

EXTENDED PAYMENT OPTIONS

WHY HOSPITALS STRUGGLE WITH COLLECTIONS

- 1. Increasing percentage of patient-funded medical expenses
- 2. 32% of Americans unable to pay \$400 emergency expense in full¹



WHY PATIENTS DON'T PAY



Typical hospitals collect less than

15% from all self-pay balances²



LEVEL 1 FACTORS

- Bills are confusing
- Unable to see and self-manage medical expenses
- Poor communication

LEVEL 2 FACTOR

Lack of extended payment options

HOW HOSPITALS CAN OFFER EXTENDED PAYMENT OPTIONS TWO ROUTES:

HOSPITAL-MANAGED EXTENDED PAYMENT OPTIONS

High potential for recapture, but hospitals:

- May lack the personnel and expertise to manage the program efficiently
- Managing payment plans can be timeconsuming and cost-prohibitive

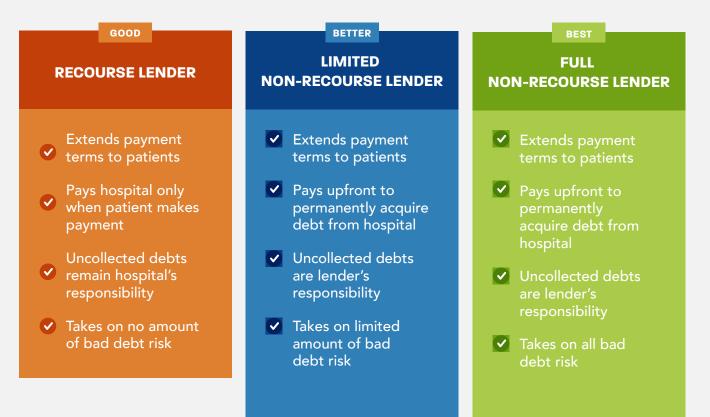
PARTNER-MANAGED EXTENDED PAYMENT OPTIONS

Recapture shared with partner, but the right partner:

- Improves collection rates
- Accelerates cash flow
- Reduces in-house debt management
- Without careful oversight, payment plan durations can become burdensome
- Smooths cash-flow and forecasting volatility



PAYMENT PARTNERS: DIFFERENT AND UNEQUAL PATHS THREE TYPES OF EXTENDED PAYMENT PARTNERS



IVITAFI EXTENDED PAYMENT OPTIONS

With our extended payment plans and no-interest patient financing programs, we help our partner hospitals:

- Improve cash flow
- Reduce patient bad debt
- Improve patient payment collections
- Increase patient satisfaction



A COMPLETE SOLUTION

- Full non-recourse lending: line of credit funds paid quickly and in full to the provider
- Self-service, patient-centric payment experience
- Multiple, payment options available:
 - o One-time payment
 - o Provider payment plan
 - o Non-recourse, 0% interest, reusable line of credit



WHO ARE THEY FOR?

iVitaFi's program extends credit:

- To ALL credit profiles
- With no hard credit check to apply
- Toward new or prior healthcare costs
- For up to 36 months

PATIENT PRAISE

Extended payment options improve patient satisfaction.What do patients like best about iVitaFi?

- "Affordable Payments"
- "Easier than paying hospital all at once"
- "Wonderful customer service"
- "Easy to understand and complete"
- "Interest-free"
- "Everything is online"

If you are a hospital seeking to improve patient collections, cash flow and patient satisfaction,

CONTACT IVITAFI TO LEARN MORE WWW.IVITAFINANCIAL.COM



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SOURCES:

- 1 Report on the Economic Well-Being of U.S. Households in 2018 May 2019, Federal Reserve, May 23, 2019 (https://www.federalreserve.gov/publications/files/2018-reporteconomic-wellbeing-us-households-201905.pdf)
- 2 iVitaFi Data Study Findings