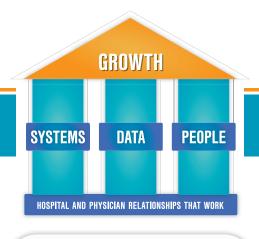


ART OF EXECUTION

Executing a National Outreach Strategy

A short-term investment in Tiller-Hewitt's gold standard Physician Outreach program results in long-term strategic growth.



STRATEGY - EXECUTION - RESULTS

1 Year

70 Hospitals
17 States
8 Networks
5 Divisions
2,354 Employed Providers

COUNCILS LAUNCHED = RETENTION

HOSPITAL & NETWORK PHYSICIAN HOSPITAL RELATIONS

Core of provider onboarding team for faster ramp-up and long-term retention

LEAN GROWTH TEAMS IN KEY STRATEGIC SERVICE LINESSix Sigma Lean process, laser-focused Growth Teams and
Service Line Sales Blitzes

45

117,646 FACE TO FACE SALES CALLS On targeted providers

PROVIDER ACCESS & SERVICE ISSUES RESOLVED Value delivered through liaison training and relationship building

41,523

CEOsSay It Best

"Tiller-Hewitt's program works. Quote me!"

Integrated Health System, MidAtlantic

"You gave us a jump start for early success, focusing us on the right initiatives and data."

Regional Medical Center, MidSouth

"Tiller-Hewitt helped us onboard and retain A-Team providers."

Hospital-Physician Network, NorthWest

"You solved operational barriers, and built credibility with referring physicians."

Multi-Hospital System, NorthEast

"Tiller-Hewitt understands what it takes to be successful and what hospital CEOs are looking for."

Multi-Market Regional System, SouthEast

"Thanks to you, our dyad teams are on the same page and making a strategic impact."

Employed Physician Group, SouthWest

"It makes me wonder how we operated without your program before."

Regional Health System, Midwest





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