



Your financial partner for growth and development



**Healthcare**  
CAPITAL SERVICES

HEALTHCARE FINANCIAL  
SOLUTIONS FOR:

- Hospitals
- Specialty Hospitals & Clinics
- Diagnostic Imaging Centers
- Physician Specialty Groups
- Ambulatory Surgery Centers
- Cancer Centers



## WE UNDERSTAND HEALTHCARE

**Healthcare Capital Services** understands healthcare and the unique financial needs of all healthcare segments — from the complex technology needs of an academic medical center to the day to day cash flow needs of an imaging center operator. Leveraging our significant financial, operational and clinical knowledge we are able to structure most types of healthcare finance solutions that help our customers maintain financial health and sustain key financial ratios.

**Healthcare Capital Service's** management team has a collective experience unique in the healthcare finance industry. We have played key roles in developing financial solutions for outpatient imaging centers, hospitals of all sizes, medical group practices and major academic institutions resulting in more than \$2 billion in financings.

So if you are a healthcare provider requiring financing solutions call **Healthcare Capital Services**. As a direct lender, HCS is the best source in the market place to *ensure swift execution and maximum results* in the ever-changing healthcare industry.



*"Our business was facing some significant operational challenges and increased competition in our market. We needed to find a financial partner that could structure a solution that would allow us to grow our business and improve our key ratios so that we could finance new equipment, grow our service lines and sustain our healthy competitive position. **Healthcare Capital Services** listened to our needs and took an holistic view of our business — not just our equipment needs — to build a financial solution that made the most sense for us. They truly understood our clinical needs and our goals as a provider of healthcare in our community. It was a pleasure to finally work with a finance company that understood my business."*

**Vance Askins, M.D., Managing Director, Gulf Coast Surgical Center – Sarasota, Florida**

## WE PRODUCE RESULTS

We are creative beyond the typical captive finance companies and banks. We provide flexible products that result in improved financial and clinical performance and limit risk exposure. We understand that a mix of financial products is often the best solution versus the “one product” approach — a sample of which includes:

- Flexible terms up to 25 years
- Deferred financing to aid in service line or business ramp ups
- Competitive pricing to ensure best possible “cost of funds”
- Asset management programs to help mitigate obsolescence risks



**Healthcare Capital Services** delivers a comprehensive portfolio of financial solutions to enable our client's goals and objectives. Our broad range of offerings includes:



#### **Equipment Leasing and Finance**

- Commercial Operating Leases
- Commercial Loans
- Tax-exempt Operating Leases
- Tax-Exempt Loans
- Sale Leaseback Arrangements
- Window Leasing Structures
- Master Lease Lines of Credit
- Capital & Term Loan Products
- Variable & Fee Per Scan Programs
- Non-Obsolescence Program Financing

#### **Project and Structured Finance**

- Leasehold and Tenant Improvements
- Working Capital Solutions
- Healthcare Real Estate (REITs)
- New Construction Financing



WE TAKE A FORENSIC  
APPROACH TO HELP  
YOUR BUSINESS

**Healthcare Capital Services** also offers a portfolio of integrated consulting solutions to help client's optimize their operations and improve results. These solutions, coupled with the right mix of financial products, help enable our clients to preserve cash, drive out costs, expand clinical services and improve both clinical and financial performance.

**A sample of our Consulting Solutions includes:**

- Service Line Planning and Feasibility Analysis
- Capital Planning & Asset Management
- Credit Analysis
- Payer Mix Analysis
- Business Planning Services
- Plan of Finance Development
- Implementation and Transaction Management
- Bond Structure and Pricing



# OUR PEOPLE

= EXPERIENCE + LEADERSHIP + CREATIVITY

At **Healthcare Capital Services** our biggest single asset is our people. Each person in our company has an average of 24 years of experience in healthcare and healthcare finance — something that is unique in the healthcare finance market place. For you, the net result of this experience avoids “pre-packaged” solutions and equates to the high level of leadership and creativity you can expect when working alongside experts who are knowledgeable, focused and strategic helping you realize *powerful results — from significant time and cost savings to innovative solutions* designed specifically to achieve your healthcare organizations goals.



Let us show you the difference our people and financial solutions can make for your organization

**Call us at 407-805-8700 or visit us at [www.hcscapital.com](http://www.hcscapital.com)**



**Healthcare Capital Services**

725 Primera Blvd, Suite 205  
Lake Mary, FL 32746

407.805.8700  
[www.hcscapital.com](http://www.hcscapital.com)