

MEMBERSHIP ADVANTAGE

An Update of the Georgia Hospital Health Services



JANUARY 25, 2008



GHHS PROVIDES GHA MEMBERS WITH THE FOLLOWING PARTNERSHIPS:

BidShift

Care Improvement Plus

CB Richard Ellis

GaHealthJobs.net

GHHS Staffing Services

HANYS: Medicare Hospital
Revenue Forecaster

HeRMES Healthcare
Planner & Care2 Databases

Language Line Services

Medical & Business Advisory, Inc.

MediTract

The MHA Group

ProviderLink

Resource Corporation of
America

SQ Strategies (formerly SatisQuest)

Total Compensation Solutions

Trane

Vendormate

Verge Solutions

Verizon Wireless

GHHS Announces its Newest Vendor Partner Relationship: Trane and the Trane Healthcare Toolkit

GHHS is pleased to announce that Trane's Healthcare Toolkit is a Vendor Partner. GHHS is the shared services subsidiary of the Georgia Hospital Association. The mission of GHHS is to partner with companies who's product or service offers a strategic advantage to member hospitals, while fitting within the overall mission of GHA. Trane's Healthcare Toolkit helps GHA member hospitals with capital improvement projects. A recent study indicated that the average age of plant in Georgia was rapidly increasing. Trane's performance contracting could help self-fund the improvements needed to maintain a top facility. We are pleased to say that Trane is one of our limited number of vendor partners

Trane Healthcare Toolkit

Premise: The Federal business marketplace has been a consistent bellwether model for the private sector. For the past 25 years, the Federal Government has been developing Performance-Based Contracting as a viable and even mandatory method to reduce performance risks in Agency-initiated projects. There are multiple forms of Performance Contracting; not only is Performance Contracting used to ensure proper contract performance, but properly structured, it can completely self-fund the project without budgetary appropriations. Several Agency studies have published findings showing that a properly structured Performance Contract has lower life cycle costs, faster turnaround, and less risk than traditionally-funding projects¹. As a result, GAO and OMB have requested all Federal Agencies utilize performance-based contracting to the fullest extent².

There are several self-funded Performance Contracts that have enormous applicability in private-sector healthcare. Relatively few facilities are aware of the array of choices at their disposal. Trane has developed a strategy-enabling framework for utilizing Performance Contracting exclusively for healthcare facilities. The framework is based on Trane's 20 years experience as one of the elite contractor



who specialized in Performance Contracting services in the Federal marketplace worldwide. The name of this Framework is the “Trane Healthcare Toolkit.”

Don’t let the company name mislead you. You don’t have to be in the market for a new chiller. The Trane Healthcare Toolkit allows diverse partnering as a part of its standard offering – construction, renovation, new technology, even clinical support services. Any hospital that is undergoing operating capital challenges, formulating clinical and operational strategies, or expanding their facility or services should evaluate the Trane healthcare Toolkit as a business strategy. As designed, a hospital can acquire a diverse array of services and support, with no money down, at risks lower than traditionally structured projects.

If you need to know more about the product, please contact

**Don Yochum
Healthcare Market Leader
Trane Georgia
770-331-5976
Don.yochum@trane.com**

Trane will be attending the Georgia Hospital Association Annual Meeting.

1 “2006 Follow-Up on ESPC and Appropriations – Comparing Life-Cycle Costs,” Shonder, J. et al. Oak Ridge Laboratory, 2006

2 http://www.gha.gov/Portal/gsa/ep/contentView.do?contentType=GSA_BASIC&contentID=10414&noc=T

**For more information on GHHS, please contact
Bill Wylie at (770) 249-4512 or bwylie@gha.org**