

January 27, 2016

TO: Chief Executive Officers and Chief Operating Officers
WVHA Member Hospitals & Health Systems

FROM: Richard L. Miller
WVHS President

SUBJECT: WVHS/MHA WORKING RELATIONSHIP AND ENDORSEMENT

This letter is to acknowledge the ongoing positive relationship between West Virginia Health Services (WVHS) and Merritt Hawkins, a leading provider of physician search and consulting services.

WVHS has had a long-standing relationship with Merritt Hawkins and its parent company AMN Healthcare. Merritt Hawkins has been one of WVHS' strongest supporters, as evidenced by their commitment to being a preferred provider since 1998.

Merritt Hawkins has had successful engagements with WVHS members of all sizes and locations throughout the state. They have successfully assisted some of the smallest, most remote critical access hospitals in West Virginia, including Grant Memorial Hospital in Petersburg. In addition, they have had multiple successful placements in some of the largest health systems in the state including Cabell Huntington Hospital and Marshall University in Huntington and WVU Medicine Berkeley Medical Center in Martinsburg.

In addition, WVHS has often looked to Merritt Hawkins as a thought leader in the areas of physician staffing and related subjects. They regularly produce surveys and white papers, which include timely and useful information to member hospitals. Because of their reputation of providing solid content backed by sound data, WVHS has included Merritt Hawkins executives as presenting faculty at a variety of educational events over the past 15 years, including the West Virginia Hospital Association's Annual Meeting, the WVHS Annual CEO Forum, and during the healthcare session of Leadership West Virginia. The faculty, and more importantly the content they deliver, have always been well received.

During the past two decades, I have found Merritt Hawkins consistently investing the time and energy to build positive client relationships with our hospital members throughout West Virginia. Please contact me at 304-353-9732 or Jim Alfano, Senior Marketing Consultant in West Virginia for Merritt Hawkins, at 770-481-1146 if you would like additional information about WVHS' relationship with Merritt Hawkins.

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