

**FOR IMMEDIATE RELEASE**

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**HBCS Opens New Regional Office in Salisbury, MD**

**New Castle, DE** - HBCS, an industry leader in the delivery of high quality accounts receivable management services to not-for-profit hospitals, has announced the opening of its third regional office in Salisbury, MD. The new facility, located in the Northgate Business Park, contains 30,000 square feet of new office space that has been designed to house up to 250 employees.

“The move to Salisbury is a result of HBCS’ continued growth over the last few years, necessitating additional employees and office space,” said Jack Byrnes, CEO. “This new regional office puts HBCS in a good position and location to continue its long-range growth pattern.”

The new facility has been designed to accommodate a highly trained staff of customer service professionals and administrative staff. It will house state-of-the-art technology solutions in order to provide hospital clients with the highest quality accounts receivable management services, seamless integration, and superior financial results.

“We welcome HBCS to our community and appreciate the company’s confidence in our region. “ said David Ryan, Executive Director of Salisbury Wicomico Economic Development Inc. “HBCS brings quality jobs and further diversifies our economic base.”

Since 1985, HBCS has been a leader in customized outsourcing for billing and collections services for hospitals. The company provides a comprehensive

range of high quality accounts receivable management services for not-for-profit hospitals nationwide. Hospitals that utilize HBCS' client services experience improved cash flow, reduced operating costs, and have lower bad debt expense. HBCS also provides a unique form of accounts receivable financing for its clients at low tax-exempt rates. The company is based in New Castle, DE and in addition to the Salisbury office, has regional Offices in Wakefield, MA and Baton Rouge, LA.

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