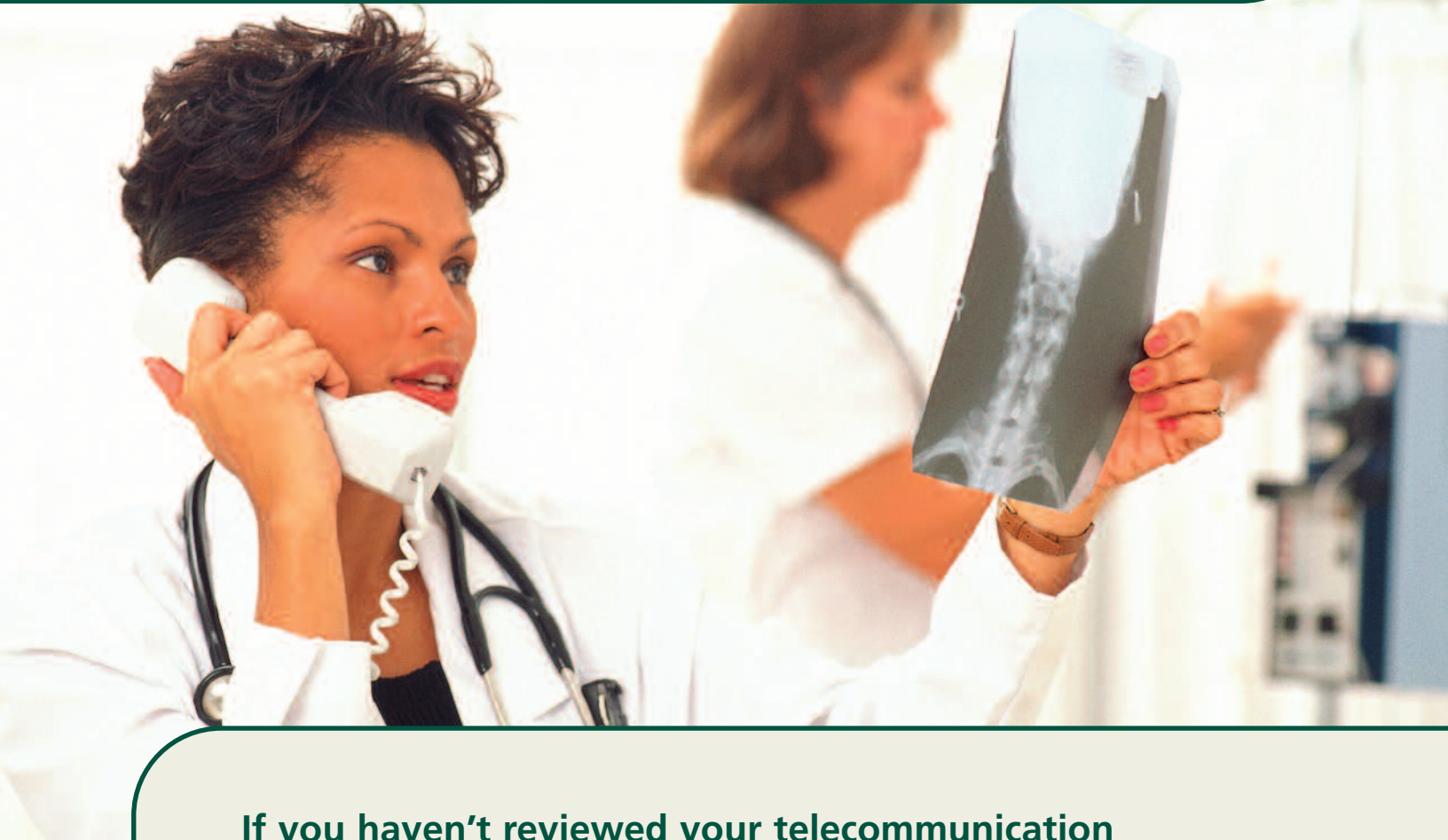


# Telecommunication is a necessity, paying too much for it isn't!



## If you haven't reviewed your telecommunication rate plans and invoices in the last six months, you're probably missing out on **SIGNIFICANT SAVINGS**.

Telecom companies – it seems like every time you turn around they're selling you something new. New Products. New Services. New Creative Pricing Plans. It's overwhelming! It's enough to make you throw up your hands and just pay the invoice each month without question.

That's exactly what 85% of all healthcare organizations do and that's why regular errors of 4-12% go unnoticed. Now with VIE Healthcare's Telecommunications Audit, you can streamline your serv-

ices, regain control of technology costs and obtain refunds for past overpayments and billing errors. This will ensure that your organization continues to receive competitive rates for your communications needs in the years to come.

