

NCHN Business Partners

2012 Programs & Services
for NCHN Members



Accounting



Resource
Development



More...



NCHN
*Serving Health Networks
since 1995*

About the NCHN Business Partner Program

NCHN strives to provide our members with as many benefits as possible that support the work of their networks. Over the years, we have developed an outstanding Business Partners Program, which includes some of our original partners. The NCHN Program Development Committee, which is comprised of NCHN members, oversees and manages the NCHN Business Partner Program. The purpose of the NCHN Business Partner Program is to encourage linkages between businesses that offer products and/or services that our members have an interest in purchasing. The NCHN Business Partner Program provides the membership with options for products and services needed to not only operate a successful network, but linkages for their members to outstanding products and services.

The NCHN Business Partner Program is divided into three categories of partnerships: Business Partners, Member Business Partners, and Strategic Partners. Final approval of all categories of NCHN partnerships occurs at the Board level. The details and guidelines for each category are available on our website at <http://www.nchn.org/join.php>

NCHN Business Partner

The NCHN Business Partner is reserved for for-profit vendors that have products and/or services that are beneficial to the successful operation of a health network, either for the network organization or the network's membership. The NCHN Business Partners are an integral part of the overall NCHN program offerings and all members are encouraged to review the partners' offerings and to actively participate in the Partner Program. Any business entity with an interest in exploring a long-term business relationship with NCHN and its members are invited to explore the benefits of becoming a NCHN Business Partner. Applicants for the NCHN Business Partner must apply to be either a Gold or Silver level partner.

NCHN Member Business Partner

NCHN members interested in marketing products and/or services they have developed may apply for participation in the NCHN Member Business Partner Program (MBPP). The NCHN Member Business Partner Program is open to any current NCHN member that desires to establish a cooperative venture and enter into a long-term business relationship with NCHN and its members. The NCHN Member Business Partner fees are in addition to the annual NCHN membership dues.

NCHN Strategic Partner

The NCHN Strategic Partner Program is reserved for non-profit organizations that are not eligible for regular membership in NCHN, but supports our mission. NCHN Strategic Partners may offer goods and services that support the work of our members and their members. The Strategic Partner must make their services/product available to both the NCHN member and their members.

Contact

For confidential pricing information, please contact Rebecca J. Davis at rdavis@nchn.org

Alphabetical Listing

Special thanks to our

Gold Level Partners



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SCIENTIFIC

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CareerStaff Unlimited



CareerStaff Unlimited is a national, full-service recruiting company for permanent placement staffing for physicians, allied and nursing professionals, as well as locum tenens staffing for physicians. CareerStaff recruits for primary care physicians and all specialties in addition to highly sought after CRNAs, Unit Directors/Managers, Nurse Practitioners, Diagnostic Imaging professionals in all modalities, Pharmacists, Therapists and other mid-level practitioners. CareerStaff Unlimited takes pride in their work, success, ethics and integrity, and welcomes the opportunity to assist you with your recruiting needs.

Why Use CareerStaff Unlimited:

- Placement guarantee - risk-free results
- Non-exclusive agreement - freedom to choose
- Professional fees paid are transferable - no lost investments
- Extended 90-day warranty on our providers - perfect fit
- Our strategic marketing & procurement guarantees our search - national exposure
- Search up to 3 recruiting needs within the same specialty - return on investment
- Capped, flat-rate fee schedule with no hidden costs - total control of expenses

- Month-to-month agreement - cancel any time

Contract Benefits

As a member of NCHN, you are entitled to a substantial discount, an extended warranty, and CareerStaff Unlimited's placement guarantee. Additionally, CareerStaff Unlimited will make an annual administrative and marketing fee payment based on professional fees collected from NCHN member hospitals to be distributed equally between NCHN and the participating network.

