



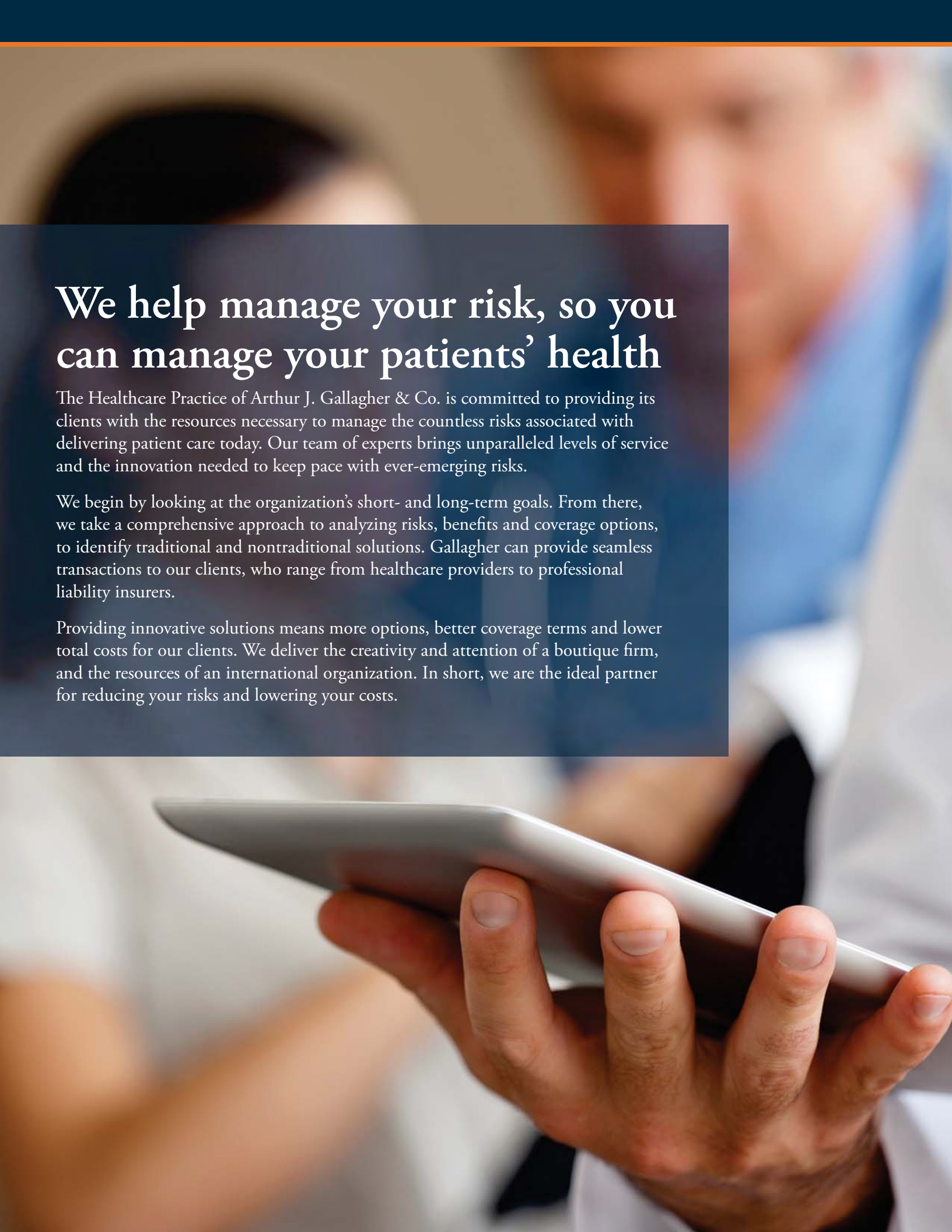
Arthur J. Gallagher & Co.

HEALTHCARE PRACTICE



## Commitment to the Healthcare Community

Insurance Brokerage | Benefits & HR Consulting | Claims Administration & Advocacy | Retirement Plan Consulting  
Institutional Investment & Fiduciary Services | Alternative Risk Programs & Administration | Risk Management



## We help manage your risk, so you can manage your patients' health

The Healthcare Practice of Arthur J. Gallagher & Co. is committed to providing its clients with the resources necessary to manage the countless risks associated with delivering patient care today. Our team of experts brings unparalleled levels of service and the innovation needed to keep pace with ever-emerging risks.

