

Preferred Partners Program Vetting Process

Why choose a WHS Preferred Partner?

WHS Preferred Partners represent the gold standard in their industries—trusted, high-performing organizations that deliver exceptional value to healthcare providers nationwide.

Before earning the Preferred Partner designation, each organization undergoes a rigorous vetting process that includes:

- ▶ **Reviews with WSHA subject matter experts**, where appropriate, to determine need and effectiveness
- ▶ **Review of background materials** to determine company viability and history
- ▶ **Conversations with other state hospital associations** to learn about effectiveness, value, and customer service
- ▶ **Reviews with multiple hospital subject matter experts** to better understand the service, who else is working in this space, and the value provided by the company being evaluated
- ▶ **Reference checks and performance reviews**
- ▶ **Review by the WHS Board**

The result?

Partners that meet high standards for:

- ▶ **Effectiveness**
Proven results and measurable impact
- ▶ **Customer Service**
Responsive, reliable, and relationship-focused
- ▶ **Value**
Competitive pricing and meaningful ROI

So you can focus on their fit with your organization.

For more information:

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**Washington
Hospital Services**

Preferred Partners

Our services are provided directly by WHS or by our trusted partners. Every service is unique in its ability to provide you with unparalleled value. When your hospital uses one of our services, the revenue supports the Washington State Hospital Association.

QUALITY AND CLINICAL SERVICES

Incyte Diagnostics: Pathology services

LifeNet Health: Full-service tissue bank

Spacelabs: Patient monitoring, telemetry,
and data services

DATA ANALYTICS AND INFORMATION TECHNOLOGY

Scaled Health: Managed IT services

Sensato: Cybersecurity services

OPERATIONS AND REVENUE

Commerce Healthcare: Automated AP solutions

Expense Reduction Analysts (ERA):
Cost management

HSC (Hospital Services Corporation): Provider
enrollment and credentialing services

Stericycle: Waste management

SunRX: 340B solutions

INSURANCE AND RISK MANAGEMENT

Western Healthcare Insurance Trust (WHIT):

Employee benefits and pharmacy benefits
management program

WORKFORCE

AMN Healthcare: Permanent physician placement

CareLearning: Online training and education for
health care professionals

Acumen Financial Advantage:
Executive compensation

Networkx Health: Interim management placement for
C-level leadership positions

Qualivis: Supplemental staffing

Learn more on our website:
wahospitalservices.com