focus on the core business of patient care, while the staffing companies handle their staffing needs.

The value of the partnership between the two groups is measured by the results it achieves.

To name a few:

1. Reduced turnover.
2. Higher employee satisfaction.
3. Reduced cost and retention of workforce.

Medical Solutions can assist healthcare facilities in tapping into the 98 percent of the employed applicant market.

Medical Solutions is a specialty recruiting company that delivers high quality staff who have met stringent pre-employment standards and have participated in extensive orientation and medical training programs.

Medical Solutions provides project professionals for short and long term assignments as well as full time placement. Call Medical Solutions at 865/531-9321 for further information or visit its web site at www.careerblazers.com.

UTILITIES REDUCTION SPECIALISTS, INC.

Utilities Reduction Specialists audits telecommunications and energy bills for errors and offers consulting services to further reduce client costs in these areas. The services are without risk to the institution and the fees are determined by billing credits/refunds and future cost reductions resulting from implemented audit recommendations.

Clients have the right to accept or reject any or all recommendations made.

Utilities Reduction Specialists clients include over 350 local governments, hospitals, colleges,

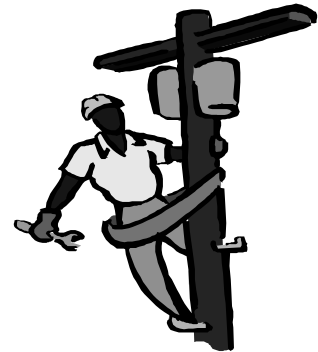
manufacturers, newspapers, and commercial printers in 16 states.

The average cost reduction has been over \$25,000 per year and over 80 percent of all audits produce reduced costs for clients.

In the current environment of the downsizing and mergers in the energy and telecommunications fields, and as alternative sources become available, the future utilization of this company can be very beneficial for members.

For additional information, call Wes Reade at THA Solutions Group, 615/401-7418, or Ken Burkel or

Steve Mann at Utilities Reduction Specialists, 1-800-215-2364.



FLEET CAPITAL LEASING (HEALTHCARE FINANCE DIVISION)



Fleet Capital Leasing is a part of FleetBoston Financial, one of the largest commercial banking organizations currently ranking third in the nation in commercial lending.

The healthcare division of Fleet Capital Leasing is helping healthcare provider clients to meet the capital

challenges of a rapidly changing marketplace.

While many lending institutions have de-emphasized the healthcare segment of the market, Fleet Capital has reinforced its dedication to be the lender of choice in this area.

The healthcare division of Fleet Capital Leasing has provided various financial solutions to hospitals, clinics, and physicians throughout the country.

These products have ranged from operating leases for high technology equipment to tax-exempt conduit financing for all types of capital equipment.

THA Solutions Group searched for a company that would provide a financing product that could bridge the gap between the local bank and the THA bond pool.

Fleet Capital has responded to that requirement, and will provide the right financing solution for **ALL** hospitals in Tennessee.

For more information, call Wes Reade at THA Solutions Group, 615/401-7418, or Floyd Weiss, regional vice president for the healthcare division at Fleet Capital Leasing, 214/706-7000.