

# How Metro Health boosts financials while providing low-cost community wellness programs



## Prior to CarePayment Partnership

- Wanted to differentiate in a highly competitive market.
- In need of a stable funding base during uncertain economic times to fund expansion and reinvestment activities.
- Hardworking community members trusted Metro Health and wanted to pay their bill, but needed options and time.

## CarePayment Solution at Metro Health

- Traditional charity care
- Discounts for uninsured patients
- Live Healthy lectures and health screenings
- Offer up to 48 months, interest-free payment plan option, with hardship offers available

## Results

In 2019, CarePayment has generated:

- \$8.7M in net cash
- 31,100 patients touched by program

**208**

bed general acute care osteopathic teaching hospital

**20**

physician practices across the Grand Rapids, Michigan area

**1**

cancer center developed in partnership with University of Michigan Department of Radiation Oncology

**1**

childbirth center

**\$441M**

Net Patient Revenue (FY 2019)

**500**

medical staff

**250,000**

patients served

## Year-over-Year Net Funding

