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## **TRG Healthcare supports Southwest Medical Center to Complete Affiliation Agreement**

January 13, 2010, PHILADELPHIA, PA—TRG Healthcare (TRG) supports Southwest Medical Center in completion of an affiliation agreement with PeaceHealth. Under the agreement, the Hospital Systems will launch a nonprofit health system with roughly 15,000 employees, eight hospitals and over \$2.3 billion in revenues.

TRG, a national healthcare consulting firm with expertise in transactions, strategy and complex finance, was recognized by Southwest for their support in the completion of an affiliation agreement with PeaceHealth.

“I am extraordinarily pleased with TRG and their work in supporting us through the finalization of our affiliation agreement with PeaceHealth,” said Joe Kortum, president and CEO of Southwest. “The TRG consultants took us through a process that enabled us to methodically evaluate all of our alternatives and helped us select the best alignment partner. They guided our Board and leadership team to consensus and ultimately helped us complete a transaction that positions us well for continued growth of the quality and range of medical services we provide to the community.”

The relationship between TRG and Southwest Washington Medical Center dates back to August 2009. At this point, Southwest engaged TRG to help its Board of Directors and leadership to evaluate and complete an affiliation agreement. The Southwest team recognized the value in being part of a larger organization in a vastly changing healthcare industry and looked to TRG’s experience to support the organization in one of the most significant changes the hospital has experience since its establishment in 1858. Southwest relied on TRG’s experience to:

- Successfully design a framework for the decision process.
- Facilitate Board discussions throughout planning process and deliberations.
- Represent the interests of Southwest’s leadership and Board.
- Be a negotiating voice with potential partners.

“TRG was instrumental in identifying the right affiliation partner for Southwest. PeaceHealth and Southwest have shared values and shared strength that positions us well for continued growth of the quality and range of medical services we provide,” said Mr Kortum. “Knowing that TRG has guided more than 50 institutions through transactions similar to ours gave me great confidence in their abilities. The magnitude of what is at stake necessitated advice from an experienced advisor like TRG.”

“We believe that Southwest and PeaceHealth are an extraordinary fit,” said Howard Peterson, managing partner, TRG Healthcare. “They bring together shared cultural values, complementary services and skill sets, as well as, the resources and geographic coverage necessary to serve a broad base. Southwest and PeaceHealth have a fiduciary responsibility to the communities they serve and together they are positioned to expand the scope and quality of healthcare services in southwest Washington. “

With offices in Philadelphia, PA and Southfield, MI, TRG Healthcare is recognized nationally as a premier healthcare, consulting firm. The firm offers best-in-class resources, innovative thinking, proven methodologies and breakthrough results. The TRG team of senior level consultants brings significant experience and creativity to each client engagement with particular expertise in transactions, strategy and complex finance. <http://www.trghealthcare.com>

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