## **MEDONE**ONE





## **Issue Twenty**

Med One to One consists of editorials, a message from our owners, testimonials, information regarding our financing solutions, employee spotlights and more. Six issues are published every year and with each comes the most recent and exciting news of Med One Capital.

If you are reading this edition of *Med One to One* you are a part of our team. Med One Capital owes our success to our valued customers and supporters. Please feel free to send suggestions, insights, or comments to editor@medonecapital.com.

If you have received this newsletter and are not currently subscribed but would like to continue receiving *Med One to One* every two months, please send your name, company, title and address to editor@medonecapital.com.

#### **Contributors**



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March / April 20

### Be A Team Player - Read! Letter From The Editor

WRITTEN BY TROY TAIT

Med One Capital has become a leader in the medical equipment finance arena. This has been achieved by creative and innovative thinking combined with simple paperwork and customer friendly responsiveness. As we continue to grow our business, we are also continuing to grow our corporate giving program, which has allowed us to have significant impact on our community.

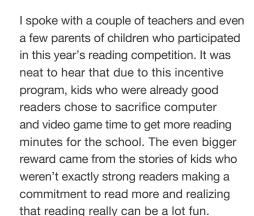
Our owners, Brent and Larry, have always been very generous when it comes to making donations that affect our community. Over the years, there have been hundreds of people who have been directly or indirectly impacted by the influence of Med One. This year, Med One participated in a new area; we became one of the main sponsors of the Utah Jazz Be a Team Player - Read! program.

The purpose of this program is to help young people develop a life-long love for reading and encourage adults to read regularly with children. The annual reading competition involves all

elementary schools throughout the state of Utah. After three weeks of reading, the top twelve schools with the most minutes read receive a special visit from a member of the Utah Jazz, who will come to the school and read to the kids. This year the reading contest attracted over 35,000 kids in elementary schools throughout Utah. During the three-week contest, some kids read over 2,000 minutes! These minutes are above and beyond what is required of their regular schoolwork.



As I had the opportunity to attend the reading day with Deron Williams at a local school in Draper, Utah, it was very rewarding to watch the kids interact with him. They were not only excited to spend time with an NBA player but also proud to know they had worked hard to earn it. Each child in that school was able to participate and contribute to winning this experience, simply by opening up a book.



Med One Capital is very committed to making a difference in the medical field; we are just as committed to making a difference in our community.





Our government has recently passed historic legislation to reform the nation's healthcare reimbursement system. Given the process that was followed, and the bitter partisan atmosphere surrounding this legislation, most of us are left to wonder what the impact of this new entitlement will be. Setting aside my personal philosophies and leaving the technical analysis to those who are much smarter, I am left to wonder - how will this affect Med One's business, and what adjustments will we have to make in order to respond?

To begin with, much of the justification for the price tag of this legislation is built around funding cuts to existing Medicare and Medicaid programs. Most of these funding cuts are scheduled to be phased in over an extended period of time. Historical perspective reminds us that when it comes time to actually impose the specific cuts that are called for, they may or may not happen. Congress, being the political body that it is and driven by a host of special interests, leaves me to predict that the adjustments that are actually made will have little resemblance to the adjustments that have been contemplated in the bill.

The one thing that virtually everyone agrees with is that this legislation is surely going to allow millions of people access to the healthcare delivery channels of this country. These are people who, given the lack of insurance coverage, might have had only limited or no access before. This probably means that some 30 million people are expected to begin participating in a system that is already running at a fairly high rate of utilization. In fact, the way the law is structured, the most likely new participants



in the early years of introduction will be those with urgent medical problems – since the penalty for not having health insurance is much lower than the actual cost of the insurance. This is likely to put even more pressure on the system.

It is my impression that there have been no provisions made to assist healthcare providers to obtain critically needed patient care equipment in order to care for the increase in patient levels. Capital budgets in most acute care hospitals are either severely restricted or non-existent. Healthcare providers are struggling to find capital to allow them to keep pace with patient needs or to adopt leading new and better technologies.

