

New White Paper Discusses Hospital Capital Spending Pressures in the U.S.

- Capital expenditures continue to pose an increasing challenge for hospital CFOs
- White paper explores the pressure points and highlights alternative financing options
- DJ DiMarco: “Thoughtful approach enabling hospitals to better meet the needs of both patients and the hospital’s.”

Woodland Hills, California, 28.08.2015

Capital expenditures continue to pose an increasing challenge for hospital CFOs, especially in light of the mandated transition to value-based care. CHG-MERIDIAN USA Corp. commissioned The Alta Group to prepare a new white paper that explores the pressure points and highlights alternative financing options available to mitigate some of their most crucial concerns.

“Due to evolving business models in the healthcare industry, we felt that CFOs would welcome a thoughtful approach to assessing some alternative financial solutions that could provide significant benefit while enabling hospitals to better meet the needs of both patients and the hospital’s bottom line,” said DJ DiMarco, executive vice president of CHG-MERIDIAN USA Corp.

Whitepaper explores the benefits of flexible alternatives

The whitepaper *“Financial Challenges for Hospital CFOs: Increasing Capital Efficiency while Transitioning to Value-Based Care”* discusses the impact of reduced reimbursements and other cost control measures on hospitals, their top priorities for expenditures given the constraints on capital spending, and explores the benefits of flexible alternatives including equipment leasing vs. traditional funding sources.

“Bonds and commercial loans have certain limitations and are not always the best options, especially when used to acquire assets with high obsolescence rates. There are better solutions available from alternative financial services firms that provide a broad array of services and funding structures that go beyond equipment acquisition and management, to improve financial metrics and performance,” the white paper advises.

“....CFOs must seriously reconsider the requirement to ‘own’ certain technologies versus having the right device, at the right place, at the right time acquired via an operating expense model. In the current industry environment where improved financial performance can result in significant financial benefits, a focus on equipment use vs. ownership provides a true competitive advantage,” the white paper concludes.

The study for this whitepaper was initiated by DJ DiMarco and his staff at CHG-MERIDIAN USA Corp. The resulting paper was based on research and editorial input by Daniel G. Morse, an The Alta Group Director with extensive healthcare financing experience, and The Alta Group Marketing Director Melisa Carter. The Alta Group

Date: 28.08.2015

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Managing Director David Wiener was also involved in the engagement. “Alta Group consultants frequently work with clients to produce research on behalf of their businesses, and we are excited to provide our healthcare industry expertise to CHG-MERIDIAN USA Corp.,” noted The Alta Group CEO John C. Deane.

More information: www.chg-meridian.com

About The Alta Group

The Alta Group is the leading global consultancy dedicated exclusively to the business of equipment leasing and asset finance. Since 1992, Alta has represented equipment leasing and finance companies, financial institutions, manufacturers and service providers, offering management consulting and expertise in global market entry, vendor and captive finance, professional development, legal services, asset management, mergers and acquisitions, and application consulting. For information on the group's services in the United States and Canada, Latin America, Europe, the Middle East and Africa, China, and Asia-Pacific, visit www.thealtagroup.com.

About CHG-MERIDIAN

CHG-MERIDIAN is one of the world's leading non-captive providers of technology management in the fields of IT, Industrial, and Healthcare. CHG-MERIDIAN has a workforce of approximately 850 professionals and offers one-stop management of customers' technology infrastructure. Its product range includes consulting, financial and operational services, as well as remarketing services for used equipment at its two proprietary Technology and Service Centers in Germany and Norway. CHG-MERIDIAN offers efficient technology management for large corporations, small and medium-sized enterprises, and public-sector clients. It provides services for over 10,000 customers around the world and manages technology investments in excess of €4.2 billion. More than 2,700 of its customers also monitor their technology portfolios online using the TESMA® Online technology and service management system. The company has a global presence with 40 branch offices in 23 countries and is headquartered in Weingarten, Southern Germany.

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