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MED **ONE** or **ONE**

ISSUE NO. **29**

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INDUSTRY *experts*

WITH 20 YEARS EXPERIENCE IN THE HEALTHCARE INDUSTRY, MED ONE CAPITAL CONTINUES TO MAKE MEDICAL EQUIPMENT AVAILABLE FOR HEALTHCARE FACILITIES NATIONWIDE.

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Under Healthcare Reform?*

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MEDONEtoONE

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.

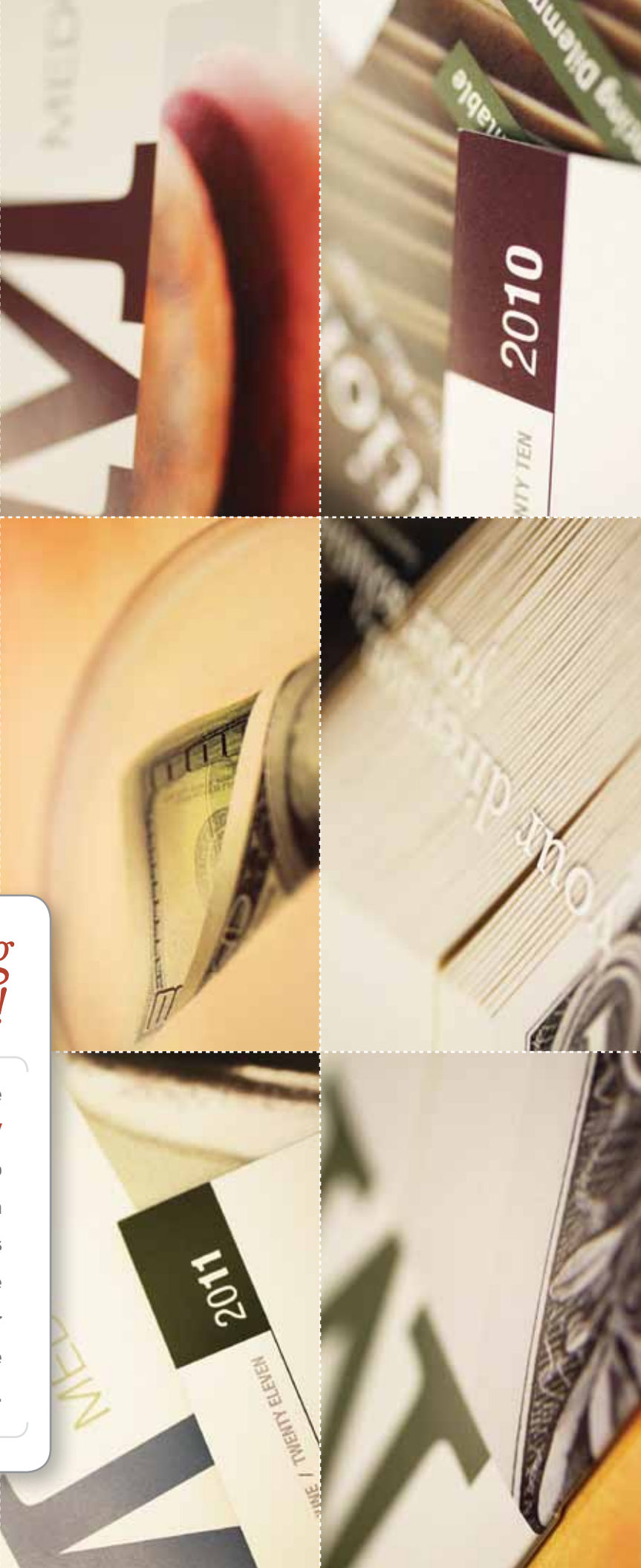
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Changes Coming to Med One to One!

Beginning in 2012 Med One to One will be moving to a **Quarterly** distribution. This will allow us to expand and improve our publication and give you a better experience as a reader of Med One to One. We are grateful for the supporters of our publication and are excited for the potential that this change brings.