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FIVE Career Advisors



FIVE Career Advisors is a Healthcare Information Technology services firm founded and headquartered in Indianapolis, IN. FIVE is focused exclusively on Healthcare IT, boasts a database of thousands of HIT candidates and has successfully placed candidates in a variety of positions throughout the United States including but not limited to: Mt. Sinai, Cleveland Clinic, University of Wisconsin, University of Michigan, NYU, Cedar's Sinai, Legacy in Portland, UC-Davis, Rady Children's Hospital and Health Center, Stanford, Clarian, University of West Virginia, Cincinnati Children's, Adventist in Florida, and Baylor.

FIVE's sole focus is Healthcare Information Technology. They understand the needs unique to HIT staffing, from supporting a mission critical infrastructure to implementing complex EMR technologies requiring clinical expertise. FIVE can provide experienced candidates in the form of high level management (CIO, Director, Project Manager) to hands-on technologists (Builders, Analysts) to support personnel (Trainers, Testers). They have worked with a variety of Healthcare specific technologies, including Epic, Cerner, Eclipsys, Meditech and Siemens.

Benefits of using FIVE Career Advisors:

Flexibility: FIVE can provide candidates for both full-time, permanent positions and consulting engagements. They offer a satisfaction guarantee on candidates.

Cost Savings: Through the efforts of NCHN, our members will receive an aggressive, pre-negotiated pricing structure.

Immediate Expertise: FIVE can function as an extension of your Human Resources department. Because there is little to no learning curve, they can provide qualified candidates in a timely manner.

Peace of Mind: Because FIVE understands Healthcare Informatics, they can provide the expertise to insure your IT projects are successful, on schedule and under budget.

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Forsyth-Stephens Consulting, LLC



With 28 years of non-profit leadership and development experience, Amy Forsyth-Stephens has launched Forsyth-Stephens Consulting to assist local, state and national health and human service organizations reach their financial and programmatic goals.

Background and Experience

Amy most recently served as Chief Development Officer of a national health care non-profit, and in that role raised funds for programs that facilitate the volunteerism of America's retired health care professionals. Prior to that, she was Executive Director of the Free Clinic of the New River Valley and the Mental Health Association of the New River Valley over a 13-year period of extraordinary growth. She was recognized as local Citizen of the Year twice, in 1998 and again in 2007, for her work in strengthening the health care safety net of the New River Valley region of Virginia. Amy is featured in the 2004 book, *The Faces of Public Health*, which recognizes 25 individuals across the nation for their effort, energy and accomplishment in the field of public health.

Over her career, Amy has personally written and won 27 program grants and proposals totaling millions from federal and state government sources, private foundations, and corporate entities. She has negotiated major contributions from large international corporations and authored nine successfully funded competitive grants from the US Department of Health and Human Services. Her skill is not only in crafting winning proposals and value propositions, but in program design—the heart of any initiative that makes it from paper to people.

Services Offered

- **Proposal Writing:** crafting the end product from the idea stage through submission, including budgets and attachments
- **Giving Campaign Design and Execution:** capitalizing on the fact that most charitable giving is from individuals
- **Value Case Preparation:** fine-tuning and selling an idea to a variety of potential supporters in formats ranging from a one-page summary to a multi-media presentation
- **Opportunity Research:** exploring prospects using the most advanced technology and a welldeveloped professional network
- **Fund Development Planning:** strategizing and prioritizing opportunities for short-term growth and long-term impact
- **Business Planning for Non-Profits:** traditional and creative strategies for implementing and sustaining a great idea
- **Grant and Fund Stewardship:** preparation of reports and formal requests to funders and stakeholders, budget management, oversight of donor intent

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Fukuda Denshi



As of February 15, 2008 NCHN facilities can purchase Fukuda Denshi's Patient Monitoring Equipment on contract. NCHN facilities can now enjoy greater cost savings when purchasing Fukuda Denshi's patient monitoring for their ED, OR, ICU/CCU, Med-Surgery, and Step-Down care area. All backed with a 5 year warranty and free 24/7/365 technical support, as well as free clinical and Biomedical Engineering training for the life of the product.

With monitors suited for all care areas, Fukuda Denshi's patient monitoring provides flexible and reliable OR, transport, bedside, telemetry and central monitoring solutions.

