

January 2, 2019

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

FROM: Patrick D. Kelly  
Vice President, Shared Services/CFO

SUBJECT: **ENDORSEMENT OF MERRITT HAWKINS**

Merritt Hawkins is a leading provider of physician search and consulting services and is one of WVHS's strongest supporters. It has been a preferred provider since 1998.

Merritt Hawkins has successfully placed physicians at West Virginia hospitals of all sizes including small, remote critical access hospitals and large health systems. Grant Memorial Hospital, Cabell Huntington Hospital and Marshall University, and WVU Medicine Berkley Medical Center are a few of the hospitals in which Merritt Hawkins successfully placed physicians.

In addition to placement services, Merritt Hawkins is a thought leader in physician staffing and related subjects. It regularly produces timely and valuable surveys and white papers that it shares with clients.

Because of its outstanding reputation and sound data, WVHS has invited Merritt Hawkins executives to present 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 the Leadership West Virginia healthcare session. Their presentations are always well received.

During the past two decades, Merritt Hawkins has consistently invested its time and energy to build positive client relationships with our hospital members throughout West Virginia. We enjoy our working relationship with Merritt Hawkins and gladly endorse this company.

Please contact Jim Vincoli, Vice President in for Merritt Hawkins, at 770-481-1111 or me at 304-353-9756 for more information.

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