

After repeated rejection from banks, doctor finds lending partner in BHG

Dr. Suresh Bangara (Pasadena, CA) is a psychiatrist with an entrepreneurial dream. Along with working three psychiatric jobs, he is the co-founder, president and CEO of Hippocrates Gate, LLC, a healthcare software development company.

The software, called AccessHSI, delivers hospitals, patient care facilities, and insurance providers a streamlined solution to the documentation, classification and treatment of mental health patients.

EVERY BANK SAID "NO"

Dr. Bangara and his company recently took a big step forward in signing a three-year contract for AccessHSI with over 55 hospitals in California. Coding and software development are not low-cost endeavors, so to assist with the heavy maintenance and IT costs required for this contract, Dr. Bangara looked for outside funding.

"I went to every bank, even my own," said Dr. Bangara, "but I was continually turned down for not having a high enough credit score or taking on too many financial commitments, such as my mortgage, kids and car payments."

He was in shock. Despite recently signing a multi-million-dollar contract and earning a substantial amount in annual revenue, no lender was willing to extend him a loan.

SEEING DOCTORS AS "MORE THAN JUST NUMBERS"

When Dr. Bangara received a promotion from Bankers Healthcare Group, he applied for working capital, spoke with a representative over the phone, found a program that fit his credit profile, and received the funding he needed in just two days.

"Every other lender simply sees us as numbers," said Dr. Bangara. "Bankers Healthcare Group saw me as a person, recognized my unique situation, and quickly delivered the funding I need for development."

As Dr. Bangara said he learned the "one-size-fits-all" approach of a traditional lender doesn't always actually fit everyone, where BHG's financing programs are designed to fit the unique needs of each individual healthcare professional. With BHG's loan, Dr. Bangara can successfully prepare AccessHSI to perform at its optimal capacity for the upcoming contract, a huge step forward for both him and his company.

“BHG saw me as a person, recognized my unique situation...”

Dr. Suresh Bangara

To read more stories about customers like Dr. Bangara, visit bankershealthcaregroupreviews.com

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