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1000 Center Point Road | Columbia, SC 29210-5802 | 803.796.3080 | SCHA.org

August 19, 2011

South Carolina Hospitals

Dear CEO/CFO/PFS:

SCHA Solutions is pleased to announce our Preferred Partnership with Park Dansan, a Worker's Compensation specialty company. Park Dansan has been in business for over 75 years, and has established itself as a leader in Worker's Compensation recovery.

While Worker's Compensation claims recovery may not be a top-of-mind consideration, effectively recovering monies from this revenue stream can yield significant results. Park Dansan has the ability to increase recoveries by an average of 60 percent, when compared to traditional internal efforts or early-out outsourcing placements with no upfront cost to your facility. Using a secure VPN portal, Park Dansan works directly in your system to provide exceptional recovery efforts, in real time. Your PFS staff has the ability to see Worker's Compensation claims progress at all times, without the labor associated with the actual recovery process. Implementing their recovery program is a simple process, with no significant efforts required from your already busy PFS staff. While your Worker's Compensation recoveries will significantly increase, your internal efforts can be refocused toward other revenue streams.

You can learn more about this exciting opportunity by contacting H. Dale Hartis, Vice President of Business Development at 800-766-1551 ext. 255, [dhartis@parkdansan.com](mailto:dhartis@parkdansan.com) or Melissa Pounds at 803-744-3519, [mpounds@scha.org](mailto:mpounds@scha.org).

As always, we welcome your questions and appreciate your time and interest. Please know that all of us at SCHA Solutions will continue to seek out and develop relationships with companies that can offer unique and positive opportunities for our member hospitals.

Best regards,

A handwritten signature in black ink that reads "Tommy Cockrell". The signature is written in a cursive, flowing style.

Tommy Cockrell

President & CEO