

**Robert Filaski****SVP Managing Director Healthcare Structure Finance****Expertise: Finance/Healthcare**

Robert Filaski a founding executive of the Healthcare Capital Services. Prior to that he held senior level positions at Chemical Bank, Peoples United Bank (now M&T) and Huntington National Bank. He has an extensive lending background focused on Equipment and Asset Finance for all healthcare segments including the “not for profit” and the “for profit” healthcare market segments. Robert has served a wide spectrum of healthcare clients, including academic medical centers, acute care, and community hospitals, IDNs, network hospital groups, surgical centers, outpatient imaging and therapy centers. He has a particular expertise in IT and clinical equipment deployed in the healthcare setting. Robert graduated from Allegheny College with degrees in Political Science and Finance.

**Industry Matters**

Robert has been providing commercial lending services for over 30 years with a special focus on healthcare for the last 25 years. He has an extensive network within the medical device and medical provider communities as well as banking and financial firms serving the healthcare industry. His experience includes all segments and business models serving the healthcare markets. He has counseled clients and vendors in both the domestic and international markets on matters such as equipment finance, project financing, tax exempt & bond financing, ABL and working capital products and services, general technology financing, clinical technology financing, IT financing, commercial real estate financing, business plan development, capital planning, strategic vendor partnership negotiations, risk sharing agreements, equity formation, securitization, and captive and independent finance company program development. During his tenure in healthcare, he has overseen over 3 billion dollars of healthcare financing activity.

**Other Note Worthy Information**

Robert has spent 30 years serving the finance industry. During that time, he was a founding executive for the development and management of two new finance companies for ADP and Siemens Healthineers. Robert has developed a particular expertise in structuring clinical equipment financing programs to maximize reimbursement returns and avoid clinical obsolescence. He has consulted and built multi- year equipment financing and Capital solutions for some of the largest and most prestigious medical organizations serving the U.S. market.

Robert is versed in all key aspects of inpatient and outpatient healthcare reimbursement models and general regulatory matters affecting the healthcare market.

Robert is also an active member of HFMA and HIMSS and has spoken and published articles on technology and commercial finance in the healthcare markets in key industry trade journals and events.