DS-7600 Central Monitor

The DS-7600 Series integrated central monitors provide an ideal solution for both your low and high acuity care areas. Each Central includes the needed features to monitor patient information on up to 16 hardwired or telemetered patients. The small footprint also makes it ideal for busy, crowded central nurses' stations. With up to 96 hours of full disclosure, built in 3 channel recorder and laser printer interface the DS-7600 Series provides high performance central station capability without the unwanted clutter making it an ideal central station monitor for busy central nursing stations.

LX-5160 & LX-5630 Telemetry

Each of these transmitters are designed for patient comfort and cost effective telemetry monitoring of your Step-Down or Med-Surgery patients. When paired with Fukuda Denshi's central monitors and with as much as 5 days of monitoring on a single AA battery (3-Days on two AA batteries when SpO2 monitoring is added) these

transmitters maintain superior surveillance of your less acute patients.

DS-7100 Portable/Bedside Monitors

Whether mounted on a wall-mount or roll-stand, these monitors provide complete hardwired or telemetered monitoring solutions in care areas where a compact monitor makes more sense. Performance is not sacrificed with the smaller footprint and each monitor can easily be set up to meet a wide range of care area monitoring needs.

DS-7300 Bedside Monitors

The DS-7300 Series OR and bedside patient monitors offer one of the most robust set of standard features to provide easy standardization of your acute care units. Whether in your ICU or CCU these monitors are easily configured to meet your demanding care areas. Adding the optional gas module also makes this an ideal OR monitor.

Contact

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GrantStation offers nonprofit organizations, educational institutions, and government agencies the opportunity to identify potential funding sources for their programs or projects as well as resources to mentor these organizations through the grantseeking process. GrantStation provides access to a searchable database of private grantmakers that accept inquiries and proposals from a variety of organizations; federal deadlines, which are updated daily; links to state agency grant announcements; and a growing database of international grantmakers. Membership to GrantStation provides complete access to the Search, Write, Learn, and Read areas of the GrantStation website.

READ

In the READ area GrantStation publishes two e-newsletters: GrantStation Insider and GrantStation International Insider. The GrantStation Insider is published weekly (48 issues a year) and focuses on opportunities for North American nonprofit organizations (U.S. and Canada). The GrantStation International Insider is published monthly (11 issues per year) and focuses on international funding opportunities. Both e-newsletters hold to the highest standards of research and writing and provide our readers with a variety of excellent private and government grant announcements.

SEARCH

In the SEARCH area, GrantStation offers U.S. Charitable Giving, International Charitable Giving, Federal Grants & Loans, and State Grants & Loans.

WRITE

In the WRITE area GrantStation offers a set of practical tutorials to assist grantseekers in developing a solid

base for their grantseeking programs, and in crafting compelling documents designed to garner the attention of grantmakers. Included in this section are step by step guides on how to get started, write a letter of inquiry, develop a full proposal, and revise and edit past proposals.

LEARN

In the LEARN area GrantStation offers a number of resources to bolster your grantseeking strategies and the management of grant awards, including how to document in-kind contributions.

The GrantStation Mission

GrantStation is a premiere online funding resource for organizations seeking grants throughout the world. Providing access to a comprehensive online database of grantmakers, GrantStation helps nonprofit organizations, educational institutions, and government agencies make smarter, better-informed grantseeking decisions. We are dedicated to creating a civil society by assisting the nonprofit sector in its quest to build healthy and effective communities.

Contact

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Healthcare Management, LLC



Healthcare Management, LLC is pleased to bring NCHN members programs designed to create network sustainability. Healthcare Management is a hospital revenue cycle company featuring bad-debt collection and self-pay billing services. HCM is owned and operated by hospital members of Western Healthcare Alliance, a rural healthcare network in Colorado.

Why consider partnering with Healthcare Management?

Every healthcare provider in your network is already utilizing a third-party vendor for revenue recovery. By partnering with Healthcare Management, we can work with you to provide solutions which are tailored to the needs of your members and affiliated organizations. These programs are simple for you to implement and we will provide full technical assistance. Not sure if your members have needs in this area? We are happy to conduct a needs assessment for you.