Med One's mission statement is simply "Making Medical Equipment Available." We are uniquely positioned to provide relief to healthcare providers in need of important equipment when capital budgets are limited. One of the primary offerings that Med One makes available to carry out our mission is rental of critical patient care equipment.

We have a dedicated inventory of over 6,000 pieces of high quality patient care equipment valued at over \$24 million, which we make available to hospitals in order to provide for peak census needs. In the case of many types of equipment, we are one of only a limited number of

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companies that are recognized by the manufacturer as an authorized rental dealer.

We also work specifically with many manufacturers to design and offer programs that will allow them to be able to offer unique rental options on their best quality, leading edge technology. In the past 10 years, in addition to our general rental offering, we have purchased over \$105 million worth of equipment from our manufacturer partners in order to respond to and support these specific and unique rental offerings. This represents \$105 million in equipment sales that our manufacturer partners would not have otherwise received because it represents equipment being provided for customers who had a clinical need for the equipment but no capital budget and no way to purchase.

In today's environment, any manufacturer or seller of equipment who believes that they can rely on just selling to their customers for a PO and cash is probably putting themselves at serious risk of failure.

Med One's innovative and creative rental offerings provide a powerful tool that can and should be used in "Making Medical Equipment Available" to healthcare providers. In the months and years ahead, Med One will be taking a more proactive approach to our vendor partners to develop specific rental offerings that will afford them the opportunity to utilize this powerful tool in offering solutions to their customers.

This, in addition to our more traditional leasing products, will provide unbelievable options for our business partners and customers.

We believe that the healthcare bill, although controversial and flawed, will spawn a season of unprecedented growth and opportunity for Med One. Increasingly, manufacturers and sellers of patient care equipment are looking to Med One for solutions and help in getting past the restraints imposed by the significant pressures on the availability of capital dollars. Med One is uniquely positioned to be able to continue to offer those solutions.

#### Positive Feedback Word On The Street

WE CARE ABOUT OUR CUSTOMERS

# During the 2010 Annual Meeting many impressive quotes were shared regarding our service and dedication to our customers. So here is the "word on the street" about Med One.

- Those who stayed with us during our toughest times get priority and Med One is always the top of the list to get paid."
- ffl so enjoy our partnership and business relationship. I look forward to another successful year supporting the Med One Team! Thank you very much."
- "Thanks for your support in and training in 2009. We look forward to engaging with Med One in a bigger way in 2010."
- "thank you' to the community that never ceases to amaze. Thank you to Nate Davis with Med One Capital..."

- Let Your willingness to help resolve our issues has been a refreshing change. We appreciate the fact that we can get a hold of you 24 hours a day and that you are willing to work around our schedules. We would recommend your company to anyone.
- 11 have never dealt with a more professional and personable management team and will recommend your services exclusively to my clients in the future.
- "Glad to accept... It is always a pleasure to deal with the Med One Capital Team!"
- \*\*Thanks for everything you and Med One have done for us!

- "Thank you for your impeccable service and your dedication to the highest level of customer service."
- "THANK YOU so much for an awesome first quarter! Thank you to you and your team for working with us!! We do appreciate it!"
- the topic of obtaining medical equipment was brought up during one of our training courses. Without hesitation we spoke up and recommended everyone use your company. Working with you has been a pleasure.

## **2010 Annual Meeting**

WRITTEN BY JILL SHAVE

As mentioned before in past editions of *Med One to One*, each year Med One holds a meeting for all our departments to present the past year's challenges and successes as well as new goals set for the upcoming year. The meeting takes place offsite and I think we all leave feeling a little more unified and motivated as a whole.

Having just recently wrapped up Annual Meeting 2010, my mind is still full of phrases like, "Get up and win the race!", "Be clear about what you want to achieve", "Innovative, Responsive, Simplicity." And from the video clips to the goals presented, this year held as much information, motivation, and entertainment than any of us could have asked for.

