

FOR MORE THAN 100 YEARS, THE AHA HAS BEEN THE PREMIER ADVOCATE FOR HOSPITALS. TODAY, WE REPRESENT NEARLY 5,000 HOSPITALS AND 34,000 INDIVIDUALS IN THE HEALTHCARE FIELD. WHILE WE'RE PERHAPS BEST KNOWN FOR OUR ADVOCACY INITIATIVES, WE ARE ALSO INVOLVED IN PROVIDING HOSPITALS THE TOOLS THEY NEED TO DELIVER QUALITY CARE. FROM EDUCATING AND TRAINING HEALTHCARE LEADERS, TO PROVIDING TIMELY DATA, NEWS AND INFORMATION, TO IDENTIFYING PRODUCTS AND SERVICES THAT HELP YOUR HOSPITAL RUN BETTER, THE AHA IS A RESOURCE FOR YOU.

AHA SOLUTIONS IS IN THE BUSINESS OF UNDERSTANDING AND SOLVING PROBLEMS. FROM OUR VANTAGE POINT WITHIN THE AHA, WE ARE IMMersed IN HOSPITALS AND THEIR ISSUES ON A DAILY BASIS AND, THEREFORE, UNIQUELY QUALIFIED TO SEEK OUT AND ENDORSE PRODUCTS AND SERVICES UNDER THE RESPECTED AHA BRAND.

OUR METHODOLOGY FOR UNCOVERING PRODUCTS THAT WILL BE AWARDED THE AHA ENDORSEMENT NATURALLY BEGINS, AND ENDS, WITH YOU.

**BY APPLYING A FORMAL DUE DILIGENCE PROCESS CONSISTENTLY, AHA SOLUTIONS, INC. IDENTIFIES PRODUCTS AND SERVICES THAT HELP HOSPITALS ACHIEVE EXCELLENCE IN THE WORK THEY DO AND THE BUSINESS THEY'RE IN.**



We know hospitals.™

EMPLOYEE BENEFITS

INFORMATION TECHNOLOGY

REVENUE CYCLE MANAGEMENT

SPECIALIZED SOLUTIONS

For more information about AHA-endorsed products or AHA Solutions, Inc., visit [www.aha-solutions.org](http://www.aha-solutions.org) or contact us at (800) 242-4677 or [solutions@aha.org](mailto:solutions@aha.org).

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We know hospitals.™



## WE LISTEN

In our face-to-face visits in facilities nationwide, through AHA's committees and ongoing member events, and at healthcare leadership conferences, you talk to us openly and honestly about what's working in your organizations and what's not. We learn about your strategies and tactics, goals and expectations, "wish lists" and frustrations with respect to the issues that matter: patient safety and quality care; revenue management and fair reimbursement; attracting and retaining qualified staff; information security and integrity; regulatory complexity and documentation. Your challenges become our priorities.

## WE RESEARCH

We then leverage the strength of the relationships we have with hospital administrators and employees; healthcare consultants and academics; investors and futurists; policy makers and regulatory agencies. An advisory committee with subject matter experts is established and guides our pursuit of a true "solution," asking the questions that you ask: Is it one product or a series of products that will address my challenge? What can we afford? Are there products in the market that are working for my peers? Do I have legacy systems and integration issues to consider? Can I learn and apply lessons from other industries?

## WE EVALUATE

At its core, our evaluation process mirrors the due diligence that a hospital would perform before making a purchase: we investigate the quality of a given product or service, including price, product features and functions. But we don't stop there. We evaluate companies on their financial stability and long-term viability. We investigate their customer service records. We check references from current and past clients. We ask hard questions about ROI. We make site visits to see it all first-hand. To ensure the integrity of the AHA seal, we are committed to adhering to this strict procedure.

## WE SYNTHESIZE

We understand today's organizations and their operational issues are complicated. While we can't find the one product that meets every hospital's needs, we do strive to find the right mix of companies and products worthy of long-term partnerships with the AHA and our member hospitals. When no single product or vendor offers a complete answer to the issue at hand, we assemble products that complement one another. By leveraging the size and reputation of the AHA, we are able to bring the right vendors to the table; those that are committed to finding integrated and customized product solutions.

## WE CONNECT

Once an endorsement is awarded, we stay involved in the process to ensure your ongoing satisfaction. We provide your feedback and suggestions to our partner companies, clearing a path for continuous product or service improvements and long-term, mutually advantageous relationships. From joining the AHA as Associate Members to better understand your issues, to working with us to "give back" to the hospital community through our exclusive opportunities such as webinars, audio-conferences, speaking engagements, hosted networking events, and research reports, our endorsement partners are committed to serving hospitals.



When you face buying decisions, look for the AHA Endorsement Seal and be confident that the product and its vendor have been assessed by the AHA using this process, and that each has met our high standards.