

HEALTHCARE IS FACING UNPRECEDENTED CHANGES WE'RE COMMITTED TO EXCEPTIONAL SOLUTIONS

As a healthcare financial professional, you are dealing with the most far-reaching transformation the industry has ever seen. Changing regulations, increasing costs, and privacy and transparency concerns make it harder than ever to achieve optimum financial performance.

PNC Healthcare offers a fully integrated suite of tools, solutions and advisory services to help providers and payers maximize working capital, streamline administrative processes, mitigate financial risk and access capital for investment and growth.

Your relationship manager will match your needs and goals with the right team of PNC specialists — people with extensive knowledge of the industry. Our unique approach can help you stay ahead of change. Get to know the depth and scope of experience that PNC Healthcare offers providers and payers:



DEEP EXPERIENCE IN HEALTHCARE

- We have committed more than \$20 billion in capital to the healthcare industry through PNC Bank, one of the nation's largest and best-regarded financial institutions.
- Our experience working with thousands of healthcare providers and payers covers all 50 states.
- PNC offers more than 25 years of experience developing solutions specifically for the healthcare sector.
- PNC's Healthcare Advisory Board, composed of industry leaders, helps us develop innovative solutions designed specifically for the healthcare industry.

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Leadership Highlights



TREASURY MANAGEMENT

- PNC Healthcare provides clearinghouse services, including revenue cycle transaction processing services (including, but not limited to, claims submission and remittance, claims status and eligibility), lockbox services (for patient pay, commercial payments) and IOCR.
- In addition to transaction processing, PNC also offers our Revenue Cycle Automation (RCA) solution to help you integrate and automate the work flow of the entire revenue cycle process, focus on patient registration quality, denial prevention, patient estimation and denial management.
- We process a significant volume of healthcare transactions each year. In 2015, we processed 101 million healthcare revenue cycle transactions, including 1.6 million 837s, 53.9 million direct 835 transactions, 4.4 million manufactured 835s and 42 million healthcare lockbox transactions.
- PNC's Revenue Cycle Management Advisory Services team helps you analyze your entire revenue cycle using benchmarking and analytics to identify process improvement opportunities and assist you with system implementation services and revenue cycle transformations.
- We offer solutions designed to help you reduce days in accounts receivable, accelerate cash flow, and improve your automated cash posting rates.
- Tools for automating re-association of data and dollars and cash reconciliation are also available through PNC Healthcare.
- PNC received A+/A ratings in the 2016 Phoenix-Hecht Quality Index for ACH, Credit Card (used for invoice payments), Controlled Disbursements and Positive Pay, Web-Based Information Reporting and Transaction Initiation, Wholesale Lockbox and Wire Transfer.*

- Greenwich Associates gave PNC a #1 rating in Overall Customer Satisfaction (Greenwich Associates' Large Corporate Treasury Management Study, 2009–2015).
- PNC Healthcare has earned lockbox and clearinghouse accreditation through EHNAC.
- We participate at a high level in healthcare industry associations, including CORE, WEDI and NACHA, helping to determine the direction of healthcare data and payment standards.

HEALTHCARE FINANCE

- Variable rate debt portfolio exceeds \$5.7 billion and ranked #5 for dealers by number of issues (Thomson Financial [SDC], April 2015).
- Dedicated healthcare specialists within PNC's Derivative Products group manage a derivatives book of business in excess of \$145 billion.



EQUIPMENT FINANCE

- We have financed more than \$1 billion in medical equipment in the last two decades.
- Dedicated healthcare finance team provides expert consultative guidance, market feedback on equipment pricing and information about the latest technology trends.



INSTITUTIONAL ASSET MANAGEMENT

- We offer investment management and administrative solutions to retirement plans, corporations, unions, municipalities, nonprofits, foundations and endowments.
- As of 6/30/15, we had \$47.5 billion in discretionary assets under management and \$101.6 billion in non-discretionary assets under administration.

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READY TO HELP

At PNC, we combine a wider range of financial resources with a deeper understanding of your business to help you achieve your goals. To learn more about how we can bring ideas, insight and solutions to you, please contact your Treasury Management Officer or visit pnc.com/healthcare.

*The 2016 Phoenix-Hecht Quality Index™ is based upon total responses from 1,477 senior financial executives at public and private U.S. corporations who were asked to rate their level of satisfaction with their cash management service provider(s). A total of 29 banks was included in the 2016 results.

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