NCHN members receive a revenue share-back quarterly, competitive rates and a patient-friendly program for members. Work collaboratively with your members to create a win-win program with real gains potential.

Programs include:

- Self-pay Account Billing
- Payment Plan Management
- Medical Financing for Large Account Balances
- Bad-debt recovery collection agency
- Coding Education
- Accounts Receivable Auditing

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Hylant Group



The Hylant Group provides insurance products, wellness programs and disease management services that can be used by individual network facilities. Employee benefit programs include a life insurance and AD&D insurance program, as well as a pharmacy benefit program for self-insured health plans. NCHN networks have also looked to Hylant for liability coverage such as D&O, property, general liability, medical malpractice, reinsurance and captive insurance consulting.

Contract Benefits:

NCHN and the member organizations receive administrative and marketing fee revenue as a result of marketing, managing and self-billing. The concept behind a national group for insurance is based on the ability to create a sizable market by combining the purchasing power of more than one NCHN network.

Hartford (Long Term Disability): NCHN offers LTD on a group basis through Hartford. By pooling the NCHN participating members LTD plans, discount arrangements have been established with the Hartford. This has enabled NCHN to leverage their group buying strength with one of the largest LTD providers for hospitals and physicians nationally.

Lafayette Life (Life/AD&D Program): NCHN offers Life/AD&D on a group basis through Lafayette Life. With over 30 facilities currently participating, the NCHN group life program has

been extremely successful. The growth of this program has offered stability and opportunity for the participating groups.

Pharmacy Benefit Management (PBM): The PBM program works best with self-funded employee benefit programs. Your network, NCHN and the individual network facilities all benefit from group purchasing of prescription drug administration services.

Contact

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iVantage Health Analytics



Performance Management Institute (PMI), an affiliate of Stroudwater Associates, works with more than 180 hospital clients in 29 states. We partner with numerous state networks and hospital systems to provide a platform for monitoring and performance. PMI offers a broad range of technology and consulting services to link healthcare organizations' performance improvement programs to strategy and operations.

Our Approach

The work of PMI is strongly rooted in the **Balanced Scorecard** methodology for strategy execution as developed by Kaplan and Norton. Through extensive work in the field, PMI offers rich perspective, helping organizations translate their strategic vision into clear objectives. We link these objectives to measurable indicators and initiatives, a process that enables performance monitoring and improvement. The Balanced Scorecard integrates four critical perspectives: quality, finance, operations and satisfaction of customers, physicians and staff. The powerful RPM platform is PMI's solution for customized and benchmarked performance monitoring. Understanding that each project is unique, PMI utilizes the flexibility of the Balanced Scorecard to deliver custom solutions. There are some areas in which PMI may advise organizations to adopt best practice indicators. This enables performance benchmarking of affiliates in an appropriate, relevant manner.

Core Competencies

- Apply Balanced Scorecard methodology to create strategic alignment within and among healthcare organizations and their affiliates.
- Establish state-wide hospital networks to facilitate performance improvement.
- Integrate systems that own multiple hospitals.
- Provide performance management tools for acute care, physician practices, and long term care operations.
- Develop innovative custom reporting solutions.
- Analyze data for network benchmark reporting.
- Consult with leadership teams to interpret data from scorecards, and recommend initiatives to improve performance in healthcare organizations.

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MedAssets, a leading healthcare business solution provider in the U.S., aims to improve healthcare providers' cash flow and operating margin from existing operations through its portfolio of revenue cycle management, spend management and transformation solutions. As a strategic business partner, MedAssets can replace multiple vendors and decrease supply costs by 3-10% and increase net patient revenue by 1-3%. Working with more than two-thirds of the nation's hospitals has given MedAssets a unique and in-depth

understanding of the financial and operational issues facing hospitals today. By offering solutions to challenges that occur within a facility's supply chain and revenue cycle, MedAssets delivers real results that control cost, improve margins and cash flow, improve access to capital, optimize operational efficiency and increase regulatory compliance.