Our proprietary Telecommunications Audit provides detailed review of billing records, including reconciliation with contracts and competitive tariffs, review of

circuit inventory and physical demarcation inventories. It can easily and painlessly cut 4-12% off your overhead costs.

You rely on technology to keep you at the top of a constantly shifting competitive marketplace. VIE Healthcare ensures your competitive advantage by maximizing the efficiency of your telecommunications services and minimizing their costs.

We'll save you the money you need today to grow your business for tomorrow.

# Discover a Better Bottom Line: Reduce your Telecommunications Costs

Some days it seems like telecom companies offer you a new and improved, money-saving plan every time you pick up the phone. Rapidly changing technology and a highly competitive telecommunications market can amount to big savings for savvy healthcare organizations that can quickly evaluate each offering and properly gauge their potential benefits.

But who has the time and resources to stay on top of this constantly shifting environment? Now, you can rely on VIE Healthcare's team of professional telecommunications experts to help you take advantage of the best deals out there and ensure that you continue to reap the benefits of efficient technology use as services, products and plans evolve.

At VIE Healthcare, we don't just check your long distance rates and skim your local provider contracts. Our Telecom Process involves an in-depth, four-step review of all your telecommunications services. We review bills and invoices to make sure that charges are accurate and correspond to contracted terms, and that tax status, active service inventory and applicable tariffs are all correctly implemented. We review all contracts to ensure they reflect the most favorable terms available through best-in-class contracts, RFP and negotiation processes. We compile a complete, accurate, up-to-date inventory of all circuits and services; and we ensure that your company is implementing the most appropriate technology and services possible to deliver peak performance while eliminating unnecessary or inefficient network elements.

Not only will we identify significant cost savings and cost avoidance opportunities, we'll provide ongoing proactive

## VIE Healthcare's Telecommunications Audit Includes:

- Complete Review of all Telecommunications Contracts
- Telecom bills reviewed and analyzed for billing mistakes
- Telecom Line and Circuit Inventory: detailed list of line or circuit locations and features
- Tariff analysis provided for local providers, long distance carriers, plus frame, data and internet

management of all services and vendor billing. VIE Healthcare further streamlines your telecommunications services by providing the simplicity of a single point of contact, consolidated billing through an all-inclusive, easy-to-navigate summary invoice (including detailed online bills), continuous ongoing invoice audits, on-time invoice payment and unbiased service recommendations tailored to your unique needs.

Now you can rely on the Telecommunications expertise of VIE Healthcare to bring this powerful cost-reduction strategy to your organization. You'll never be overwhelmed by confusing telecommunications options again!

VIE Healthcare offers a FREE NO-RISK initial review. At NO COST and NO OBLIGATION we'll provide you with an estimate of IMMEDIATE CASH BENEFITS and potential long term savings ... then the decision to proceed is yours.

## Potential Benefits:

- Significant refunds/credits for erroneous billing
- Elimination of out-of-date and duplicate services
- Reduced operating expenses through elimination of billing errors and redundant services
- Future savings through locating, disconnecting and eliminating charges for unused circuits/services
- Demarcation survey (physical inventory of lines and circuits)
- Minimal client involvement

Stop overpaying your bills!  
VIE Healthcare is a leader in  
Telecommunications Expense Reduction  
and Management Strategies.  
Call us today to learn just how much  
we can do for you.

To order your FREE, NO-RISK  
preliminary review,  
call **888-484-3332 NOW!**

# Helping people is what you do best.



## Helping you do business is what we do best.

Running a successful physician practice keeps getting tougher. It's no longer enough to focus on quality of patient care. Now, in order to survive, you have to treat your practice as a business – containing costs, increasing revenues and streamlining all aspects of the practice, all the while providing exceptional patient service.

It's a new world of bottom-line driven healthcare... and you need more than a stethoscope to help you navigate its realities. With managed care limiting price increases and many physician schedules too

tight to increase patient visits, the only viable option for increasing practice revenues is to reduce overhead costs.

VIE Healthcare can help your practice easily reduce operating expenses by 10-40%. With our proprietary expense management strategies, we'll help you maximize your overhead dollars without jeopardizing your high quality of care.

We'll help you stop worrying about your business and get back to doing what you do best – treating your patients.

# Improve the Health of Your Practice

Your desire to help people is what got you here. But each day your job seems to get more and more complicated. The business and operational challenges sometimes overwhelm everything else, including caring for your patients.