During the first presentation, each department was recognized and thanked for their contribution to the success of Med One; this inevitably set the tone for a great meeting. With the repeat theme of Envision, coming from our 2009 Corporate Retreat, we took a look back at the progression of Med One. And it is clearer than ever that since 1991 our owners have had a vision for success. They have been and continue to be innovative and educated in creating the solutions we offer to make medical equipment available.

Probably the most apparent theme that progressed throughout the presentations was Teamwork; it takes every single employee at Med One to maintain our

success. What some of our readers might not know is that we have quite a few departments contributing to this success...

Our dedicated leaders, Larry and Brent Multiple Sales Teams

Alternate Site Sales
Operations

**Equipment Services** 

Biomed

**Equipment Rental** 

Accounting

Credit Analysis

**Human Resources** 

Marketing

**Customer Relations** 

I.T. – Information Technology

**Business Development** 

We make medical equipment available and now, more than ever, we want our customers to know that 'No' is never our first answer. We are all committed to offering solutions that get our customers the crucial equipment they need and to providing exceptional customer service in the process.

We all are looking forward to the next 10 years at Med One and the opportunities to expand and explore.

"Get up and win the race!", "Be clear about what you want to achieve", "Innovative, Responsive, Simplicity."

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Each solution offered by Med One can be customized to best fit the needs of our customers. We have nineteen years of experience working in the health care industry. Our simple documentation, quick turn around time and customer service have no comparison within the industry.



### **Acquisition Solutions**

#### **CAPITAL LEASE**

Customer commits to a fixed term of rental payments. At the end of the rental term, customer owns the equipment with a \$1.00 buyout. There is no option to return this equipment. Rather, the point of this program is simply to finance the equipment over several months when cash is not available for immediate purchase. Completing a capital lease through Med One is simply a matter of signing a 2 page proposal document and issuing a purchase order. Both the signed document and the PO are then sent directly to Med One. This program is also known as a Rent to Own or a \$1.00 Buyout Lease.

#### **RENTAL REWARDS**

Simply issue a 1 month renewable purchase order to Med One, and the customer receives brand new equipment direct from the manufacturer. The customer can rent the equipment on a month to month basis or, if capital budget is allocated, purchase the equipment with 50% of the rental paid going towards the purchase price. There is no paperwork to sign, payments are made from the operating budget, and the customer may return the equipment at any time.

#### **OPERATING LEASE**

Customer commits to make monthly payments based on an established term. When the term ends, the equipment can either be purchased based on its fair market value, rented for an additional 12 months, or returned to Med One Capital with no further obligation. Completing an operating lease through Med One is simply a matter of signing a 2 page proposal document and issuing a purchase order. Both the signed document and the PO are then sent directly to Med One.

#### 12 MONTH RENEWABLE OPTION

Typically, an operating lease deal is done on a term of 36 - 60 months. At times, a customer may have difficulty committing for an extended length of time. If so, we can present a short-term renewable option. The intent is to provide a 3 - 5 year lease payment structure in which the customer is only committed for 12 months at a time and can renew after each 12 month period until the total lease term is met. After any 12 month period, the standard end of term options are also available, so this option will always qualify under the FASB-13 guidelines.

## Twitter In The Healthcare Industry

MARKET UPDAT

Hospitals, doctors and patients around the United States are embracing and benefitting from Twitter, the rapidly growing free social networking service, which enables users to send and read 'tweets' or short messages of 140 characters or less.

Through Twitter, hospitals are able to communicate directly with patients, medical students and their communities. Hospitals and doctors are posting press releases, providing general medical information, and are even able to arrange appointments through Twitter. But apart

from generating interest in the hospital, Twitter has also become a powerful and efficient way to carry out and improve customer service to their patient base. With patients becoming increasingly



engaged in online social networking, hospitals have the opportunity to use Twitter to easily hear what patients are saying about them and the experiences they've had with the hospital. Twitter also gives the hospital a quick way to respond back to a patient who may have had a negative experience in an effort to make right their wrong.

