



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 requirements in both medical and business operations. LaSalle Solutions serves hospitals and medical practices across the United States. We provide our customers with the life-cycle asset management processes and tools 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 our customers in many industries. In fact, LaSalle still works with our very first customer. If you're looking for a partner with a proven track record that continues to improve processes to ensure we exceed our customers' needs, look no further. LaSalle enables:

Single-Source Solutions: Providing you with a single provider for equipment acquisition, financing, maintenance management and disposal.

Flexible Solutions: Our team works 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 cloud-based 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!

www.elasalle.com | info@elasalle.com | Phone: (847) 823-9600 | Fax: (847) 823-1646

LaSalle Brings Revenue Freedom and Peace of Mind to Healthcare Organizations

continued

Cash Flow Optimization: Peace of mind knowing your organization has the cash flow to focus on the many vital projects and programs for your team while ensuring you have cost effective programs in place to provide you and your organization with the most up-to-date equipment as you 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 can look to leasing to support revenue generating equipment.

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 cycles for your organization.

LaSalle works with healthcare organizations:

- Developing operating lease structures that meet your requirements
- Managing the lease and the life-cycle
- Limited 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 cloud-based customer portal, LAMPSM, you will be able to easily track, manage and report on all your leased assets from anywhere 24/7.

With LAMP you can:

- View and search assets by type, location, serial number, contract number, lease schedule, leased item maturity date, etc.
- Manage single or multiple assets and vendors
- Track moves, adds, changes to your leased assets, locations or users
- Add custom fields unique to your organization
- Generate reports for better management and planning

LAMP is available from your computer, laptop, any iOS or Android device.

LaSalle Solutions will help you keep current with operations and equipment advancements, manage revenue cycles 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

www.elasalle.com | info@elasalle.com | Phone: (847) 823-9600 | Fax: (847) 823-1646

©LaSalle Solutions. All Rights Reserved. LaSalle Solutions is a subsidiary of MB Financial Bank, N.A., a commercial bank headquartered in Chicago. MB Financial, Inc. is the publicly traded holding company for MB Financial Bank, N.A. and is traded on the NASDAQ as "MBFI."