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Never Forget Letter From The Editor by Troy Tait



Like most people, September 11, 2001 is a day I will never forget. As we recently commemorated the ten year anniversary of this tragic event, I thought about where I was and what I was doing that day. As I sat watching memorial videos with my family, I kept going back in my mind and reliving that day. I can vividly recall the activities I was participating in when we heard the news. I looked at my wife and kids and tried to understand what they were thinking, and tried to comprehend the change this tragedy would inevitably bring.

My kids, ages 17, 15, 12 and 8 year old twins, have a completely different perspective of that day. They have very little memory of the event. My two oldest (7 and 5 at the time) recalled the events but were too young to really grasp the magnitude of the situation. They knew something bad was happening because of the concern their parents had, but it was happening so far away from us that it didn't seem real. It became very clear to me, that as their parent, I had a responsibility to help them understand this event. And even more importantly, to help them never forget the heroes of that day.

All too often in life, we get caught up in our day-to-day activities and seldom stop to think about those who have done so much for us, whether past or present. The simple things like the homeland security,

freedom of speech, or a democratic government are things we may never think twice about. Yet all over the world, wars are being fought and people are dying for these same things we enjoy every day. Do we stop to think about the sacrifice of those who preserve our freedom, regardless of our political views? Do we teach our children that it's important to be grateful for what we have and show respect towards our country?

As we move into the Thanksgiving season, I think it is appropriate to express our gratitude to those who have - in big or small ways - done something to affect our lives. Let them know you appreciate their influence and what they have done for you. Take time to reflect on everything good in your life, and be grateful for the life you have. Stop and smell the roses once in a while, get two scoops the next time you get an ice cream cone, and never pass up an opportunity to talk with a child. Be grateful for your health, the people you love, and the freedom you enjoy. William Lecky summarized this idea nicely when he said, "There are times in our lives when most of us would have given all the world to be as we were yesterday, though yesterday had passed over us unappreciated and unenjoyed." Take every opportunity to make the most out of the life you have. Appreciate and enjoy the beauty of today.

"All too often in life, we get caught up in our day-to-day activities and seldom stop to think about those who have done so much for us, whether past or present."

"It was our belief that we could make access to critical equipment through leasing much more convenient and palatable as we took the red tape and "hassle-factor" out of the equation for our customers."



Reflection and New Direction: Announcing New Developments at Med One

Letter From The Owners by Larry Stevens

When Med One opened its doors on April 1, 1991 we had but a limited view of what we hoped to accomplish and where we thought the company could ultimately go. As an ownership group, we had a best case vision of what we might be able to accomplish, but we didn't dare to spend too much time thinking about it because success seemed to be such a remote possibility and so far into the future.

Our view of success was pretty one-dimensional back then. We hoped we could bring a new approach to the equipment leasing business by concentrating on healthcare equipment and focusing on acute care hospitals as our preferred customer base. It was our belief that we could make access to critical equipment through leasing much more convenient and palatable as we took the red tape and "hassle-factor" out of the equation for our customers. Indeed, our approach did score some early successes,

but we didn't dream at the time that we could have an impact on the way so many hospitals acquire their equipment. Today, we actively do business with 2,500 of the nation's 6,000 acute care hospitals.

We had gained some experience in the peak need rental business, and we could see that hospitals were using rental as a "default" method of obtaining the permanent use of certain types of technology as capital budgets continued to tighten. We understood rental was not an especially good fit for long-term acquisitions of equipment, yet we also understood the great allure rental held in certain situations. Customers found it very attractive to be able to fulfill some of their important and pressing equipment needs without having to come up with cash, provide credit information, negotiate legal documents, or make long-term commitments.

In the beginning, offering a rental option was one of the last things we ever contemplated doing. Offering equipment rental is a very capital-intensive proposition for the one providing the equipment, and capital was one thing we had a critical shortage of. Over the years, however, as Med One grew and learned more about the needs of our customers, we began to offer several highbred rental products that allowed our customers to take advantage of all the attractive elements of rental, but at a much lower cost and with a significant benefit when/if they decided to purchase the equipment. This innovative approach has cascaded into many areas of our business and spawned many similar programs.