As with many developments in technology, there lies the question: temporary craze or lasting marketing tool? Only time will tell, but in the meantime, you may want to jump on board if you haven't already and take advantage of this free service.









You can now follow Med One
Capital on our NEW Blog,
Facebook and Twitter. The
links can be found under
Contact Us on our main website:
medonecapital.com;
or visit our blog directly at:
medonecapital.blogspot.com.

#### Where We Stand

	MED ONE CAPITAL	FEB 2010	2010 YTD	FEB 2009	2009 YTD
	New Equipment Purchased	\$17,556,768	\$26,919,729	\$5,025,485	\$17,124,704
	Number of New Leases	78		45	
	Total Customers		2,139		1,513
	Total Equipment Leased		\$333,122,929		\$229,408,080
••••••	MED ONE EQUIPMENT RENTAL	FEB 2010	2010 YTD	FEB 2009	2009 YTD
	Total Rental Revenue	\$859,243	\$1,720,617	\$840,736	\$1,686,518

#### **Organic Food: Is It Worth It?**

WRITTEN BY ANNE McOMBER

I don't know about you but when I'm standing in the produce section trying to decide what potatoes to buy, the only visible difference I see between the regular potatoes and the organic is the cost per pound. Naturally I count out the number of potatoes I need from the conventionally grown, cheaper potato bin, place them in my cart and start moving onto the next item on my list without another thought.

However, as organic food has become more and more available, the question arises: Are there really benefits to organic food and is it worth the extra cost? Here are some things to consider.

#### What does organic mean?

Organic means the food was produced without synthetic pesticides or fertilizers, sewage sludge, genetic engineering irradiation, antibiotics or hormones in animal feed.

Foods must have at least 95 percent organic ingredients in order to be labeled with the U.S. Department of Agriculture organic seal. Only foods made entirely of organically produced ingredients can claim a 100 percent organic label. A food label that says "made with organic ingredients" must contain at least 70 percent organic ingredients.

## Are organic products more nutritious?

When it comes to the nutritional quality of your food, most scientists believe the nutritional differences between organic and regular commercially grown foods are not enough to affect your overall health. An organically grown apple has pretty much the same amount of vitamins, minerals, fiber and calories as a regular apple. The same goes for other produce, meats, grains and dairy products.

#### Are organic products safer?

Scientists continue to find that even small amounts of pesticides and other chemicals can have long-term, damaging effects on health, especially during fetal development and early childhood. Due to this knowledge, scientists advise that we do what we can to minimize our consumption of pesticides.

#### When should I buy organic?

Although rinsing and peeling fresh produce can reduce pesticides, it does not eliminate them. You may not be able to afford to always buy organic, but you can pick and choose what you purchase. Based on data from nearly 87,000 tests for pesticide residues in produce, the Environmental Working Group developed a guide listing the level of pesticide found in specific produce. This guide can be very beneficial to your reducing your pesticide exposure by knowing which conventionally grown produce is high in pesticides and should be avoided. The guide includes the "dirty dozen", a list of the 12 conventionally grown fruits and veggies with the highest levels of pesticide residue; it is recommended that whenever possible you buy these fruits and vegetables organic.

te: www.foodnews.org

### **Dirty Dozen**Peaches (worst)

Apples
Bell peppers
Celery
Nectarines
Strawberries
Cherries
Kale
Lettuce
Imported grapes
Carrots
Pears

Clean 15

Onion (best)
Avacado
Sweet corn
Pineapple
Mango
Asparagus
Sweet peas
Kiwi
Cabbage
Eggplant
Papya
Watermelon
Broccoli
Tomato
Sweet potato

