

## A Special Thank You to Our Clients - Past and Present

*By Ashley Elmore and Trista Nelson*

*“The world needs a sense of worth, and it will achieve it only by its people feeling that they are worthwhile” – Mr. Rogers*

The last few months have been challenging, stressful, and unprecedented for so many small businesses. It has been an opportunity for Fulcrum Strategies to reflect on the importance of all of the administrators, physicians, and practices that we have had the privilege to work with over the years. Now, more than ever, we want to express our utmost appreciation and say *Thank You* to our clients – past and present.

We would like to especially thank our new clients who we have started working with over the last few months....

**Associated Urologists of North Carolina (AUNC)** is a repeat client of Fulcrum Strategies’ and we are excited that they are back. AUNC has 22 providers with 7 locations throughout the Triangle.

**Brunswick Surgery Center** is a new facility located in Leland, North Carolina, joining us for the first time as a new client. The outpatient surgery center is dedicated to Orthopaedics in the Brunswick County area.

**GI North and GI North Endoscopy** are located in Cumming, Georgia, joining us for the first time as a new client. The group has 4 providers and an endoscopy center where they are able to schedule patients.

**HNI Healthcare**, our largest new client, services more than 100 acute and post-acute hospitals in more than ten states.

**Marin PET/CT** is a new ancillary provider located in San Rafael, California, joining us for the first time as a new client. The facility is a diagnostic outpatient PET/CT center, providing a wide array of imaging services.

**Perimeter Anesthesia** is a large anesthesia group located in the Atlanta area of Georgia. They are a family owned and operated company, and our newest client.

**River Hills Healthcare** offers neurology, neurosurgery, and other related specialties to their patients in Cincinnati, Ohio. Fulcrum is working with this group on contract negotiations and other special projects.

**Silicon Valley MRI and CT** is a brand-new client. They are an independently owned and operated multi-modality imaging facility located in Los Gatos, California.

**Southern Ohio Medical Center** is a not-for-profit hospital located in Portsmouth, Ohio, joining us for the first time as a new client. They serve southern Ohio and northern Kentucky.

We cannot express how grateful and excited we are to be working for all of our new groups.  
Thank you for putting your trust in us during these challenging times!

*– The negotiators at Fulcrum Strategies*