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## Performance Improvement Solutions for the Next Generation of Healthcare Delivery

Healthcare reform urgently demands a game changing approach to the current model of healthcare delivery. Providers, who bear the responsibility for achieving the highest quality, affordable care, need performance improvement solutions that are both meaningful and enduring in a rapidly changing regulatory environment.

Through its comprehensive suite of performance improvement solutions, MedAssets has an unparalleled depth and breadth of expertise to optimize net patient revenue, significantly reduce operating costs and positively impact quality measures. With the ability to consolidate data from across the provider organization, MedAssets is able to present an actionable picture through industry-leading analytics that drive quality while continuously realizing cost savings. A partner to more than 180 health systems, 4,000 hospitals and 90,000 non-acute healthcare providers, MedAssets has a proven ability to deliver performance improvement unattainable through more traditional business approaches.

Healthcare providers have realized sustained operating margin improvements of up to 5 percent through the adoption of MedAssets solutions.

### Increase Net Patient Revenue

With new performance-based payment models on the horizon and an imminent reduction in reimbursement levels, optimizing net patient revenue is more critical now than ever. MedAssets applies leading technology supported by expert consulting services to target improvements to revenue cycle, from patient access to claims denials. MedAssets solutions improve transparency, accelerate cash, ensure charge integrity, optimize revenue capture, recover lost revenue and manage value-based reimbursement.

- **MedAssets Revenue Cycle Technology Solutions:** cover the full spectrum of providers' revenue cycle needs from patient access to claim denials to ensure billing compliance, as well as, accurate and timely payment
- **MedAssets Revenue Cycle Services:** improve net revenue and cash flow with comprehensive consultative redesign services and solutions, helping you achieve best practice performance
- **MedAssets Suite of Decision Support Tools:** integrate financial, clinical and operational data for cost accounting, budgeting and service line management to deliver actionable enterprise-wide solutions

**Through its comprehensive approach, MedAssets has increased net patient revenues for our customers by as much as 3%.**

**MedAssets Spend and Clinical Resource Management Solutions can help to reduce addressable expense by 5% to 15%, or more.**

### About MedAssets

MedAssets (NASDAQ: MDAS) partners with healthcare providers to improve financial strength by implementing spend management and revenue cycle management solutions that help control cost, improve margins and cash flow, increase regulatory compliance and optimize operational efficiency. MedAssets serves more than 180 health systems, 4,000 hospitals and 90,000 non-acute healthcare providers. For more information, go to [www.medassets.com](http://www.medassets.com).

## Reduce Spend and Improve Quality

Increasingly complex care, evolving payment models and costly IT requirements will continue to challenge the bottom line as quality measures also begin to impact reimbursement eligibility. MedAssets can help achieve higher quality while reducing overall costs by integrating episode-of-care analytics, lowering supply expense, managing the utilization of spend and clinical resources.

- **Contracting Methodology:** MedAssets delivers meaningful, sustainable cost reductions through the industry's leading national pre-commitment contracting strategies and strategic sourcing solutions for all areas of expense including supplies, pharmaceuticals, purchased services, capital equipment and agency labor.

- **Clinical Alignment and Utilization Improvements:** MedAssets data-driven approach to physician engagement reduces clinical resource consumption and increases service line profitability through advanced sourcing and utilization of physician preference items, reduced length of stay and lean process improvement initiatives.

MedAssets Spend and Clinical Resource Management Solutions are delivered and supported through a best-practice operations framework, specialized clinical consulting expertise, shared procurement services, e-commerce, advanced spend analytics and transformational or outsourced services.

## Delivering Results for Industry Leaders

- **MedAssets manages over \$45 billion** in spend, and through our solutions, we've already realized billions in financial improvement for our customers, including more than \$2.8 billion in documented and guaranteed savings.
- **We touch over \$316 billion** in total patient revenue annually, implementing solutions to help our customers achieve a more efficient revenue cycle process.
- **MedAssets serves more than 180** health systems, 4,000 hospitals and 90,000 non-acute healthcare providers.

<b>Atlantic Health System</b> ..... \$13,270,094 Morristown, NJ	<b>Maury Regional Medical Center</b> ..... \$4,917,986 Columbia, TN	<b>Scripps Health</b> ..... \$36,305,267 San Diego, CA
<b>Baptist Health System</b> ..... \$7,141,347 Birmingham, AL	<b>MemorialCare Health System</b> ..... \$9,449,183 Fountain Valley, CA	<b>Strong Memorial Hospital</b> ..... \$10,149,639 Rochester, NY
<b>Baylor Health Care System</b> ..... \$18,854,445 Dallas, TX	<b>Meridian Health</b> ..... \$5,940,914 Neptune, NJ	<b>Texas Purchasing Coalition</b> ..... \$39,559,022 Plano, TX
<b>Beaufort Memorial Hospital</b> ..... \$2,386,324 Beaufort, SC	<b>North Kansas City Hospital</b> ..... \$2,172,365 North Kansas City, MO	<b>UC Health</b> ..... \$30,300,000 Cincinnati, OH
<b>Broward Health</b> ..... \$10,923,868 Fort Lauderdale, FL	<b>Ochsner Health System</b> ..... \$26,521,538 New Orleans, LA	<b>UNC Health Care</b> ..... \$19,559,831 Chapel Hill, NC
<b>Children's Hospital and Health System</b> ..... \$6,653,227 Milwaukee, WI	<b>Owensboro Medical Health System</b> ..... \$4,005,517 Owensboro, KY	<b>UPMC</b> ..... \$12,900,000 Pittsburgh, PA
<b>Christiana Care Health System</b> ..... \$14,802,604 Wilmington, DE	<b>St. Joseph Health System</b> ..... \$151,000,000 Orange, CA	<b>Wellmont Health System</b> ..... \$17,587,092 Kingsport, TN
<b>Erlanger Health System</b> ..... \$6,933,416 Chattanooga, TN	<b>St. Luke's Episcopal Health System</b> ..... \$22,100,000 Houston, TX	<b>Westchester Medical Center</b> ..... \$8,907,416 Valhalla, NY
<b>Grady Health System</b> ..... \$10,010,756 Atlanta, GA		