"EWG research has found that people who eat the 12 most contaminated fruits and vegetables consume an average of 10 pesticides a day. Those who eat the 15 least contaminated conventionally-grown fruits and vegetables ingest fewer than 2 pesticides daily." www.foodnews.org



## Industry Focus Pay-As-You-Go Equipment Purchasing

·· EXCERPT FROM THE FERNO eNEWSLETTER

In times of a depressed economy, many EMS services are faced with the dilemma of whether to purchase badly needed equipment now or wait until the economy recovers. If that describes your situation, you might be interested in a lease program through Sandy, Utah-based Med One Capital, which offers flexible financing arrangements that help customers acquire equipment when they lack immediate funds to pay for it.

"Med One Capital has been leasing medical equipment for about 18 years, with financing mainly for hospitals," says account manager Sally Bowen. "Within the last year, of the payment, then we issue a purchase order to a vendor, and they ship the equipment to the company.

"The program we offer Ferno and other non-hospital customers is a lease like buying a home. You sign up for a specific term like 36 months, and at the end of that term, you own the equipment."

"There are options to delay the payment or stretch out the terms," adds business development manager Mike Krog.
"The longest we extend the agreement is typically five years, but we want to be flexible enough to meet customers' needs."

just put off buying new equipment. My advice would be to look at leasing as a way to get the equipment they need in the most budget-friendly way. If they have to rely on paying cash and buying direct, they limit their growth. With leasing, it's a great way to get the assets they need to keep growing as a company and provide the services they do."

"Financing in general has a bad image," says Krog. "When people think of financing, they think of heavy documentation and a lot of work on their part. We recognize that one of our biggest challenges is to make financing easier on everyone involved, so our document is only two pages long. My advice is, don't be afraid of leasing--give it a try. People are now forced to use leasing because the cash just isn't there, but we're hoping a lot of them will look back when the economy recovers and say, 'That was a lot easier than I expected.'"

## "The financing process is easy and painless."

however, we've opened it up to any user who needs to acquire medical equipment. Typically, the dollar amount begins at \$5,000 and up; for anything less than that, a company can usually pay cash, work it into a budget or put it on a credit card."

The financing process is easy and painless, says Bowen. "We ask the company to provide us with financial statements for the last couple of years so we can verify that they will be able to pay the lease and we can ensure they're stable," she says. "Once we determine their credit is worthy, I put together a lease document for the equipment, the quantity, and the structure of the lease in terms of length and amount Med One Capital is currently financing a wide variety of equipment, from stretchers and cots to pumps, ventilators and other respiratory products, says Bowen. With the current economy, there has been a major increase in leases.

"Because of the economy, financing makes sense more than ever," says Bowen. "People need to watch their money very carefully and budget their cash flows. A lot of companies rely on reimbursement from the government, and there are many more restrictions on that reimbursement. But in order to stay competitive and provide the best service for their customers, EMS services can't

For more information on equipment leasing, contact Sally Bowen at 801-619-6743, or see www.medonecapital.com. For more information on lease options available through Ferno, call Ferno at 877-733-0911.



Ferno's Total Safety Solutions features the most complete line of emergency patient handling equipment, with products designed to get you in and out of the scene fast, safe, and easy. Our products include the Ferno Powerflexx plus powered ambulance cot and the EZ Glide tracked stair chair, which are designed to take the patient weight off your back. This reduces your chance for injury, and reduces the total weight you lift throughout the day, so you have more energy for the things that matter to you when you get home.



To learn more, call 877.733.0911 or visit www.ferno.com.

