

From rural acute care hospitals to multi-location regional health systems, we help manage the risks inherent in doing business in today's complex healthcare environment. With shifting regulatory demands, changing reimbursement models, increased workforce and supply costs, and frequent market threats, our fundamental purpose is to help our hospital clients succeed by effectively managing the numerous risks they face through insurance, employee benefit programs and strategic advice.

At PayneWest, we accomplish this by listening, asking pertinent questions and aligning solutions to meet your organizational goals.

OUR EXPERIENCE

The Healthcare Practice at PayneWest is a team of experienced and knowledgeable professionals across our four-state footprint. We are fortunate to work with over 1,600 clients in Montana, Idaho, Oregon and Washington.

Our healthcare industry specialists partner with you to manage the risks, liabilities and exposures unique to the role hospitals play in caring for your patients, staff and the communities you serve. We will listen and collaborate to help you:

- **Isolate gaps and deficiencies in your existing programs**
- **Analyze loss histories and prepare mitigation plans and loss control measures**
- **Ensure fair and prompt claims resolution**
- **Review risk transfer solutions such as captives, risk retention groups and risk purchasing groups**
- **Evaluate your employee benefits and offer innovative health plan solutions**

We are healthcare-focused professionals delivering insurance, benefit plan and risk management solutions.

Riscover[®]

- ▶ **Our exclusive Riscover[®] risk assessment process works with organizations to determine the greatest concerns of a business.**
- ▶ **According to FEMA, 40% of businesses in America fail after experiencing a disaster, and an additional 25% fold within a year.**
- ▶ **We work to determine your overall business risk and create a plan to keep you operating for years to come, despite any disasters experienced along the way.**


PayneWest
 INSURANCE
 HEALTHCARE PRACTICE

OUR GUIDANCE

Our goal is to add value to your organization and bring greater peace of mind and protection for you and your colleagues.

Common hospital risks we assess include:

- **Patient and worker slips, trips, falls, and needle sticks**
- **Infection control practices**
- **Hospital Acquired Conditions reduction program**
- **Patient transport and lifting**
- **Disaster and emergency response**
- **Workplace violence**
- **Breaches of private health information (PHI) and other data**
- **Malware attacks and unauthorized access**
- **Regulatory compliance**
- **Employment practices**

CUSTOM SOLUTIONS

For our hospital clients PayneWest offers comprehensive specialty coverages, analysis and solutions including:

- **Medical Professional (Malpractice) Liability**
- **General Liability**
- **Directors and Officers Liability**
- **Healthcare Facility Property Insurance**
- **Workers' Compensation Insurance**
- **Employment Practices Liability**
- **Cyber Liability and HIPAA Privacy**
- **Automobile Liability**
- **Medical Billing & Governmental Regulatory Claims Coverage**
- **Errors & Omissions Coverage**

OUR TEAM

With experience handling all types of healthcare claims and benefit plan arrangements, our team of professionals work together so you receive the benefit of our collective expertise. Together, we advise healthcare clients on how best to navigate the changes in health care through risk minimization and proper planning. As Healthcare Practice Director, Leif leads our team to bring our clients industry-focused advice. Prior to joining PayneWest, Leif spent more than eight years as an executive director for Virginia Mason Memorial, a large community hospital with dozens of primary and specialty care clinics. Prior to working with Virginia Mason Memorial, Leif worked at Moss Adams as marketing director for their firm-wide Healthcare Industry Group.



LEIF ERGESON

LErgeson@PayneWest.com

(509) 853-4211


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