We're VIE Healthcare, expense management and cost containment experts, and we understand the unique pressures faced by single physician and small group practices. We'll help you get back to doing what you love – practicing medicine – by helping you to streamline and reduce your operating costs.

VIE Healthcare's Cost Reduction study will thoroughly analyze your operational expenses – telecommunications, utilities and office, medical and surgical equipment costs – and we'll show you where you can cut 10-40% of your costs without compromising quality. Our unique services deliver immediate, risk-free value to your practice.

VIE Healthcare provides a thorough and comprehensive review of all your vendor invoices and contracts. We'll check for errors, identify savings opportunities and negotiate refunds. We'll also show you how to consolidate your vendors to help leverage your buying power – and then we'll negotiate for better pricing. We'll recommend cost-savings strategies for your practice and help you implement best-spending practices going forward.

## VIE Healthcare's Cost Reduction Strategies Include:

- Analyzing vendor billing to prevent billing errors and overcharges
- Identifying and executing savings opportunities in current service plans
- Monitoring and managing service plans to enhance service quality, efficiency and cost effectiveness
- Applying industry knowledge and leveraging buying power for all services
- Evaluating current and potential equipment savings opportunities
- Reviewing purchasing policies and internal controls
- Providing a financial impact statement for your practice outlining cost savings
- And much more

## Operating Costs Eat Into Practice Revenues

Total operating cost as a % of total revenue

### SINGLE SPECIALTY

Internal medicine, not hospital-owned	54.74%
Internal medicine, all owner types	59.22%
Hematology/oncology	73.95%
Cardiology	49.10%
Gastroenterology	43.42%
Pulmonary	39.33%

### MULTI SPECIALTY

All practices	60.17%
Not hospital - or IDS-owned	58.40%
Hospital - or IDS-owned	65.56%

Source: Medical Group Management Association's "Cost Survey: 2003 Report Based on 2002 Data"

Healthcare is changing, but you don't need to sacrifice the quality of your patient care in order to succeed. VIE Healthcare helps you to control your overhead, improve your profits and continue to offer exceptional patient care.

VIE Healthcare is a leader  
in Expense Reduction and  
Management Strategies.

Call us today to learn just how much  
we can do for you.

To order your FREE, NO-RISK  
comprehensive expense analysis,  
call **888-484-3332 NOW!**

# 85% of healthcare organizations overpay capital equipment and service contracts.

## Join the winning minority – and save 15-35% annually

Negotiating capital medical equipment and service contracts can be tricky. How do you know that you're getting the best deal out there? How can you assure that the contract language protects you? How do you get the information you need to make the best decision for your organization?

Most organizations don't realize how much power they hold – or how much they can save.

VIE's Healthcare Contract Review is the only service to integrate detailed price analysis with a thorough legal review – so all your bases are covered. The result: consistent annual savings of 15-35% for our clients.

Best of all our service is 100% risk-free. VIE's Healthcare Contract Review is a pay-for-performance program – that means you only pay when we save you money.

We'll help you improve the cost-effectiveness of all your new contracts – and negotiate better terms for existing ones.





# VIE Healthcare: Making contracts work for you

Leverage your organization's buying power by putting VIE Healthcare's extensive knowledge and superior negotiating skills to work for you – before you sign a contract.

## Ensuring cost-effectiveness and best pricing

VIE Healthcare has created one of the nation's largest proprietary databases of medical OEM equipment and service contract pricing. Not only do we know what your competitor paid for similar equipment, but we know what upgrades, extended warranties and free parts came with it. This knowledge ensures that VIE's clients get the inside track on the most competitive quotes in the marketplace.

Competitive pricing is just the beginning. Once a quote is received, VIE's experts negotiate directly with equipment manufacturers and service providers to secure the best pricing and terms for our clients.

A final quote is then provided and immediate annual savings of 15–35% are locked in.

## Improving the health of contract language

Let VIE's **healthcare legal experts** help your organization cut through legal jargon so you know exactly where you stand on service contracts.

VIE's exclusive healthcare focus guarantees in-depth knowledge of healthcare equipment and services and the contract language used by industry vendors and manufacturers. VIE understands the contracts and knows what changes are needed to shift the balance into your favor.

