

CONTRACT SOLUTIONS

FROM BRIM HEALTHCARE

Your community counts on your hospital.

Yet keeping it strong gets tougher all the time.

If you need help NOW,

BRIM IS THE RIGHT CHOICE.

Because it isn't going to get easier tomorrow.

Brim can help.

YOU CHOOSE HOW.

CONTRACT MANAGEMENT SERVICES

The performance of your hospital must be improved, but you don't want to sell your vital community asset. You know you need a depth of expertise, experience, and leadership that a professional hospital management company offers. You need direction, accountability, and results, but you want to keep control. What do you do?

BRIM CAN HELP. Brim will manage your hospital under contract, delivering a dedicated team of experienced professionals led by an experienced CEO. We manage hospitals in communities like yours across the nation and have done it successfully since 1971.

Here's how it works:

- Brim will work closely with your hospital's doctors, employees, and board members to assess your needs and chart a realistic course of action to achieve long-term results
- By retaining ownership, the hospital retains authority over operations and investments in technology and equipment
- The hospital pays Brim a base management fee with incentive compensation negotiable
- The contract typically runs three to five years and is renewable

FOCUSED CONSULTING SERVICES

Is your hospital running out of cash and late on its payments? Has it violated important bond covenants? Is it struggling to stay in compliance with regulatory or accrediting authorities?

If your hospital needs immediate help to get back on the right track, **BRIM CAN HELP.** Brim's specialists stand ready to quickly identify and solve your hospital's performance problems.

Brim is experienced in:

- Bond defaults
- Cash flow improvement
- Financial performance turnarounds
- Operational performance improvement and restructuring
- Aggressive accreditation/regulation survey recovery
- Bankruptcies



WHY CHOOSE BRIM?

OUR STRENGTHS

Quality patient care, first and foremost. Clinical quality drives the performance of every hospital. Without it, success is impossible.

Financial strength. We can improve your hospital's performance so you can invest in its future.

A proven model for balancing local decision-making with industry management expertise. If you choose Brim, we'll map out the future together.

One of the industry's best track records. Brim experts have managed and operated community hospitals across the nation for nearly four decades. We're here to stay.

OUR HISTORY

Since 1971, Brim Healthcare has worked with community hospitals to help them achieve stability, growth, and success. Brim currently operates 37 full-service, acute-care hospitals in 18 states.

Brim is a privately held company based in Brentwood, Tennessee.

Call us to discuss the future of your hospital.

BRIM IS THE RIGHT CHOICE.

800.228.0647



Stronger Hospitals, Healthier Communities

www.brimhealthcare.com



*Iberia Medical Center in
New Iberia, Louisiana*

ONE HOSPITAL'S TURNAROUND STORY

Ten years ago, Iberia Medical Center (IMC) in New Iberia, Louisiana, was in serious trouble. The hospital was in technical default on its bonds and sustaining major losses on operations.

Brim took over management of IMC under contract in 1998. Working with Brim, the hospital reversed its losses and achieved a positive margin in a very short time. IMC now competes effectively with other hospitals in the region.

The hospital's improvements also have earned it significant recognition for quality achievement from the Louisiana Health Care Review and from a national quality improvement organization.