### The Complete Solution

VRITTEN BY JEREMY OUICK

Like most kids from my generation. I had a Rubik's cube. And like most kids, I only knew how to solve one side, and if I was lucky, maybe even two sides at once. But I never learned how to solve the entire puzzle (without resorting to pulling it apart or removing the stickers of course). Well, just last year I received a Rubik's cube as a gift. Day after day that mysterious cube sat at my desk, and every time I messed around with it, it bothered me that the puzzle still went unsolved. One day as I picked it up to give it a try it occurred to me that there was in fact a solution; I just had to put forth the effort and search for it. So I went online and searched "Rubik's cube solution." Many options and many techniques were immediately displayed, all offering up their claims as the easiest or the fastest solutions. I decided on the

puzzle, but there is another component to Med One Capital that you may not be aware of yet. Med One Equipment Services, a division within Med One Capital, offers additional services that will benefit any facility and their equipment.

What exactly does Med One Equipment Services do? How does Med One Equipment Services help provide a complete solution for our customers?

## Med One Equipment Services repairs and refurbishes medical equipment

At Med One Capital, our certified technicians use only the manufacturer approved parts and guidelines to carefully service or repair your equipment. Our technicians receive

certified technicians use only the manufacturer approved parts and guidelines to carefully refurbish your equipment. Equipment comes with a warranty and all future preventative maintenance can be performed by Med One. If you are looking for medical equipment, we want you to think Med One Capital.

## Med One Equipment Services buys medical equipment

If you are looking to purchase new medical equipment, but don't know what to do with your existing inventory, think of Med One Capital. We may be able to assist you by purchasing some or all of your existing equipment inventory. If you are looking to sell your existing medical equipment, we want you to think Med One Capital.

# Whether you are looking to lease, rent, purchase, or service your medical equipment, we want you to think of Med One Capital. The complete solution.

one offered by the company that makes the Rubik's cube; I figured since they were the source of the toy, they should be the source of the answer. After a few attempts over several lunch periods I was finally able to complete the puzzle.

I had completed my goal. Did I have help? Absolutely. Could I do it again by myself? No way. But I knew where to go to get the help when I was stuck. I knew where to find the solution that I needed to succeed in solving that mysterious puzzle.

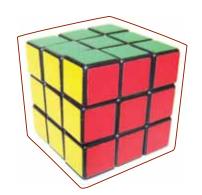
If you are at all familiar with Med One Capital, you know that we are committed to making medical equipment available through flexible financing programs. You may also be aware that Med One Capital assists hospitals and clinics with their changing supply and demand of medical equipment through our rental solutions. Those are very important pieces to the

continual training and certifications to be able to provide the best service for your equipment. Our technicians are certified to perform preventative maintenance and repairs on Infusion Pumps, Syringe Pumps, Ventilators, Oximeters, Modular Systems, and much, much more. If your equipment needs service, repair or preventative maintenance performed, we want you to think Med One Capital.

#### Med One Equipment Services sells refurbished medical equipment

Keep your expenses low by purchasing high quality, certified pre-owned medical equipment from Med One Capital. We take the hassle out of purchasing refurbished medical equipment. Our equipment inventory is constantly growing, so if we don't have what you are looking for in stock, we can help you find it. Plus our

Ernő Rubik invented the Cube in the spring of 1974 in his hometown of Budapest, Hungary. He wanted a working model to help explain three-dimensional geometry and ended up creating the world's best selling toy.







#### Med One Capital. Your Solution Company.

**EQUIPMENT LEASING** 

**EQUIPMENT RENTAL** 

REFURBISHED EQUIPMENT

**BIOMED SERVICES** 

**EQUIPMENT SALES AND PURCHASE** 

800.248.5882

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### **Employee Spotlight**

· EDER LAGEMANN

In my early years, I lived on a farm in Brazil with my family. Something most people don't know about me is that I am number 10 of 13 children! Since there were no hospitals around our farm my mom would give birth at home and that's how it was with me. When I was 4 years old my family moved to Sao Paulo, Brazil and that's where I grew up.

After serving an LDS mission for two years in south Brazil, I decided to come to the United States for school. So I made the trip to Florida... on September 11, 2001. The first thing I did when I arrived at my hotel room was turn the TV on. When I saw the news about the World Trade Center I thought it was a movie. I flipped through all the channels and to my frustration they all were playing the same movie. I called the front desk to ask what the problem was; they then informed me about the terrorist attack, and I couldn't believe it! It was terrible! This, among other things, led to my decision to go back to Brazil for school where I enrolled in a business program.