VIE supplies a comprehensive report outlining and prioritizing legal concerns – so you know where to dig in your heels and where

## How much can VIE save your organization?

A New York hospital recently invited VIE Healthcare to oversee the renewal of a substantial three-year service contract. Armed with information in VIE's proprietary national database, VIE entered into extensive negotiations with the vendor on our client's behalf. The results: a 21% annual reduction in the service contract for the hospital and a decision to use VIE's Healthcare Contract Review services for all its equipment and service contract negotiations.

concessions can be made. VIE discusses the implications of any unfavorable or one-sided language. Then, VIE's experts negotiate a more favorable contract on your behalf.

## Our performance pays for our work

There are no upfront costs for VIE's Healthcare Contract Review. VIE is paid once the project is successfully completed and savings are achieved. And there are no hidden fees, VIE is compensated by a percentage of documented realized savings.

### Call today to learn how you can try our service for FREE.

We're offering a free initial trial offer: one free pricing contract review per organization. After your first experience with VIE's Healthcare Contract Review, we're confident you'll want us to review all your contracts.

## VIE's Healthcare Contract Review provides:

### A detailed price analysis:

- Comparing your contract to regional and national averages and best pricing available
- Providing the knowledge needed to negotiate for ongoing cost savings

### A thorough legal review of:

- Supply contracts
- Repair and maintenance contracts
- Capital equipment contracts
- Service and management contracts
- Telecommunications & Utility Contracts

Reduce your costs NOW!  
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Management Strategies.  
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# We look at energy savings a little differently...



## Examining and integrating all aspects to deliver comprehensive savings of 20-40%.

Your energy costs are not fixed. You can manage them. And managing them efficiently means you can allocate costs, drive energy conservation, reduce operational expenses and ultimately improve your organization's bottom line.

With energy prices at all-time highs, now is a good time to take a close look at your organization's energy savings plan.

VIE Partners can help your organization easily reduce facility-wide energy costs by 20-40% – with no upfront cost to you and no disruption to your normal operation. Our comprehensive approach, including proven technologies that identify savings opportunities unique to your operation, will make sure that your organization maximizes energy savings without compromising service or efficiency.

These days, bottom lines are being battered from all sides and cost-savings pressures continue to mount. VIE Partners' customized energy savings analysis will deliver the results you need to successfully weather the energy crunch – this year and into the future.

We'll help you get a jump on energy expenses when you need it most – now.

# VIE Partners: Your Comprehensive Solution to the Energy Crisis.

**W**hile energy costs have recently skyrocketed, few companies are aware of the significant energy savings available to them. Executives know that there is more that could be done to reduce their company's energy costs, but who has the time and resources to stay on top of this constantly shifting environment?

Now, you can rely on VIE Partners' team of professional cost-containment experts to design a customized energy savings plan for your organization.

At VIE Partners, we won't just suggest that you switch to energy efficient light bulbs and leave it at that. Our energy savings evaluations involve in-depth review of your operation, analysis of your systems and development and delivery of solutions guaranteed to save 20-40% of a facility's monthly electrical costs.

For example, energy cost savings can be easily realized through improvements in lighting and motor controls, upgrading capacitors, improving the efficiency of refrigeration/HVAC systems, and reviewing gas and electric commodity pricing. Lighting alone accounts for 40% of commercial energy use. By upgrading to energy-efficient lamps and fixtures, maximizing the use of lighting controls and sensors, and incorporating the use of natural light and solar panels, VIE Partners' clients have dramatically reduced their energy expenses – some by as much as 60% in specific areas.

Not only will VIE outline steps your organization can take to reduce energy costs, we can also provide a comprehensive audit of all bills, invoices and contracts to make sure that charges are accurate,

## Customer Benefits:

- Proven products and strategies save clients 20-40% on facility-wide energy costs
- Exceptional ROI
- Reduced maintenance and replacement costs
- Increased cooling capacity of air conditioning and refrigeration systems
- More efficient production performance
- And much more

## VIE Partners' Energy Savings Evaluations:

- Save energy with no disruption of normal operation
- Use proven technologies to identify savings opportunities
- Increase the capacity of existing electrical distribution systems without added expansion costs
- Use passive, patented energy-saving technologies that, once installed, require no involvement or routine maintenance
- Guarantee energy savings in writing

correspond to contracted terms and ensure that billing errors aren't contributing to higher-than-necessary energy costs. Further, we'll help you take advantage of new tax regulations implemented in 2005, which provide incentives and deductions to companies upgrading the energy efficiency of existing systems or constructing new energy-efficient facilities.

Take control of your energy costs today with a customized energy savings plan from VIE Partners. Our proven line of products and strategies will save you 20-40% on facility-wide energy expenses.

**Reduce your energy costs NOW!**

VIE Partners is a leader in  
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Management Strategies.

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