

FRONT LINES

*Your First Call
Your Best Response*

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THA SOLUTIONS GROUP LAUNCHES THA CONSULTING SOLUTIONS

THA Solutions Group unveiled THA Consulting Solutions, its newest program, during the association's recent summer conference.

Hospitals are such complex entities that few, if any, have the time or resources required to manage all issues in an optimum manner. This past year, CEOs from across Tennessee expressed the need for a centralized, easy-to-access resource for consulting services.

THA Consulting Solutions is designed to provide expertise to management teams by acting as a facilitator between the hospital and consultant. The hospital is matched with the best firm available to address its needs. If more than one firm can provide the service, each company will make a presentation and the hospital will choose the firm that best meets its needs. This element of choice is critical to the success of the consulting program.

Once the hospital selects the consultant, it will contract directly with that firm or consultant for the requested services. While THA Solutions Group has negotiated terms that are likely more favorable than otherwise would be available, Consulting Solutions is designed to be transparent to the relationship between the hospital and the consulting firm.

The Consulting Partner

The centerpiece of THA Consulting Solutions is the Consulting Partner, a general healthcare consulting firm capable of providing a wide range of services. The Consulting Partner also is responsible for meeting any need that might not be readily available among the participating consulting firms.

HealthCare Consultants, Inc. (HCC) of Nashville and THA Solutions Group have entered into a consulting partnership.

HCC was chosen because of its capabilities and reputation, both in the state of Tennessee and nationwide. The company is capable of handling any operational, clinical or financial project.

HCC's commitment to THA and its membership as well as its dedication of resources will make this partnership very successful.

THA SOLUTIONS GROUP LAUNCHES THA CONSULTING SOLUTIONS, CONTINUED

Specialty Firms

In addition to the Consulting Partner, Consulting Solutions includes several specialty firms. These firms have developed specific and recognizable expertise in a particular area. Renowned reputations and the importance of their services to the hospital industry are the reasons these firms are participating in Consulting Solutions. Topical areas include:

<u>Subject</u>	<u>Consulting Firm</u>
Human Resources	SESCO
Managed Care/Finance	Preferred Medical Marketing Corp.
Foundation Development	Watters and Associates
HIPAA	Under development
Materials Management	To be determined
Information Services	To be determined

THA Consulting Solutions Model

THA Consulting Solutions is designed to give hospital management teams easy access to the types of consultants that will meet specific needs. Instead of spending time and energy searching for the right consultant, call THA and let Consulting Solutions find the appropriate resource.

It is no longer necessary for hospitals to spend time researching the background of consultants and checking references. Appropriate due diligence has been done for these companies/consultants that participate in THA Consulting Solutions. Background and references are available on request.

The Expert Resource

Consulting has become a very important part of the healthcare industry. It provides a source of expertise for hospital management, saving time and energy.

However, there are hundreds, if not thousands, of consulting firms, and therein lies the problem. How does one choose the right consultant? How does a hospital CEO or assistant administrator know which consulting firm to call or which firm could best help them deal with a complex issue?

THA Consulting Solutions not only can help hospitals find a consultant for a particular area--it can find the right kind of consultant. This program provides hospital managers with additional options for addressing needs.

Your First Call...Your Best Resource is THA Solutions Groups' motto and is an excellent reference for THA Consulting Solutions. One call will give hospitals the right resource for any service they may need. Call Consulting Solutions the next time an external resource is required.