Elsewhere in this publication, you will be able see our year-to-date results in some key elements of our business. You will see we have purchased nearly \$150 million worth of new equipment so far this year to fulfill the leasing needs of our customers. We expect that by the end of 2011, we will have purchased \$200 million or more. These astonishing numbers have been fueled in large part by the programs and relationships that we have developed as a result of our unique approach to equipment leasing, and our commitment to make the concept of rental actually work to the benefit of our customers. You will also see that we are on track to achieve over \$10 million of rental revenue during this year. Notwithstanding our original trepidation about getting into the rental business, we got in. Today our inventory of equipment available for short term/peak need rental is valued at well over \$30 million.

All of this is to emphasize what Med One has become as the company has matured, grown, and added capacity. Our mission is simply, "Making Medical Equipment Available." Our slogan continues to be, "At Med One We Do One Thing Very Well... Whatever It Takes." We hope that every one of our employees understands our mission and reflects the principles embodied in our slogan when they serve our customers. In the past 20 years Med One has become a

much different company than we originally anticipated. Some of the capabilities that we have developed, and the skill sets we now offer weren't even on the drawing board twenty years ago.

Due to our success in leasing activities, we had to develop the capability to re-deploy the equipment that customers return at the conclusion of their lease terms. In order to



Architectural rendering of new facility to be built on the property adjacent to Med One Capital.

properly market our used equipment inventory, we had to become proficient in servicing the equipment we sell, lease and rent. These dynamics have led us into major initiatives with our nation's Critical Access Hospitals (hospitals that serve our fellow citizens who do not live in or near major metropolitan population centers). They have also led us to seek and develop opportunities to participate in an international marketplace. We are actively seeking opportunities to expand our "non-finance" related revenue. Med One has matured to the point that our core business will not be our only business.

In this regard, we recently announced to our employees and other key partners two exciting new developments in the development of our company.

First, Med One has been named a primary distribution partner to sell IV disposable products and other key medical products into the Latin American marketplace. This distribution partnership with a major manufacturer of medical products is a significant honor for Med One. We believe that it will

provide an opportunity for Med One to participate in the healthy growth that is happening in the international marketplace. It will also open significant channels for us to better manage and deploy our "end of lease" available equipment.

Second, we have just announced plans to expand our physical facilities by developing the property adjacent to our present location and build another building. This new facility will allow us to expand our warehouse capacity needed for adequate staging of our equipment sales and rental activities. This expansion will also give us an opportunity to significantly upgrade our Biomed and equipment service capability. This is a major focus for us as we endeavor to serve the

Critical Access Hospital market segment in a more comprehensive and meaningful way.

These two recent developments are significant milestones in the history and development of our company. We are hopeful this will prove to be only the beginning of some very exciting opportunities for Med One and our employees. We never intend to abandon our core capabilities with respect to the equipment leasing and the equipment rental business. We believe that we have made a significant impact in both of these segments. We have attracted an unforeseen amount of attention. We will in the months and years ahead continue to "raise the curtain" on Med One in order to make a real and significant contribution to the healthcare delivery system. We never anticipated that our little leasing company could have such an exciting and dynamic opportunity. We continue to be gratified and in awe of the commitment of our family of employees and the great business partners we have been blessed with. Thank you one and all for the significant part you have played in the history and growth of Med One.

Humorous Annoying Ridiculous Makes no Sense

Ten H.A.R.M.S. of Business Travel

by Robb Stevens: Assistant VP of Sales

From navigating through crowded airports to the traditional good night phone call home, anyone who travels as part of their job knows the travel "experience" is full of peculiar and at times even frustrating situations. If you travel even a little, you quickly learn these challenging situations do not go away just because they bother you. Your choice is to either be miserable, or accept the things you cannot change and simply laugh and move on. From the trips I've been on, my list of situations that I call "H.A.R.M.S." (Humorous, Annoying, Ridiculous, Makes no Sense) is constantly growing. Here is my top ten:

1 Luggage shops at the airport

Just about every large airport I've been through has a luggage store located inside. I've purchased a few pieces of luggage in my life, but I can honestly say when shopping for a new suitcase I've never thought, "Hey,

I wonder if I should head over to the airport luggage shop to compare prices?" Seriously? Who is buying luggage at the airport?

