



November 10, 2011

To whom it may concern:

We are very pleased to write to you today to recommend Managed Care Revenue Consulting Group (MCRC) as consultants in managed care contracting and negotiation strategy. The principals of MCRC are experts in the area of managed care, having worked for many years on both the payor and provider side.

We were very impressed with their ability to understand the needs of our new practice. They have been able to translate that understanding into an effective plan to secure us highly favorable rates and, equally importantly, favorable contract terms, with a number of different managed care companies.

Their many combined years of managed care experience, their in-depth understanding of health plan operations, as well as their contacts in the industry, contributed greatly to the success of our engagement.

We are certain that you will find the team at MCRC to be extremely knowledgeable, capable and professional. They consistently deliver on their commitments and are easily accessible to help as issues arise. We are confident that they will do the same for your organization. Please let me know if we can provide any additional information about our experience with MCRC.

Yours Truly,

Mark Melrose, DO, FACEP

Co-Owner, Urgent Care Manhattan

Neal Shipley, MD, FACEP

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