In 2005, however, I returned to the United States again, and this time I came to stay. After six months of attending a Portuguese-speaking ward, I met my wife Vanessa. I was the only single guy there and she was the only single girl so it was easy to make the decision to get to know each other, and since there were no other

competitors we got married just three months later. We now have an 18-month-old boy and live in Riverton, Utah. Life is nothing without my family; I love spending time with them and we have so much fun together.

I also really enjoy sports, especially soccer (indoor and outdoor), beach soccer, soccer volleyball, soccer tennis, snowboarding, volleyball and tennis. As you can probably imagine, I don't let a week go by without playing at least one kind of soccer!



I received my Associate's degree in Electronics Technology from Salt Lake Community College and have been working at Med One Capital for over three years. I work in our Biomed department where I maintain a variety of medical equipment. I work hard to ensure that our customers will be happy and satisfied with the quality of the equipment they receive from us. I am grateful for the opportunity to be a part of the Med One team; it is a great place to work. When I wake up in the morning I'm always happy to know that the work I will do that day will help save lives.



I recently had the opportunity to try out Apple's new iPad for a couple of days while visiting my relatives. What immediately impressed me was how responsive and fast it was. I browsed the web, checked my e-mail, and played a few games; I was overall impressed. The Internet on the device is fluid and really shines. On the iPad, the whole web is at your fingertips...literally.

Practically speaking, however, I was more impressed with the iPad's possible potential rather than the current product itself. Most of us have a computer or laptop at home that we use to browse the web. While the experience on the iPad of browsing and reading on the web was impressive, I honestly can't say I would be willing to buy an iPad just for that. I am a power user, and some of the limitations of having a subset of apps and not being able to run just any Mac OS X apps, was a limiting factor for me.

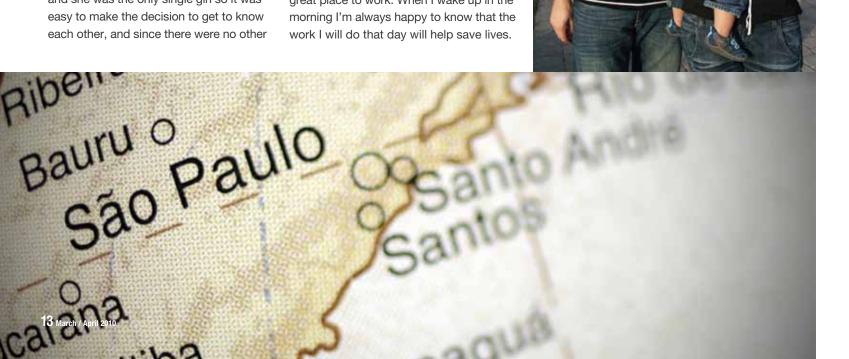
Now, I believe the future of the iPad will be a shining one. Getting a simple tablet computer into the hands of so many will surely push the industry toward touch devices. It will also give those of us who are interested in developing applications a chance to think about the interaction created through this new technology. Using a touch device is, without question, a different experience, but for most, it is amazingly intuitive. I handed the iPad to my 77-year-old grandpa, and he launched the web, went to a newspaper website, and started to read and scroll around. It seems pretty natural even for those not too accustomed to computers.



While the iPad is not a fully-fledged computer, it does compensate for what most people use netbooks for: browsing the web, watching videos, and reading e-mail. The device shines in these areas. In fact, the one major plus I found with the iPad, was that the battery life was incredible. I used the device for almost two days without charging it! So all in all, the iPad may not measure up to all I think it should be, but it represents exciting new technology and great things for the future.

# "On the iPad, the whole web is at your fingertips...literally."





#### **MED ONE CAPITAL / 2010**

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