2 Loud talkers on the airplane

On an early morning flight, it usually doesn't take long to fall asleep because it's dark, and most the other passengers are doing the same thing... unless the people sitting directly behind you form an instant connection resulting in loud conversation for most of the flight. So much for a power nap! If I can hear every word of the conversation behind me in vivid detail, despite wearing noise-canceling headphones with music playing, they are definitely talking too loud.

3 Long winded / preachy flight attendants on the P.A. system

Every flight has the traditional flight attendant script with the safety demo, menu of pseudo snacks and beverages,

and the ever popular "turn off your electronic devices so the plane won't malfunction." This stuff has to be said—it's part of their process. However, some flight attendants feel a need to personalize or editorialize an otherwise brief dialog. The more time you spend on airplanes, the more you zone out anything spoken over the P.A. system unless it pertains to a problem with the airplane or a delay.

"Anyone who travels as part of their job knows the travel 'experience' is full of peculiar and at times even frustrating situations."

4 Spring-loaded water faucets in airplane lavatories

For some reason, the airlines don't think anyone that flies has any idea how to turn off a water faucet. To prevent flooding in the lavatory then, all planes are nicely equipped with spring-loaded faucets. This wonderful innovation gives you about a two second shot at washing your hands. To get all the soap off your hands takes pushing the faucets multiple times, so once you're done washing your hands, I'm pretty sure you need hand sanitizer as well.

5 Airports that have all the best food options outside of security

If you're like me, your primary objective once checked in at the airport is to get through the security line. After security, I can then relax and think about getting some food before the flight. At some airports though, the best food options are set up outside security. This makes it tough if you're on a connecting flight. Who wants to go through security all over again just to get to the best food options? Not me.

6 Finding an outlet in hotel rooms

Hotel rooms are notoriously short on electrical outlets. There's always one behind the bed, but the bed is bolted to the wall so you can't get to it. Your cell phone needs charging, but where? I guess I'll concede that the bathroom is an excellent place to charge a cell phone or plug in a laptop. I'll remember that for next time.

7 "Thank you for your patience!"

Fly enough and you will experience flight delays, planes with mechanical problems, and so forth. It always makes me laugh though, when the flight attendant thanks the passengers for being "patient." It's not like you have a choice when they won't let you off the plane! Of course I'm glad they're taking necessary precautions to ensure passenger safety, but that doesn't mean I'm feeling patient while sitting on a stuffy plane that isn't moving.

8 The person who insists on talking to you despite the fact that you're wearing noise-canceling headphones

When you are on an airplane, wearing noise-canceling headphones with your nose buried in a book should be a pretty good non-verbal cue you're not interested in small talk with the total stranger next to you. However, some people love to talk to anyone who happens to be listening (or trying not to). If you are in that situation you can either be a jerk and shut them down or politely hear them out and hope they eventually fall asleep.

9 The passenger with strong smelling food / body odor

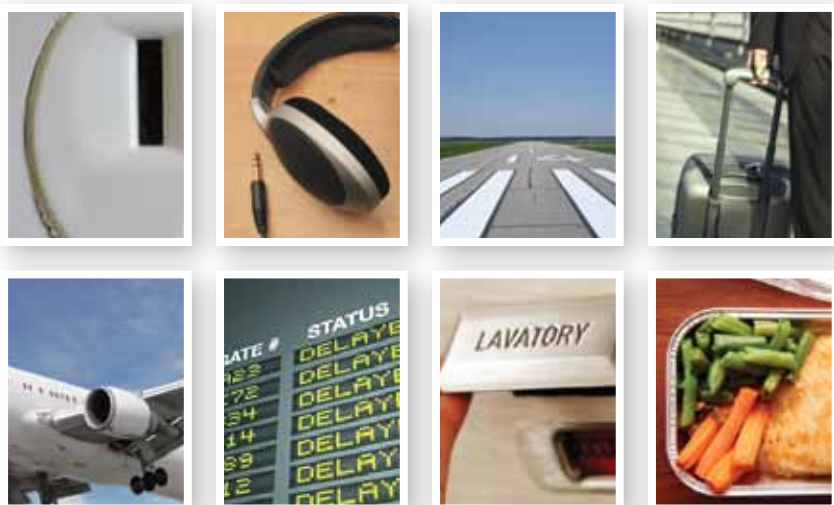
I've brought food onto the plane before just like anyone else. There's nothing wrong with bringing your own grub, but certain foods permeate through the plane and linger the whole flight. The only thing worse than strong food odors is sitting next to the person with really bad breath or foul body odor. Every time the person breathes or in some cases moves, you get a nasty

