



FOR IMMEDIATE RELEASE

## **Child Health Corporation of America Awards WorkflowOne Contract for Document and Print Management**

*Three-Year Contract to Feature Online Ordering and Collaboration Tools*

**Dayton, Ohio, November 16, 2011**— WorkflowOne, a leading provider of print management, marketing and distribution services, announced today that Child Health Corporation of American (CHCA) has awarded the company a three-year contract for document and print management services. WorkflowOne will provide CHCA with aggregated cost savings on print-based documents, as well as value-added consulting services to manage document lifecycles, online ordering capabilities and web-based document collaboration tools.

“WorkflowOne has significant and unique expertise as a supplier to the healthcare industry,” said Melinda McDonald, Vice President at CHCA. “After seeing that expertise demonstrated to our owner hospitals, we felt compelled to provide them with the opportunity to take advantage of cost savings, technology and process improvements that WorkflowOne offers.”

CHCA children’s hospitals, made up of over 40 owners across the U.S., represent more than 20,000 physicians, 135,000 employees, \$25 billion in revenue and \$2.1 billion in overall medical, surgical and pharmaceutical products. CHCA owner hospitals are some of North America's leading children's hospitals and widely known for their excellence in caring for America's children. Headquartered in Shawnee Mission, Kansas, CHCA provides a range of programs and services designed to improve the performance of children's hospitals including reduced costs, increases in revenue and improvements in the quality of care.

“We look forward to working closely with our newest healthcare customer,” said Thomas Rizzi, Chief Sales Officer at WorkflowOne. “By aggregating CHCA’s print-related spend, we expect to save the hospital owners up to 20 percent annually, while providing efficiencies that allow them to focus on the business of patient care.”

WorkflowOne is a supplier to three of the top health care group purchasing organizations (GPOs) in the U.S., representing more than 8,000 acute and non-acute care facilities. Over the years, the company has also been recognized by a number of health care GPOs as well as garnering a variety of industry-based awards, for outstanding performance and exceeding customer expectations. For more information on WorkflowOne’s solutions for the healthcare industry, visit: [www.workflowone.com/managed-services/healthcare.html](http://www.workflowone.com/managed-services/healthcare.html).

### **About WorkflowOne**

WorkflowOne is one of the largest providers of print management, marketing and distribution services in North America. The company provides a wide range of products and services including business documents, electronic print and mail solutions, branded merchandise, label solutions, sales and marketing collateral, and distribution services to the healthcare, financial services, manufacturing and retail markets. WorkflowOne has been ranked

#1 among print distributors by Print Professional magazine over the past four years, the “Top Distributor of 2009” by *Print Solutions* magazine and recognized with the Supplier Performance Award by Premier Healthcare Alliance. For more information, visit [www.workflowone.com](http://www.workflowone.com) or call toll-free 877-735-4966.

### **About CHCA**

Child Health Corporation of America (CHCA) is an alliance of 43 children’s hospitals in North America. Established in 1985 and headquartered in Shawnee Mission, KS, CHCA is owned and operated by the nation’s non-competing, freestanding children’s hospitals, which together represent more than 20,000 physicians, 135,000 employees, \$25 billion in revenue and \$2.1 billion in overall medical, surgical and pharmaceutical products. CHCA Owner executive and clinical leaders share data, knowledge and buying power to reduce costs and improve clinical and operational performance in children’s hospitals. Last April, CHCA, the National Association of Children’s Hospitals and Related Institutions (NACHRI) and the National Association of Children’s Hospitals (N.A.C.H.) announced their merger into a single organization governed by a common board of trustees. The merger brings together the talents, resources and expertise of the staff of the three organizations and 223 children’s hospitals and related institutions. The new organization is led by President and CEO Mark Wietecha.

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