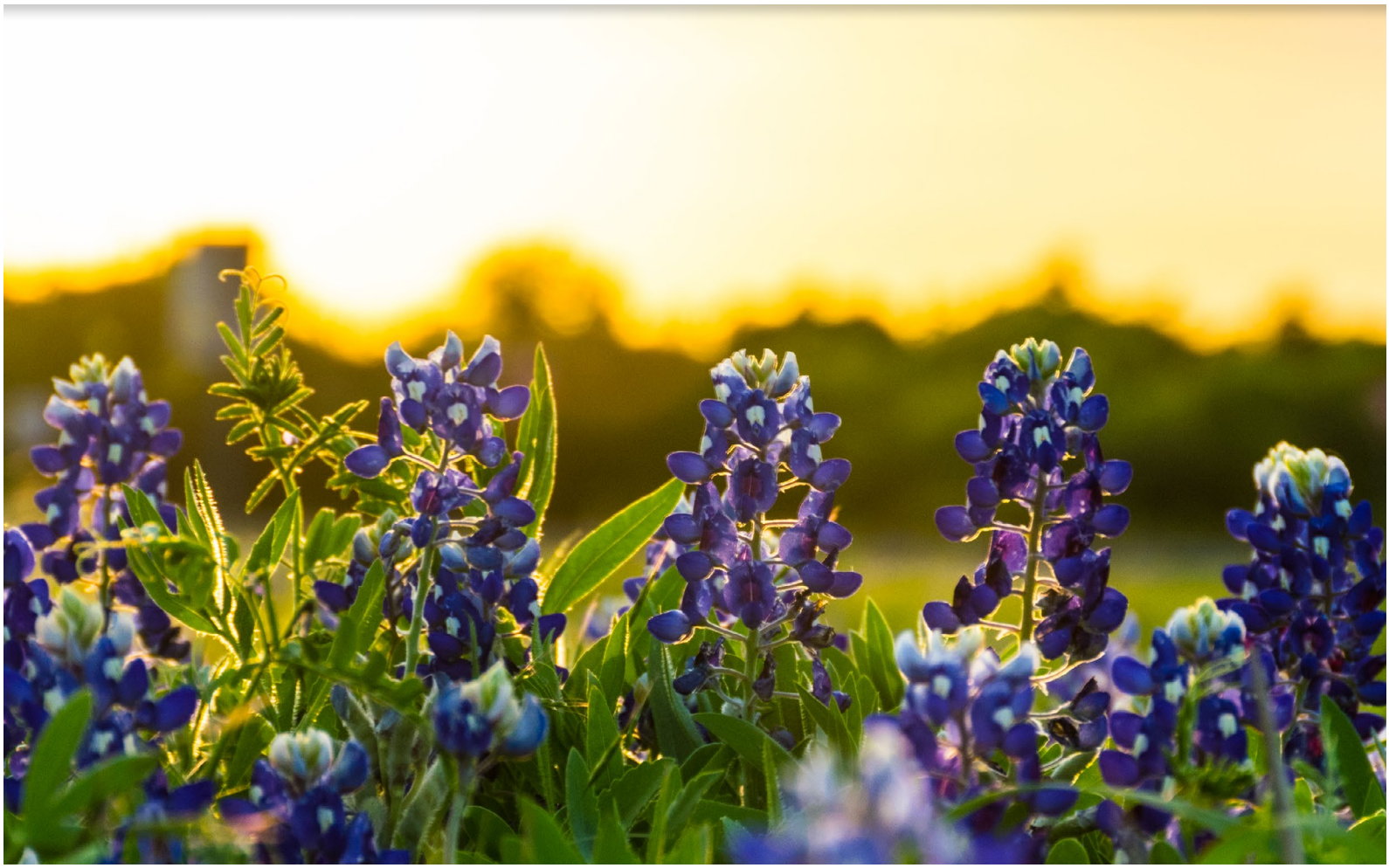
Texas Hospital Association

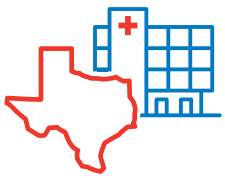
Partner Program

REQUEST FOR INFORMATION FORM



For several decades, the Texas Hospital Association (THA) has collaborated with companies to provide Texas hospitals with advanced products and services at competitive prices.

