

## OUR PARTNERS COVER A RANGE OF RESOURCES

Consulting &  
Outsourcing

Equipment & Supplies

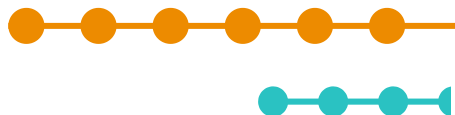
Financial Viability

Group Purchasing

Insurance & Benefits  
Management

Office & Information  
Technology

Workforce



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SERVING MONTANA FOR 36 YEARS

**Endorsed Services**  
**Group Purchasing**  
**Healthcare Recruitment**

Helping Montana hospitals  
improve healthcare by  
providing a broad range of  
innovative and cost  
effective solutions.

**MHA** VENTURES, INC.



## ABOUT US

MHA Ventures is the for-profit subsidiary of the Montana Hospital Association.

We help our membership improve patient care, reduce operating costs and strengthen their financial viability through customizable and flexible programs tailored to fit each member's individual need.

We are continuously developing both business and healthcare solutions with our endorsed partners to advance the operations of our membership and improve the health status of communities throughout Montana. Please contact us at any time and for any reason.

## Benefits to Membership

- Discounts on products and services
- Most up to date solutions in marketplace including many Montana companies
- Already vetted vendors
- Solutions for PPS, CAH, NH and LTC
- Purchasing through MHA Ventures benefits MHA, your facility and healthcare throughout Montana
- Educational and product introduction webinars offered throughout the year

## Benefits to Partners

- A pulse on Montana issues and needs
- Open avenue for communication between vendors and membership
- A high member approval rating
- Membership meetings scheduled by an MHA staff member
- Travel with a trusted MHA staff member
- Webinars offered by MHA Ventures to MHA membership

## STEPS

### How MHA Ventures Chooses Endorsed Solutions

#### IDENTIFY NEED

MHA Ventures consults with hospital CEOs, MHA Executives, advisory groups, staff and others to identify the need for a particular product or service in the healthcare marketplace

#### CONDUCT RESEARCH

MHA Ventures develops criteria, seeks referrals from hospitals and information from others before routing RFI applications to potential candidates.

#### EVALUATE CANDIDATES

MHA Ventures evaluates business proposals, schedules demonstration meetings, evaluates company financials, marketing plans and customer referrals.

#### AWARD ENDORSEMENT

Once a company passes our rigorous selection process, MHA Ventures recommends and approves the endorsement seal, at which point contract negotiations begin.