



# LaSalle Solutions

Helping You Manage the Life-Cycle of Your Assets.

## LaSalle Brings Revenue Freedom and Peace of Mind to Healthcare Organizations



### Helping You Manage Today's Healthcare Challenges

Healthcare organizations are faced with increasingly complex technology in both medical and business operations. LaSalle Solutions serves several hospitals and medical practices across the United States. We provide our customers with life-cycle asset management for equipment of all types including IT, radiology, laboratory and other medical equipment, providing them with the revenue cycle freedoms to engage in new techniques and programs, and peace of mind knowing that their assets are managed properly.

#### People Process Technology

LaSalle works with our customers, listening to ensure we provide services to help alleviate burdens and improve processes. Through people, process and technology we provide strategic assistance, flexible services and maintain the highest level of customer service to meet your unique needs.

**“LaSalle is a valuable partner. We are extremely pleased with their responsiveness and the attention given to our needs.”**

Ray Lanas  
VP Materials Management,  
Vibra Healthcare LLC

### LaSalle provides solutions to help you manage today's healthcare challenges:

- Managing revenue cycle and cash flow
- Acquiring EMR, EHR and other equipment
- Maintaining a competitive environment
- Providing flexibility via fair and reasonable return, renewal or upgrade provisions

#### A Partner You Can Trust

Since 1980, LaSalle has created long-standing partnerships with its customers over many industries. In fact, LaSalle still works with its very first customer. If you're looking for a partner with a proven track record that continues to improve its processes to ensure we exceed our customers' needs, look no further. LaSalle enables:

**Single Source Solutions:** Providing you with a single provider for IT and healthcare technology acquisition, financing, maintenance management and disposal.

**Flexible Solutions:** Our sales and support people work hard to listen to your needs, providing the solutions to optimize your workflow whether through operating leases, management of assets or helping to cycle equipment within the best cost structure without nickel and diming.

**Easy to use online tools:** Monitoring and reporting of asset locations, lease schedule maturity dates, assets by serial number, type or manufacturer are a button click away.

*continued on reverse*

## Find out how LaSalle can help you save today!

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# LaSalle Brings Revenue Freedom and Peace of Mind to Healthcare Organizations

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**Cash Flow Optimization:** Peace of mind knowing your organization has the cash flow to focus on the many vital projects and programs for your physicians, teams and patients, while ensuring you have cost effective programs in place to provide you and your departments with most up-to-date equipment as they need it.

## Financial Freedom for Advancement

Financial freedom is important. With mounting projects from EMR and EHR systems, to new analysis equipment, and other new technologies, healthcare organizations need to look to leasing for what makes sense in enabling positive revenue cycles.

LaSalle services include an overall relationship for fiscal planning, capital budgeting, cash flow opportunities and strategies to deal with the need for greater efficiencies and Information Interconnectivity requirements necessary to ensure the best revenue cycle for your organization.

## LaSalle works with healthcare organizations:

- Developing operating lease structures that meet your requirements
- Managing the lease and the lifecycle
- Limit replacement, repair and downtime costs by cycling equipment

## LaSalle's financing options include:

- Lease lines of credit
- Accurate residual values with a proven record for fair and efficient: equipment return, lease renewal or buy-out
- NO evergreen clauses, documentation, administration or UCC filing fees

## Finding Assets; Finding Dollars

Can you find the equipment you need when you need it? Are items ever lost, misplaced or misappropriated? You can save time and money by implementing an effective asset management program.

LaSalle's asset management program and support team enable you to easily manage maintenance contracts for equipment of all types and from multiple manufacturers.

**“We have partnered with LaSalle for several years and have found this relationship to be very beneficial. LaSalle’s staff is very professional and responsive in meeting all of our needs.”**

**Ann McClellan**  
Director of Financial Services,  
Christie Clinic



## Online Access: LAMP

With LaSalle's online customer portal, LAMP, you will be able to easily track, manage and develop reports 24/7.

## With LAMP you can:

- View and search assets by type, location, serial number, contract number, leased item maturity dates by schedules, etc.
- Manage multiple assets and multiple vendors
- Track moves, adds, and disposition of your managed assets
- Add custom fields unique to you
- Print or export of all reports as needed

LaSalle Solutions will help you keep current with equipment advancements, manage your revenue cycle and create more efficient processes so you can concentrate on delivering the best patient care services to your patients.

**People, Process and Technology working together to drive real savings – this is the LaSalle difference.**



**LaSalle Solutions**

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