

May 7, 2010



Dear :

Almost 15 years ago Washington Hospital Services, WSHA's for-profit subsidiary, and Merritt Hawkins, a national physician search and consulting firm, established a partnership to bring Merritt Hawkins' services to Washington hospitals. Since that time our experience with Merritt Hawkins has been excellent and the breadth and depth of services offered by Merritt Hawkins and their locum tenens group, StaffCare, continues to expand.

Merritt Hawkins offers unrivaled resources and a proven track record in Washington State, where in 2008 and 2009 the firm placed 40 physicians in 21 different communities – large and small, East and West. Collectively, Merritt Hawkins and StaffCare placed thousands of providers nationally last year and employ over 650 associates in four offices nationwide. A key aspect of their services is the ability to serve as a complement to in-house recruiting departments, using Merritt Hawkins nationwide resources and 22 years of expertise to significantly enhance a hospital's success.

I am convinced that Merritt Hawkins' knowledge of the health care industry, commitment to quality, and professionalism are superior. Merritt Hawkins clearly is a customer driven organization. Data developed by Merritt Hawkins regarding physician and allied health personnel compensation and practice patterns has been widely used by hospitals and by numerous other organizations nationwide.

As part of its preferred vendor status, Merritt Hawkins offers a range of complimentary, value-added services to Washington hospitals and other providers. Please contact John Nyhart at (469)524-1752 if you are interested in physician recruiting or any other services the firm provides, or if you would like to schedule any of Merritt Hawkins's staffing seminars. For more information about Merritt Hawkins go to www.merrithawkins.com.

Sincerely,

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