

About Us

Innovative Health Strategies LLC provides strategic advisory services to build revenue and cut costs – while enhancing quality. We partner with forward-thinking executives to develop innovative, results-driven business strategies and transactions. Our specialty is large-scale procurement of healthcare technology and capital equipment, and outsourcing through strategic partnerships. With our 360° approach, we provide turn-key solutions from needs analysis to vendor selection to definitive agreements that ensure maximum client protection.

What Our Clients Said

100%

- Rank Innovative Health Strategies as best consultant experience
- Said we keep all our promises
- Agree that services were delivered within budget/cost
- Would buy again
- Would recommend us to a friend or peer.

Best of the Best

Rated on a scale of 1-9, Innovative Health Strategies consistently outperforms our top competitors.

| Question | Innovative Health Strategies <i>Vendor Selection</i> | Market Segment Average <i>Vendor Selection</i> |
|--------------------------------|---|---|
| Lived up to expectations | ● 9.0 | ● 8.10 |
| Money's worth | ● 9.0 | ● 8.08 |
| Worth the effort | ● 8.50 | ● 8.23 |
| Executive involvement | ● 8.50 | ● 8.20 |
| Contracting experience | ● 8.75 | ● 8.14 |
| Services delivered as promoted | ● 8.75 | ● 8.22 |
| Service delivery on time | ● 8.67 | ● 8.07 |
| Quality of service staff | ● 8.75 | ● 8.15 |
| Real problem resolutions | ● 8.75 | ● 7.96 |
| Helps your job performance | ● 8.75 | ● 7.96 |
| Overall satisfaction | ● 9.0 | ● 8.25 |
| <i>Average</i> | ● 8.77 | ● 8.14 |

Bullets represent the KLAS spotlight designations.

- Well Above Average ● Above Average ● Average

About KLAS

KLAS helps healthcare providers make informed technology decisions by offering accurate, honest, and impartial vendor performance information. KLAS independently monitors vendor performance through the active participation of thousands of healthcare organizations. KLAS uses a stringent methodology to ensure all data and ratings are accurate, honest and impartial.



To learn more about how our clients have rated our services, please visit KLAS at www.KLASresearch.com

Our Services

Innovative Health Strategies offers a unique blend of business and operational acumen combined with the legal expertise of our parent company, Drinker Biddle Reath LLP. This enables us to address all complexities inherent in procurement of healthcare technology and capital equipment. We have advised clients in procurement of a wide variety of information systems and diagnostic/clinical equipment, including:

- EMR – Ambulatory
- EMR – Inpatient
- EMR – Specialty
- Financial Systems
- CVIS
- PACS/RIS
- Decision Support Systems
- Diagnostic Imaging Equipment
- Interventional Labs
- Linacs/Stereotactic Equipment
- Other Healthcare Information Systems & Technology

To learn more about our unique approach to Vendor Selection,

contact Jeffrey Ganiban @ 202.230.5150 or visit us @ www.ihealthstrategies.com



IN OUR CLIENTS' WORDS (as reported directly to KLAS)

Project Results

"The final agreement Innovative helped us negotiate with our vendor has been wonderful. We have referenced the agreement a couple of times with the vendor, and the vendor has been compliant with the agreement for the delivery of the equipment, support and training. Our vendor indicated that this was a harder negotiation than most, but they think we got one of the better deals they have ever done. We asked all of the right questions." (5/08)

"The only thing I would have done different is that I would have brought them in 18 months earlier. It is very unusual for me to rate a company this highly, but I was just thoroughly pleased and impressed with the work that they brought to the table and what they were willing to do to help us get the job done." (5/08)

"We were very pleased with the contract they helped us negotiate. They helped us save a lot of money off of our final contract. Their lead counsel and an associate came and spent a week on-site with ourselves and the vendor hammering through the contract language and terms, as well as price negotiations. Also, I had a very skilled technical officer with their company who worked with us on our 10-year total cost of ownership that we used to give our presentation to the board. It was just excellent." (5/08)

People and Knowledge

"The IHS people are smart and efficient. They have worked with some of the leaders in the country, so they have great experience helping people choose outpatient EMRs. They also know the impacts of the Stark Law. We were able to benefit from that experience and knowledge. We have a very good relationship with this vendor. They are probably the best healthcare consultants I have ever encountered." (5/08)

"Innovative's knowledge of the industry from which we were purchasing was extremely valuable, as was their past experience with the particular vendor we negotiated with. Innovative had a strategy from which to negotiate with this vendor, which was very beneficial." (5/08)

"Innovative's responsiveness was beyond what I have seen from other firms. They were really available for any and all questions about the process, and they were extremely responsive both by phone and email, even when they were on vacation." (5/08)

"The assistance we got from Innovative was extremely valuable. They had experience with other academic medical centers and were cognizant of things to look out for in the vendor agreement, so we did not lose any rights for the machine and for subsequent developments we did with the company. They were great from all aspects. They did a good job of keeping the negotiations going." (5/08)

"They came in and really took the time to get to know our organization. I thought that was very important. They met with each of our executives or key stakeholders in this process. They were very engaged with making the presentation to our board of commissioners. They performed very well at that level. The contract negotiations due to their legal arm were just exceptional." (5/08)

Tools and Methodology

"We found Innovative Health Strategies to be a very good firm for negotiating price and making sure we were protected as an organization. This went a long way with us. We felt comfortable with the technical side but they provided more of the business side." (10/07)

Relationship

"We have used Innovative Health Strategies for many years. They are so creative in understanding what we need, what our objectives are and how we do business so that we can put together business arrangements and contracts that match our needs. This is the combination of a law firm and a consultant. They serve many healthcare organizations across the country. We really rely on them." (10/07)

Comments extracted from Platinum KLAS Online.