Increase Net Patient Revenue; Drive Revenue Integrity

MedAssets' revenue cycle software and services span the revenue cycle workflow. Best-in-class solutions offer true ROI for your organization. Best-of-breed technology helps hospitals perform more efficiently; giving them information they can use to make a difference – financially and operationally. Services include patient bill estimation and point-of-service collection programs, claims, remittance and contract management, silent PPO recovery, concurrent and retrospective denial management, accounts receivable services, charge capture, defensible pricing, and decision support technology.

Control and Reduce Supply Expense

MedAssets' spend management solutions provide services and information to drive improved decision making to manage business performance – linking clinical outcomes, cost outcomes and reimbursement. Customized solutions encompass procurement of common medical supplies, pharmaceuticals, physician preference supplies, food and nutrition items and capital equipment. Supply chain analytics and consulting services cleanse and normalize supply chain data to improve transparency, identify savings opportunities and report on key metrics to quickly view performance. Benchmark data focuses action in improving processes and overall supply chain operations.

MedAssets serves more than 125 health systems, 3,300 hospitals and 40,000 non-acute healthcare providers. Whether working with a large integrated delivery network, a rural community hospital or non-acute healthcare facility, MedAssets partners with our customers to build customized programs to fit the unique strategic goals of each organization.

Contact

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M

edical Recovery Services



Medical Recovery Services

Medical Recovery Services, a Revenue Cycle Operations firm is dedicated to the financial viability of small hospitals. Medical Recovery Services' outsource solutions are designed to minimize the investment dollar while maximizing returns. Significant flexibility in payment terms is also featured to further facilitate placing these vital services within reach of all hospital providers.

Services:

Chargemaster / Pricing – The Chargemaster is a hospital's lifeblood. If services can't be charged, they can't be reimbursed, so it is imperative that the chargemaster be compliant, clean and structurally sound. Pricing-only service explores pricing strategies in combination with market position. This is a great first-year service for facilities short on cash. In year two, a complete chargemaster review should be performed.

Business Intelligence – Every hospital should understand its position regarding financial performance of contracts; however Business Intelligence goes beyond that. Powerful analysis of hospital data facilitates detailed examination of service lines, diagnostics, charging, reimbursement and costs.

Managed Care Support – This service can range from simply acting as a knowledge-base resource to predictive contract modeling to full contract negotiation, depending upon the amount of input desired by the client. Negotiating contracts and articulating positions are acquired skills and require strong data, excellent

analysis and confidence in understanding the other side. For outstanding managed care contracts without the hassle involved in dealing with insurance companies, Medical Recovery Services will handle the heavy lifting.

Process Improvement – Today's environment of continued declining reimbursement and subsequent margins requires learning to accomplish more, possibly even with fewer resources. Process Improvement is truly a partnership in exploring opportunities to operate a lean and efficient Business Office by implementing appropriate redundancies and loss prevention strategies. Incorporating the concepts of the "upside-down" revenue cycle, Process Improvement increases financial viability from the inside.

Medical Claim Audit/Recovery – This is one diagnostic tool that may actually increase your net revenues. Designed to monitor payor performance, it can also identify un-/under- paid claims and could lead to revenue that is rightly yours but currently unrealized. Also identifies in-house issues related to billing, coding or payor contracts.

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Paradigm Learning Paradigm Learning

Paradigm Learning designs business games and simulations that help healthcare providers better understand how their decisions impact bottom line results.

Most healthcare professionals see their job as caring for patients. For many of these professionals, the cost of that care is almost an afterthought. This engaging training experience enables them to realize that outstanding patient care and good business decision-making are not mutually exclusive.

Zodiak®: The Game of Business Finance and Strategy

After this one-day experience called Zodiak®: The Game of Business Finance and Strategy, healthcare professionals will...

1. Have a better understanding of the complexity and competitive nature of the healthcare industry
2. Understand how reimbursement works at their hospital and which sources of revenue are most profitable
3. Understand how individual actions and decisions affect a hospital's key metrics

All of Paradigm Learning's training products are engaging, interactive, customizable and results oriented.

In addition to business acumen for healthcare, our simulations address...

