

# INNOVATIVE PHYSICIANS SOLUTIONS CREDIT CORPORATION

OUR KNOWLEDGE IS CAPITAL, GET EQUIPPED WITH US.

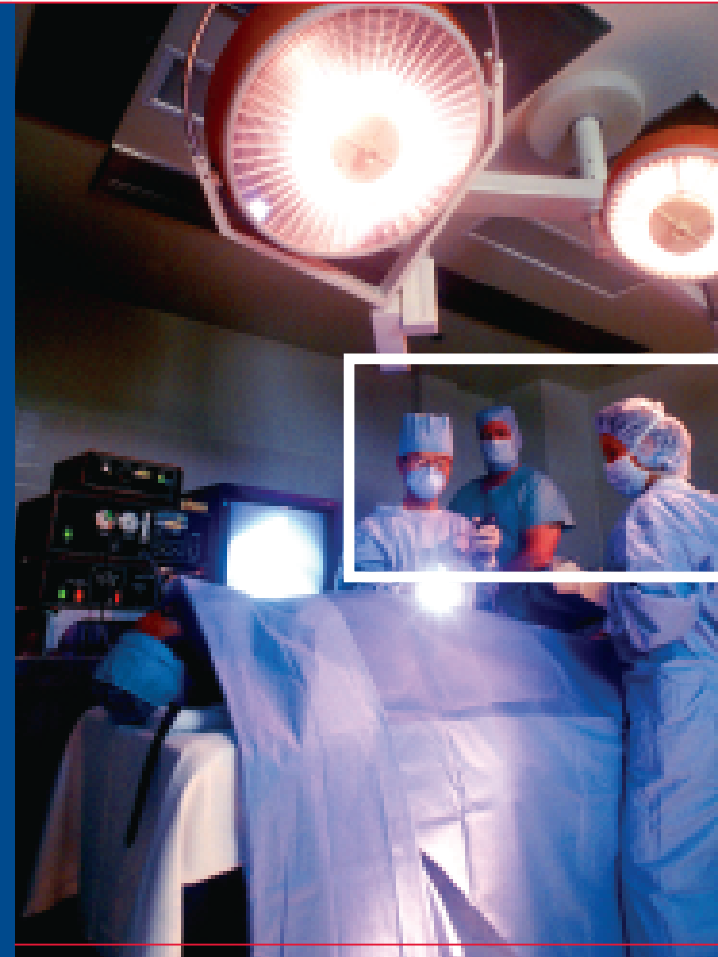
## INNOVATIVE PHYSICIANS SOLUTIONS CREDIT CORPORATION

Innovative Physicians Solutions Credit Corporation is an affiliate of Professional Medical Insurance Services, a national brokerage, risk management and consulting company with its corporate office in Houston, Texas. Their management team has over 50 years experience in professional liability insurance placement and has managed client portfolios ranging from \$25 million in premium to individual physician programs. The Principals are licensed in multiple jurisdictions and have long standing relationships with all the excellent rated professional liability insurance markets in the world.

### Innovative Physicians Solutions Credit Corporation

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Our seasoned team will help determine the most effective financing structure for your specific acquisition and disposition needs.

## Innovative Physicians Solutions Credit Corporation

Innovative Physicians Solutions Credit Corporation understands the unique challenges of the healthcare industry. We've distinguished ourselves by making healthcare our only specialty for over two decades. Our equipment financing professionals are experienced in developing strategies to fit your medical equipment needs. We partner with healthcare providers as an investor in technology and share the equipment ownership risk.

### What we do

Our team has financed over \$1 billion in medical equipment, giving Innovative Physicians Solutions Credit Corporation an intimate knowledge of equipment pricing, vendors and technology trends in the marketplace. This allows us to contribute expert consultative sales guidance because we recognize the complexities of the healthcare marketplace as well as the financial, technological, clinical, organizational, and regulatory concerns you face day in and day out.

We specialize in delivering comprehensive financial products and services customized for each healthcare provider by making an analysis of your institution's capital needs. These tailored vendor-independent solutions will efficiently streamline the equipment financing and acquisition process for you. Our consultants' knowledge of both historic and recent healthcare technology financing issues, exclusively enables us to serve as your innovative strategic partner.

## Optimizing Your Technology Investment

Our strength is in creating cutting-edge equipment financing solutions that match decreased budgets and help with increased capital equipment needs. Developing long-term relationships with our business partners has been a major focus. Consequently, we have created some of the most innovative programs in the industry, including equipment-specific financing solutions for technology assets, master lease agreements, and all-inclusive integrated services packages.

“A hospital's ability to invest in technology to achieve benchmark quality outcomes, provide the most advanced care, and create system efficiencies will be differentiating factors for hospital performance.”

Source: Fitch Ratings



### LEASE FINANCING:

- CONSERVES CAPITAL
- OFFERS LONGER TERMS, LOWER PAYMENTS
- PRESERVES LINES OF CREDIT
- PERMITS REGULAR EQUIPMENT UPGRADES
- REDUCES OBSOLESCENCE RISKS
- OFFERS 100% FINANCING
- ROLLS SOFT COSTS INTO THE AGREEMENT
- ALLOWS TAX ADVANTAGES
- SIMPLIFIES DOCUMENTATION
- MINIMIZES PAPERWORK
- PROVIDES CUSTOM PAYMENT PLANS

# Today's Healthcare Challenges and Prescriptive Treatments

## Capital Needs Escalating?

We will work with you to explore ownership alternatives to mitigate the technological and financial risks.

