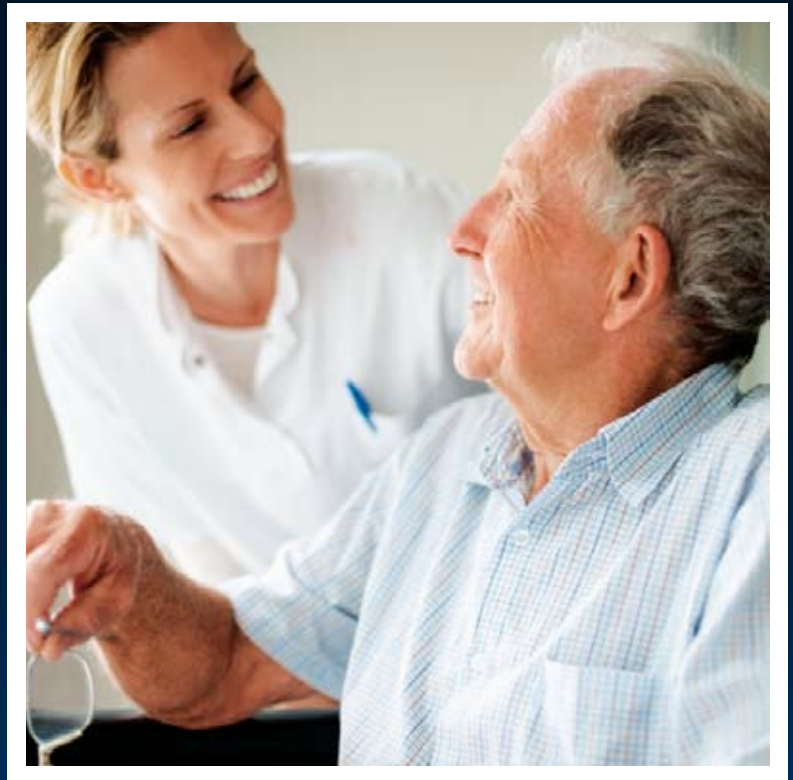


Healthcare

PMA Companies' Risk Management for Large Healthcare Organizations





A Healthy Track Record

PMA Companies expertise in healthcare

PMA Companies provides workers' compensation risk management solutions and related commercial insurance products to more than 800 middle-market and large healthcare organizations.

Our expertise and resources in healthcare include underwriting, TPA and risk services, and key subject matter experts such as occupational health nurses, healthcare risk control consultants, and registered nurses on staff who specialize in understanding your business.

What We're Hearing in Healthcare

We know firsthand the risk management challenges that hospitals, medical centers, nursing homes, and health systems face today—and the challenges they may face tomorrow.

“We have cash flow issues and concerns about securing collateral.”

Whether from reduced Medicare/Medicaid reimbursements, broad healthcare reform, or a recessionary economy, many healthcare leaders tell us that these are very real concerns.

PMA offers flexible risk programs and alternative risk financing options so you can implement a comprehensive and effective risk management solution.

“Our biggest problem is fewer employees and just as much work.”

Doctors, nurses, therapists, and patient attendants are in short supply these days. Many healthcare organizations have fewer staff to do just as much work. **Safe patient handling guidelines, modified duty assignments, and departmental cross-training** are some of the ways PMA can help you make the most of your resources.

“How do you stay safe when your safety budget is at risk?”

Safety budget and personnel cuts alone do not create unsafe work environments.

PMA's Decision-Based Safety Management® program

helps train employees at all levels to make safe decisions. Forming safety committees, analyzing historical loss leaders against industry benchmarks, and training in safe patient handling can also help to promote safer work environments.

A Prescription for Results

Our healthcare clients choose us for our expertise in healthcare, and focus on their business needs.

1

Our commitment to delivering **tangible value**. We have the expertise, responsiveness, and willingness to help solve your problems.

2

We have a **service-driven culture**—a focus on client service that starts with each individual and is evident in every client interaction. We are professionals who say what we do, and do what we say.

3

Our team is top-notch, with specialized healthcare expertise and resources to meet your risk management needs.

A Focus on Your Organization

We understand how to address risk management situations in healthcare and offer solutions and programs that foster what we have identified as the top attributes of our safest and most successful healthcare clients.

- Management commitment to enterprise-wide health, safety, and communications
- Stay-at-Work, Return-to-Work, and transitional duty programs
- Safe patient/resident transfer/handling procedures and training
- Slip and fall prevention
- Protocols to address staffing needs that maintain continuity of service



More than
**EIGHT
HUNDRED**
Healthcare
Clients

800

About PMA Companies

PMA Companies (www.pmacompanies.com) provides risk management solutions and services, specializing in workers' compensation and offering property and casualty insurance, in the U.S.

Headquartered in Blue Bell, PA, PMA Companies is a member of Old Republic Companies. Old Republic International Corporation (NYSE: ORI) is one of the nation's 50 largest publicly held insurance organizations.

PMA Companies includes:

- **PMA Insurance Group**, specializing in workers' compensation, and other commercial property & casualty insurance products
- **PMA Management Corp. and PMA Management Corp. of New England**, providing results-driven TPA and Risk Services specializing in workers' compensation and liability
- **Midlands Management Corporation**, offering program administration specializing in excess workers' compensation and specialty casualty claims services

Nearly
100
Years
of Experience

90%
or Higher
Large Client Retention

“A”
Excellent Rating
by A.M. Best

96%
Client Satisfaction
Rating
Per independent survey

www.pmacompanies.com

Member of Old Republic Companies