whiff of nauseating halitosis or B.O. A mint, some gum, a little deodorant, or maybe even a shower would go a long way in solving this one.

10 The phone call home to say good night

When you're traveling you miss your family, and it's good to call home and say good night. I learned pretty quickly (the hard way) what to say and what not to say when I call my wife from the road. I've learned to let her tell me how her day was first before I elaborate on how mine was. If she had a good day and the kids were well behaved, it's safe to share some fun details about my day. If her day was crazy with the kids, then I share far fewer details about what my day was like, especially if it involved playing golf or eating at a nice restaurant with a customer. Less is sometimes more on the good night phone call.

I'd love to hear about your favorite **H.A.R.M.S.** of travel. Feel free to e-mail them to editor@medonecapital.com.



Raise Your Hand If You Have Killer Dedication

by Spence Tueller: Director of Key Accounts

I heard a story several years ago about a college football coach who went on the road recruiting with one of his assistants. One of their top recruits lived in a rural area, so they decided to do some hunting after their visit. With their truck packed with rifles and hunting gear, they pulled up to a nice country home surrounded by a large farm. The head coach asked his assistant to stay in the car as he went to the front door to see if it was a good time to visit.

The coach knocked on the door and was invited inside. After a brief visit the family indicated they were not doing well because one of their cows had become sick and needed to be put down. This cow had been on the farm for many years and the family

mourned her sickness. The coach asked if there was anything he could do, and the family asked if he would be willing to shoot the cow as a favor to the family. The coach accepted. Through the window they pointed out the cow lying in the pasture, and the coach said he would take care of it. He said his good byes and made his way back to the truck. As he walked back to the truck he decided to have some fun with the situation. With a mean look on his face he approached the truck with the assistant coach sitting inside. "How did it go?" asked the assistant. "Not well... not well at all," explained the coach in an angry voice.

The coach told his assistant that this top recruit who had made a commitment to their team just weeks earlier had changed his mind and was not interested in playing for their team. "This just infuriates me!" said the coach. "In fact, it makes me so mad that I'm going to shoot one of their cows!" As the coach pulled out his rifle and loaded a round, he continued, "How can this kid, who you count on to help build your team be so rude and disrespectful? That is not okay with me, and I'll show them our team will not be treated this way!" The coach walked over to the fence, aimed and fired a shot killing the sickly cow. As he turned to walk back to the truck he heard two more guns shots. He looked up and saw the assistant coach running back to the truck from the opposite direction, carrying his rifle. "Coach! Hurry, hurry! I just dropped two of their horses; now let's get out of here!"



"Let Med One be your dedicated assistant as it relates to leasing and financial solutions."

Although there are several lessons to be learned from this story, the dedication and commitment the assistant coach showed to the head coach stands out to me. Although the assistant's actions may have been a little extreme (or way over the top), he was committed to the head coach and supported him in his actions. Having dedication and commitment is important in any job and in any industry.

I was recently working on a deal for a government owned medical center. They made a decision to acquire some much needed infusion pumps but were struggling to determine the best time for the purchase. As is often the case with capital purchases, it became a budget issue. What money is available for the equipment? How and when do we make the purchase? How can we structure financing to meet our budget and clinical requirements?