## Access to Capital Tightening?

We can help you acquire your mission critical medical equipment without taking on long-term debt or depleting precious cash reserves. Leasing will more closely match outgoing capital spending with the useful life of the assets and incoming revenue streams.

## Challenged to Improve or Maintain your Credit Rating?

According to recent Moody's Investors Service figures, you're not alone. Day's cash-on-hand, a key metric in determining bond ratings, has been dwindling over the past four years as capital asset expenditures escalate.

## Technology Rapidly Becoming Obsolete?

Transferring risk of technology and project obsolescence to Innovative Physicians Solutions Credit Corporation will give your facility maximum flexibility in a rapidly evolving medical technology marketplace. Employing a pro-active life cycle management strategy relative to your equipment acquisition will make a difference by taking into account the useful life of the equipment, your strategic initiatives, facility specialization, capital and revenue streams.

# Equipment Acquisition Risks

A recent study of one manufacturer's CT line shows three major platform changes in the past five years. Should you own this type of equipment or lease? Traditional finance theory suggests you should match the term of your financing with the anticipated useful life of the equipment. Innovative Physicians Solutions Credit Corporation can help you sort through important details to determine which option is best for your institution.

## Making the right choice

There are many clinical, technical and financial risks associated with acquiring expensive high technology equipment. As an investor in technology, Innovative Physicians Solutions Credit Corporation's consultants work to ensure that you are acquiring the right technology, for the right price, at the right time.

### INDUSTRY RISKS:

For example, if you currently own all your cardiac cath labs, what if...

- You merge with the provider down the road or across town?
- A specialty hospital opens up in your service area, which in turn significantly reduces your patient volume?
- Your hospital acquires a multi-slice CT scanner that can perform many of the same diagnostic procedures as your cardiac cath lab, only quicker and with less risk to the patient?

## Equipment Covered

- Radiology
- Cardiology
- Clinical lab
- IT/Telecom/Network
- Biomedical Equipment
- RIS/PACS/HIS Software
- FFE Furniture Fixtures & Equipment
- Other Diagnostic and Medical Services Related Equipment





## Programs Matched to your Revenue Stream and Needs

**Operating Lease** – An operating lease is particularly attractive when clinical, technical, or project risks make it necessary to update or replace equipment frequently, allowing equipment use without ownership, and return of equipment at lease-end to avoid technological obsolescence.

**Capital Leases** – Ideal for lessees who want ownership with a pre-specified buyout.

**Integrated Services Agreement®** – The ISA is an all-encompassing financial solution which bundles a variety of products and services into one monthly payment.

**Hybrid-Structure Leases** – Sometimes the best structure is actually a customized combination of several types of financing.

**Services Pass Through Program** – A lease structure where a specific amount of the monthly lease payment is allocated to the upkeep, service, software or support of the leased equipment.

**Sale Leaseback** – Free up much-needed cash with a sale leaseback of your currently owned medical equipment. Often used on equipment with shorter life cycles.

**Municipal/Tax-Exempt Financing** – Instruments which enable a tax exempt entity to use annual tax revenue streams to make payments at lower tax-exempt interest rates.

### Innovative Physicians Solutions Credit Corporation is uniquely qualified to provide healthcare financing solutions.

With Innovative Physicians Solutions Credit Corporation as your partner, you can utilize flexible financing solutions that meet your needs. The healthcare industry is reaping the benefits of equipment financing with more than \$6 billion in equipment leased annually<sup>1</sup>. In this dynamic market, you need to maintain maximum flexibility in all aspects of your business. Equipment financing is an excellent alternative source of capital for your institution.

#### PROBLEM

A mid-sized hospital in the southeast needed most of their radiology equipment replaced or upgraded. Budget constraints were not allowing them to meet their equipment needs.

#### SOLUTION

“With Innovative Physicians Solutions Credit Corporation’s knowledge of the equipment and industry, our hospital set in motion a life cycle management plan utilizing equipment financing and increasing flexibility to avoid this situation in the future.”

Innovative Physicians Solutions Credit Corporation is an experienced consultant with an in-depth understanding of the healthcare industry. We provide both on and off balance sheet financial structures along with sale leaseback options for your existing equipment. Our “tech refresh” options offer flexibility to upgrade equipment as needed.

<sup>1</sup> Source: ELA 2003

WHILE OPERATING PERFORMANCE FOR HOSPITALS AND HEALTHCARE SYSTEMS CONTINUED TO EXHIBIT STABILITY FOR THE THIRD YEAR IN A ROW, LIQUIDITY AND DEBT SERVICE COVERAGE RATIOS DECLINED AND CAPITAL NEEDS INCREASED.

SOURCE: FITCH RATINGS

Innovative Physicians Solutions Credit Corporation can help you reduce the financial risks of acquiring expensive equipment in the rapidly changing healthcare industry.