

Embrace these healthcare trends & navigate complexity – Audio Transcript
Speaker: David Gillespie, Head of Healthcare Corporate Banking Group

[MUSIC]

Healthcare is a very complex industry, and our clients have to navigate effectively through the complex collection cycle, the complex regulations. At Wells Fargo, by understanding what they have to work through, we can keep it simple for them.

One of the key challenges is the increase in technology and the mandate around electronic healthcare records. Our clients are having to spend lots of money on new systems to be able to meet that challenge, and to have the different systems and the different providers talk to each other. Many are having to engage consultants and have multi-year plans and large capital outlays.

One of the things we can provide for our customers is financings to meet those challenges and the capital outlays they need to keep up with the changing technology. Wells Fargo's understanding of the healthcare industry helps us serve our clients' needs by delivering our financial solutions in a customized way.

Healthcare is a fast-growing dynamic industry, and I think one of the unique things about working with healthcare companies is it's great to see what they do for the end patient. It's really rewarding to be able to meet their financial needs, and the ultimate effect through our customers as they help make people's lives better.

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