The Texas Hospital Association's portfolio of partners is regularly updated to address the evolving needs and increasing complexity of challenges faced by member hospitals. Partnerships undergo annual review, and new organizations are continually assessed to support member institutions.



The Texas Hospital Association's Partner Program implements a rigorous evaluation process to ensure that participating companies deliver products and services aligned with the evolving needs of Texas healthcare. The program aims to assist hospitals in reducing costs, increasing revenue, enhancing patient and staff safety, and improving access to high-quality care.

REQUEST FOR INFORMATION

Contact cfelton@tha.org for more information.
Phone: 512-465-1020

Texas Hospital Association

COMPANY PROFILE (PLEASE PRINT)

a. **Company Name:** _____

b. **Ownership/Equity Structure:** _____

c. **List Subsidiaries or Parent Companies:**

1. _____
2. _____
3. _____

d. **Headquarters and other Regional Offices:**

1. _____
2. _____
3. _____

e. **Executive Team:**

1. _____
2. _____
3. _____

f. **Number of FTEs:** _____

COMPANY BACKGROUND

a. **Total Number of Years in Business:** _____ b. **Total Number of Years in Health care:** _____

c. **Company History and Narrative:**

BUSINESS AND INDUSTRY ANALYSIS

a. **Gartner magic quadrant, KLAS report, or equivalent industry analysis and positioning within:**

b. **Awards / Endorsements / Honors:**

1. _____
2. _____
3. _____

COMPETITION ANALYSIS

a. **Competitors:**

1. _____
2. _____
3. _____

b. **Entrance / Exit Barriers:**

c. **What is your value proposition?** _____

d. **Why are you better than the competition?** _____

FINANCIAL CONDITION

a. **Days cash-on-hand:** _____

b. **Current Ratio (Assets/Liabilities):** _____

c. **Dun and Bradstreet Report:**

_____

PRODUCT SUMMARY

a. **Description of Product / Service:**

_____

b. **What needs product/service satisfies:**

_____

c. **Distinguishing characteristic of product/service:**

_____

d. **How will your product(s)/service(s) serve THA members?**

_____

e. **Do you have any industry partners for delivering your product or service?**

_____

f. **Please provide a one-paragraph pitch summary of your product or service that speaks to your value proposition to Texas hospitals. (please include ~5 lines for a paragraph response**

_____

MARKET

a. **Gross annual revenue in US for service line:** _____

b. **Gross annual revenue in TX for service line:** _____

c. **Total orgs under contract in US:** _____ d. **Total orgs under contract in TX** _____

e. **Median target hospital size (Beds, Net Revenue, LOS):** _____

f. **Do you work with critical access/rural hospitals? Y/N** ___ g. **Median contract size/value:** _____

h. **Do you have a dedicated TX sales team? Y/N** ___

FINANCIAL PROJECTIONS

a. **Pro-forma – 3 year projections for partnership with THA:**

_____

KEY CONTACTS

a. Primary Contact:

1. Name _____ Email _____ Phone _____

b. Business Development Contact:

1. Name _____ Email _____ Phone _____

c. Accounting Contact:

1. Name _____ Email _____ Phone _____

d. Marketing Contact:

1. Name _____ Email _____ Phone _____

e. Contracting Contact:

1. Name _____ Email _____ Phone _____

SUPPORT SYSTEM

a. CRM and Lead tracking:

1. Name _____ Email _____ Phone _____

b. Reports / Service Desk:

1. Name _____ Email _____ Phone _____

REFERENCES

a. List of Texas Users

1. Organization & Hospital Name _____ Contact Name _____
   Contact Email Address _____ Contact Phone _____

2. Organization & Hospital Name _____ Contact Name _____
   Contact Email Address _____ Contact Phone _____

3. Organization & Hospital Name _____ Contact Name _____
   Contact Email Address _____ Contact Phone _____

THA INVOLVEMENT

a. Past THA Involvement - Has the company ever supported THA or THT in the past by sponsoring any events? If so, please list below:

GOALS / ADDITIONAL COMMENTS

a. Please list why you are interested in becoming part of the Partner Program? What are your goals with this partnership and how can THA help you achieve them? Is there anything else you'd like us to know in consideration of your endorsement with THA? (Please attach separate page if needed.)