We begin by looking at the organization's short- and long-term goals. From there, we take a comprehensive approach to analyzing risks, benefits and coverage options, to identify traditional and nontraditional solutions. Gallagher can provide seamless transactions to our clients, who range from healthcare providers to professional liability insurers.

Providing innovative solutions means more options, better coverage terms and lower total costs for our clients. We deliver the creativity and attention of a boutique firm, and the resources of an international organization. In short, we are the ideal partner for reducing your risks and lowering your costs.

## Healthcare Expertise Across the Continuum of Care


Gallagher's Healthcare Practice provides the unmatched expertise and ability to meet the unique needs of all types of healthcare providers — from physicians to facilities — and across the full continuum of care.

Healthcare reform has forced the industry to focus more on collaboration, compliance and most importantly, integrated and accountable care. As your partner, we have the tools necessary to build creative solutions to address these challenges — for where you provide care today, and where you want to provide care tomorrow.

Organizations with which we partner include:

- Hospitals and Integrated Health Systems
- Health plans
- Healthcare Associations
- Group Purchasing Organizations and Performance Improvement Alliances
- Collaborative and Managed Care Organizations
- Physicians and Medical Groups
- Home Health Companies Agencies
- Ambulatory Care Centers
- Senior Care Communities
- Pharma
- Other ancillary providers



A woman with blonde hair, wearing a dark business suit, is looking towards a woman with dark hair, wearing a white lab coat and a stethoscope. They are sitting at a table with papers and a pen. The background is a plain, light-colored wall.

## Risk Management and Benefit Solutions

Working with thousands of healthcare clients each day has provided Gallagher's advisors unparalleled experience. We don't just offer a full range of risk and benefit management tools, rather, we bring a deeper level of insight that only comes from data-driven analysis and real-world experience.

With heavy workloads, clients appreciate that we become an extension of their HR and risk management team. Together we can meet the specialized needs stemming from healthcare reform, operational challenges and emerging risks. Imagine working with a partner that understands every aspect of your business—from meeting new quality initiatives to evaluating value-based payment criteria—all while reducing your liability and total cost of risk.



## Thoughtful Strategies, Real Outcomes

Our mission is to help you solve the challenges of operating a sustainable healthcare organization while meeting the needs of your employees and your community, while providing you a competitive advantage in attracting and retaining the top talent that will drive the community to your organization.





## **Integrity, Compassion and Real Results**

You've triaged the needs of countless patients who were up against overwhelming obstacles. Now it's your organization that stands at the crossroads of quality and cost of care. Partner with Gallagher. Together, we can help solve your organization's health and risk management challenges.

## Services, Resources and Expertise for the Challenges You Face

### CHALLENGE

### SOLUTION

**Margin Pressure**

Insurance and Risk Program Design  
Health Management and Total Wellbeing  
Workforce Demographic Evaluation  
Alternative Funding Vehicles: Captives, RRG's, Trusts  
Total Rewards Compensation Strategy  
Total Cost of Risk Analysis  
Gallagher Marketplace Private Exchange Platform  
340B Revenue Opportunities  
Utilization of Risk Management Initiative

**Considering Alliances  
And Partnerships**

M&A Advisory Services  
Physician and Executive Compensation Services  
Brokerage Strategic Planning and Management

**Direct Marketing  
Strategy**

Employer Market Research  
Shared Savings Contract Negotiations  
Provider Excess /Stop Loss  
Data Analytics and Benchmarking  
Value Proposition Communication Services

**Healthcare Reform**

Compliance Expertise  
Risk Management Assessments, Consulting and Educational Services  
Emerging Exposure Solutions: Managed Care Liability, Billing Errors and Omissions  
Cyber/Privacy Liability

*We take smarter care of your risk so you  
can take better care of your patients*

**Reduce your risk. Contact us today.**

## **Gallagher Healthcare**

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## **Arthur J. Gallagher & Co. at a glance**

Arthur J. Gallagher & Co. has been designing solutions to meet our clients' unique needs for more than 85 years. We pioneered many of the innovations in risk management used by businesses in all industries today. We believe that the best environment for learning and growing is one that remembers the past and invents the future.

- Founded in 1927 by Arthur J. Gallagher and still run by the founding family.
- A global corporation with a strong heritage and culture, Gallagher is a company with 20,000+ employees.
- Divisions specializing in retail insurance brokerage operations, benefits and HR consulting, wholesale distribution, and third-party administration and claims processing.
- More than 650 offices in 30 countries and revenues of \$3.6 billion as of 2014.
- Offering client-service capabilities in more than 140 countries around the world through a global network of correspondent brokers and consultants.



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