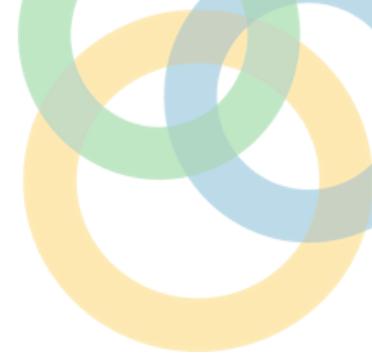


# MARGIN SOLUTIONS CASE STUDIES



## Guaranteed Net Cash Growth for Hospitals

Hospitals across the country are under increasing financial pressure—yet many have untapped opportunities to improve margins and generate meaningful new cash without reducing staff or services.

For more than 20 years, **Margin Solutions** has helped hospitals identify and implement proven strategies that generate measurable financial results. Our engagements are structured with **zero financial risk** and include a **contractual guarantee of at least 4.5% of net patient revenues (NPR) in new net cash**.

Below are two real-world examples demonstrating the results hospitals have achieved through Margin Solutions engagements.

### Case Study #1

#### One CFO. Four Hospitals. Proven Results.

Over a 14-year period, Margin Solutions worked with the **same CFO across four different hospitals located east of the Mississippi**. Each time she moved to a new organization, she chose to engage Margin Solutions again based on the results previously achieved.

At the start of each engagement, the hospitals' **net patient revenues ranged from \$21 million to \$289 million**.

At every hospital, Margin Solutions exceeded the **contractual guarantee of at least 4.5% of NPR in new net cash**, while the hospitals maintained their staffing levels and services. With Margin Solutions handling approximately **95% of the implementation work**, the hospital teams were able to realize substantial financial improvements without additional internal burden.

Each engagement produced meaningful financial results and **improved days cash on hand**, strengthening the financial position of the organization.

#### Net Cash Achieved:

**Hospital #1:** \$2.3 million in new net cash

**Hospital #2:** \$1.1 million in new net cash

**Hospital #3:** \$1.0 million in new net cash

**Hospital #4:** \$2.8 million in new net cash

*These results helped support the CFO's continued career advancement and demonstrate how Margin Solutions can deliver measurable results for hospitals of varying sizes.*

## Case Study #2

### Three CFOs. One Hospital. Continued Success.

In another engagement, Margin Solutions partnered with a **Midwestern hospital for three separate engagements over a 16-year period**, working with three different CFOs.

Each incoming CFO continued the relationship after seeing the results achieved by their predecessor. In fact, **each CFO served as a reference for the next.**

Throughout these engagements, the hospital's **net patient revenues increased**, and the organization consistently exceeded the **contractual guarantee of at least 4.5% of NPR in new net cash**. Importantly, these improvements were achieved **without reducing staff or services**, and with Margin Solutions completing the majority of the implementation work.

The hospital also significantly **improved its days cash** on hand during each engagement period.

#### Net Cash Achieved:

**CFO #1 Engagement:** \$1.4 million in new net cash

**CFO #2 Engagement:** \$1.9 million in new net cash

**CFO #3 Engagement:** \$2.6 million in new net cash

*Following the third engagement, the CFO was promoted to CEO, further highlighting the financial and operational impact of these results.*

## About Margin Solutions

Margin Solutions has successfully served **hundreds of hospitals in 34 states**, helping organizations uncover new revenue opportunities and financial efficiencies.

Our approach focuses on identifying and implementing **cash-generating solutions across every area impacting hospital margins**, including new net patient revenue opportunities, operational improvements, and financial performance enhancements.

Key elements of our engagements include:

- **Guaranteed Results:** At least **4.5% of Net Patient Revenues in new net cash**
- **Zero Financial Risk:** Structured so hospitals only pay when results are achieved
- **Minimal Internal Burden:** Margin Solutions performs approximately **95% of the work**
- **No Staff or Service Reductions:** Financial improvements without compromising care
- **Proven Nationwide Experience:** Serving hospitals of all sizes across the United States

While we frequently work with **hospitals under \$100 million in NPR**, our solutions have delivered millions of dollars in financial improvements for organizations of many sizes.

### Let's Start the Conversation

If your hospital is looking for proven ways to increase cash flow, strengthen margins, and improve financial stability—without adding internal burden or risk—we would welcome the opportunity to talk.

## Contact

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