- Leadership Accountability
- Talent Leadership
- Organizational Change and Change Management
- Project Management

Executives of member organizations may experience the learning at their location, at no charge, through a two-hour interactive demonstration. This allows members to see for themselves how the program works, what learning takes place and how cost savings can be realized through better informed decision making.

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Rural Wisconsin Health Cooperative



RWHC (Rural Wisconsin Health Cooperative) is owned by 35 rural, general medical surgical hospitals in Wisconsin. Since 1979, RWHC has been providing affordable and effective services to rural health entities. Let us put our experience to work for your members today!

Key Strategies

RWHC is the “rural advocate of choice” for its Members... it develops and manages a variety of programs and services... it assists Members to offer high quality, cost effective healthcare... assists Members to partner with others to make their communities healthier... and actively uses strategic alliances in pursuit of its Vision.

RWHC is owned and operated by thirty-five, rural acute, general medical-surgical hospitals; the Co-operative’s emphasis on developing an integrated network among freestanding entities distinguishes it from alternative approaches. In 1996, RWHC created a non-voting Affiliate Membership for specialty provider based systems.

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Safety Net Hospitals for Pharmaceutical Access



Safety Net Hospitals for Pharmaceutical Access (SNHPA) is an organization of over 600 public and private non-profit hospitals and health systems throughout the U.S. that participate in the Public Health Service 340B drug discount program. This includes many rural hospitals; in fact, the current chairman of the SNHPA board is the CEO of a rural hospital. SNHPA, which was originally named the Public Hospital Pharmacy Coalition, was formed in 1993 to increase the affordability and accessibility of pharmaceutical care for the nation's poor and underserved populations.

When Congress was creating the 340B program in 1992, SNHPA took the lead role in ensuring that hospitals were included in the program and the organization has been representing the interests of 340B hospitals ever since. Our membership consists of a broad spectrum of 340B hospitals including academic medical centers, community hospitals, children's and rural facilities. SNHPA monitors, educates, and serves as an advocate on federal legislative and regulatory issues related to drug pricing and other pharmacy matters affecting safety-net providers. SNHPA is dedicated to educating its members and others about the 340B program and creating new opportunities for members to save on pharmaceuticals and improve access to pharmaceutical care.

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ThermoFisher Scientific

ThermoFisher
SCIENTIFIC

Asset management is often an overlooked area for cost control opportunities and yet it usually represents one of a hospital's top five expenses. Thermo Fisher Scientific offers the Thermo Scientific LIFECYCLE Asset & Service Management Solution, an innovative and comprehensive approach to managing equipment service. Offering significant productivity improvements while reducing cost of ownership and ensuring regulatory compliance, the Thermo Scientific LIFECYCLE Solution provides individual clients with a customized, asset management services solution created through a needs assessment that focuses on three dimensions: business goals and objectives, operating environment and the equipment mix across the enterprise.

This new approach capitalizes on the strengths of preferred service providers and the proper blend of available service methods to:

- Provide a fixed cap on maintenance and repair budgets
- Reduce equipment cost of ownership
- Improve productivity and equipment uptime
- Streamline processes and reduce administrative burden
- Extend useful life of equipment

The Thermo Scientific LIFECYCLE Asset & Service Management Solution applies best practices and advanced tools to provide total management of all your capital equipment assets through:

Account Management - An experienced Thermo Scientific professional serves as your dedicated manager, focused on your day-to-day needs
Response Center - Interactive, web-based service

management solution enables 24 x 7 access to key performance metrics on assets and service providers, as well as electronic service request submission and status updates – One e-mail or phone call does it all!

Supplier Network Management - Single-source management of all asset equipment and service supplier relationships, including purchase order, invoicing, field service report reconciliation and payment services

Preventive Maintenance Management - Assures timely execution of all preventive maintenance events through end-user reminders, service supplier notifications and scheduling

Contract Benefits

Thermo Scientific offers NCHN members a significant discount incentive for the LIFECYCLE Asset & Service Management Solution that has been specifically designed to benefit rural networks.

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