



## A New Healthcare Transaction Paradigm

The average hospital loses \$1.75 Millions a year to so-called Bill-Only transactions. This is because about 50% of an average hospital's supply chain expenditures are paid after the product has been used. These healthcare products are typically provided by sales reps that walk the devices into the hospitals for special procedures like joint replacements, pacemakers, or other implants.



The fact that the devices are paid for after the device has been used creates problems, both for the hospital and for the manufacturer of the device. The process of billing, reconciling, and paying for these devices after use is called a **"Bill-Only" transaction**.

Bill-Only processes are financially wasteful, time consuming and aggravating. And they result in lack of transparency and control for hospital staff and leaders. This is not just a problem for the hospital. The supplier of the medical devices suffers the hardship of the reconciliation process as well, causing all sorts of aggravation for staff – and they have to wait longer to get paid, simply because the process takes so long.

## THE LACK OF ALIGNMENT BETWEEN BUYER AND SELLER PRE-TRANSACTION IS WHAT CAUSES BILL-ONLY PROBLEMS.

THERE ARE TWO WAYS TO HANDLE THIS:

1

### BILL-ONLY SOLUTIONS

You deal with the mis-alignment by reconciling in every step of the transaction process, involving several encounters between different departments in the buyer-and seller-organizations.

2

### HELIA CARE

You can eliminate the problem by creating a network-based pre-transaction alignment between buyer and seller – between hospital and supplier.

Current “bill-only” services don’t fix the problem. They treat the symptoms, and they do so very inefficiently. Helia Care is different from the Bill-Only solutions providers. We have approached the problem differently:

The only way to eliminate Bill-Only problems is to create pre-transaction alignment between supplier and hospital.

The only way to create pre-transaction alignment is to base your transaction on a network of suppliers and hospitals that have loaded their contract terms and so on into the network.

This way, you can create an up-front digital handshake that eliminates any need for reconciliation, etc. because the contracting parties are aligned.

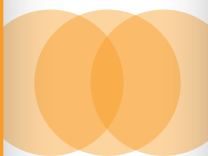


The network-based, up-front digital handshake is used in hospitals and hospital systems across the country, eliminating unnecessary costs, resulting in hospital revenue re-capture, creating seamless communication processes and resulting in faster payments for the supplier.

For hospitals that integrate the Helia Care solution with their ERP system, a Helia Care transaction truly becomes a one-click solution – like buying new batteries on Amazon.

## BUT THE REAL SECRET LIES IN THE NETWORK:

The largest, most visionary medical device suppliers in the country have signed up to Helia Care, so that now, on average, a hospital finds that 80%+ of its purchases are covered under the Helia Care network.



It has, in fact, come to the point where if you have NOT signed onto Helia Care, hospitals and health systems might not want to do business with you, because the transaction is going to be enormously burdensome compared with a Helia Care transaction.

Helia Care is categorically different. We do not patch up the Bill-Only process. We have replaced the Bill-Only process with a new, seamless, two-sided transaction paradigm, solving problems for hospitals as well as suppliers.



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