

FRONT LINES

*Your First Call
Your Best Response*

THA Solutions Group Staff

Craig Becker
President

James L. Goodloe, FACHE
Senior Vice President

James E. Byrd
Vice President

Wes Reade
Director of Marketing

Vickie Lynn Billbrey
*Vendor Resources
Coordinator*

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

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

PEROT SYSTEMS HEALTHCARE

Perot Systems Healthcare was founded in 1980 to provide business office consulting services and onsite accounts receivable management.

The company has grown dramatically over the last 22 years, expanding from business office consulting and onsite recovery projects to include fully automated outsourcing solutions and full service business office outsourcing. Perot Systems Healthcare now is the largest national provider of onsite accelerated accounts receivable recovery services and the fastest growing in accounts receivable outsourcing. In 2001 alone, the company collected over \$1 billion for its healthcare clients.

Perot Systems Healthcare is a national company headquartered in suburban Nashville. Perot Systems Healthcare operates an accounts receivable service center in Nashville.

A government accounts division and service center is located in Atlanta. This division provides Medicare and Medicaid billing, government accounts consulting services, and compliance program consulting and development.

Health care is the company's only business. Perot Systems Healthcare consists of hospital experienced professionals who understand the hospital business office environment, healthcare receivables, and the inner workings of the healthcare

reimbursement world. The company currently has over 850 employees with 700 experienced professional.

Different from most vendors, Perot Systems Healthcare analyzes the specific needs of each facility to apply accounts receivable solutions for each client's business office specific needs. Perot Systems Healthcare also puts the resources onsite, including business office management, billers and collectors, to have an immediate impact on cash collections and accounts receivable reduction.

For more information, contact Laura Ashby, Perot Systems Healthcare, at 800-659-8883, ext. 4779, or 615-383-4480.

RMS CAPITAL

RMS Capital Corporation has been endorsed by THA as the preferred lender for medical equipment financing.

Many hospitals and outpatient facilities across the U.S. already have experienced the aggressive rates and innovative structures RMS Capital provides. Leveraging over 60 years of experience, the principals of RMS are able to construct leases that fit the cash flow needs of today's healthcare marketplace.

Lease terms range from two to seven years, and agreement structures include operating leases, one-dollar buyouts, balloon

buyouts and synthetic leases. Equipment financing includes everything from radiology, oncology, exam suites and computers to software and energy management systems.

Since RMS is a private company, lower overhead and lower profit margins result in lower payments to the customer. Nine times out of 10, the RMS options will beat those offered by the vendors or other leasing companies. Customers will receive far better service seven days a week than from any other lender in the U.S.

As a leader in the industry, RMS knows what it takes to

satisfy customers and efficiently meet their financing needs. Specializing in lasting relationships, RMS goes the extra mile for every customer and makes service a top priority.

In today's market, a company needs to acquire equipment to stay competitive, and cash is not always an option. Equipment financing is the tool to place a facility on the leading edge of technology while keeping the cash flow in balance.

For additional information, contact Shawn McBride at 973-222-2283 or 678-567-1288.

MEDITRACT, LLC

Did you lose money today because of expired contracts?

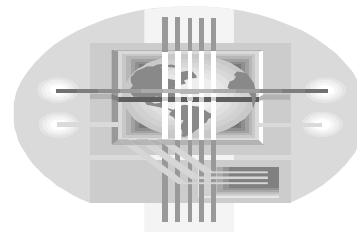
Tennessee hospitals have hundreds, even thousands, of contracts to maintain on a yearly basis. Each contract that expires unnoticed may be an opportunity missed – better pricing, warranty protection, overpayment prevention, corporate compliance and managed care issues. By scanning contracts directly and creating one centralized and secure contract database, MediTract's TractManager is the Internet solution to maintaining contracts so they do not expire without prior notification.

MediTract (THA preferred vendor) is a technology-based contract management company that can help hospitals eliminate cost problems associated with expired contracts, leases and warranties.

The TractManager® system not only provides a centralized, secure database for all contracts, it creates significant savings by managing deadlines. It is essentially an electronic assistant that never forgets a critical date. E-mail notifications from the system remind staff in advance of important upcoming dates plus provide a direct link to

the appropriate contract documents. There is no need to spend time searching for hard-to-find or lost documents, and there is no chance of missing critical renewal dates ever again.

For more information, contact Eric Paul at 423-267-9300.



REALTY TRUST GROUP

Realty Trust Group, LLC (RTG) is a professional real estate services firm that focuses its efforts on delivering targeted real estate development, planning and management services to the healthcare industry.

The company plans to work with THA members to improve the operational and financial performance of their capital investment in real estate. Central to the RTG approach is the basic belief that every effort spent in planning and programming the needs of the client prior to completing construction plans will deliver both quantifiable economic returns and enhanced operational effective-

ness. RTG delivers an experienced and focused effort in the planning and development stages of projects to ensure the client's needs are addressed and remain the priority of all parties involved in a real estate project.

RTG has divided its range of services into three operating groups: real estate financial advisory services, facility development services and property management. In the financial advisory arena, the company provides the expertise to find and select the most competitive and appropriate financing for new and existing real estate projects.

RTG also provides facility development services to assist in the development of new facilities, including providing expertise in financial proforma development and budgeting; campus planning; architect and contractor selection; and a comprehensive project management program.

In property management, RTG provides the expertise and experience for critical tasks that range from lease negotiation and administration to daily, onsite property management services.

For additional information, call Greg Gheen or Scott Cassidy at 865-521-0630.

LET'S GET ORGANIZED

Are you drowning? Drowning in a sea of papers, e-mail, and to-do's?

Sometimes it feels like you're barely keeping your head above water. This article is intended to provide you with encouragement and practical advice to help you not only keep your head above water, but to swim.

Let's start by talking about your daily responsibilities. What exactly do you do with your time? Try this exercise. Sit down with a pad, pen and your favorite beverage. Yes, I mean it. Actually sit down and prop up your feet. List your daily responsibilities. Then add tasks that might be

performed annually, quarterly, monthly or weekly.

Is there anything else?

No WONDER you're feeling overwhelmed! It's a pretty big list, isn't it?

Now lets look at the list with a critical eye. Ask yourself these questions:

- ◆ Can I eliminate some things?
- ◆ If I get rid of these things, what are the consequences?
- ◆ Can I live with the consequences?
- ◆ Do I really need to go to all those meetings?
- ◆ Is there anything I can delegate?

These can be really huge questions to ask. The real question is.... Are you willing to make changes in your life? Are you angry enough or tired enough of that drowning feeling to make critical decisions about how you're spending your time? The point is that we have muddled through in "reaction mode" for too long instead of making real decisions about how we spend our time. I encourage you to take a critical look at your life. It can only get better!

For more information, contact Laura Hayes, Let's Get Organized, at 615-459-0785.