After some discussion between the sales rep, purchasing department, and contracts officer at the hospital, it was determined budget money was available in their 2011 budget. Unfortunately this money was only available until September 30, just ten days away. Another issue was that equipment installation could not be completed until late January 2012 at the earliest. We needed to come up with a solution that would allow the medical center to use available funds from the 2011 budget for infusion pumps that wouldn't be ready to go live until 2012.

Well, we did it! We successfully structured a lease that met each of the requirements for the medical center and helped our vendor partner close a sale that otherwise may not have closed. Because everyone involved in the process was dedicated to finding a solution for the medical center, they will receive the equipment they need in a personalized deal that matches their needs.

Where We Stand Company Numbers

MED ONE CAPITAL	AUGUST 2011	2011 YTD
NEW EQUIPMENT PURCHASED	\$15,450,085	\$130,436,458
NUMBER OF NEW LEASES	68	
TOTAL CUSTOMERS		2,475
TOTAL EQUIPMENT LEASED		\$408,094,110

MED ONE EQUIPMENT RENTAL	AUGUST 2011	2011 YTD
TOTAL RENTAL REVENUE	\$ 722,320	\$ 6,577,960

Your Direction, Your Solution

Acquisition Solutions

EACH SOLUTION OFFERED BY MED ONE CAN BE CUSTOMIZED TO BEST FIT THE NEEDS OF THE CUSTOMERS. WE HAVE TWENTY 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.

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 simple agreement 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 simple agreement 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.

EQUIPMENT SERVICES

Our Equipment Services division includes full time OEM certified technicians who can meet the needs of a single department or the needs of your entire facility. We offer service repair options on a wide variety of equipment, including PM services. Additionally, we have patient ready refurbished equipment available for sale or rental that includes a warranty. Available Equipment: Infusion, Respiratory, Oximetry, Monitoring, Imaging, Sleep Study equipment and more.

EQUIPMENT RENTAL

Med One Equipment Rental is an authorized rental dealer for Alaris Systems and Sigma Pumps. We carry equipment from leading manufacturers and our refurbished medical devices are patient-ready, include a full warranty, and are factory tested. Equipment Available to Rent: Modular Systems, Syringe Pumps, Infusion Pumps, Patient Monitoring Systems, Pulse Oximeters, Smart Pumps, SCD's, Ventilators, Bi-pap Machines and much more.

Will You Be A Survivor And Thrive Under Healthcare Reform?

by Ibbby Smith Stofer: Director Of Hospital / Customer Relations



I have recently reflected on how our primary customer, the hospital, is changing and what that means to our business, our partnerships and our future.

When I began my career so many years ago, I had the opportunity to work with both a sales organization and hospital customers. The process of selecting technology was very different. In fact, the individuals we thought of when we thought of our customers were very different.

It was all about sales and customer relations, clinical preference and price. Reps built relationships with the key nursing personnel, who then worked internally to secure approval to purchase equipment. Price negotiations were directly with the sales rep and the materials manager. Once the equipment was purchased, the sales person did the training and implementation-that meant pulling out the old, installing the new and staying around the clock for several days to answer questions and troubleshoot.

The first notable change for me was the development of Group Purchasing Organizations (GPO's) and the role they suddenly played in approving technology and setting price expectations. The decision was still centered on the clinical needs and preferences,

"We realize the customer's needs are changing and we are running hard to catch up and find solutions."

and the role of the GPO was to provide choice and competition versus relationship based decisions. There was little negotiation of price at the hospital level.

With the introduction of the Integrated Delivery Networks (IDN's), manufacturers, hospitals and GPO's all had to change their processes and expectations again. The decisions were now focused on volume and compliance that the IDN could bring to the GPO and manufacturer. Clinical decision makers at the hospitals were now part of a committee decision. Add the concept of smarter technology and the committees became larger, involved different budgets, and decisions were framed around both today's needs and future requirements. IT and the CFO were now active participants in technology acquisition and replacement decisions.

As healthcare reform has focused on the accountable care model, pay for performance as never before, loss of reimbursement linked to hospital acquired infections, and a prevention versus treatment approach, the look of today's hospital will continue to change. The decisions on what to acquire or replace will most likely continue to be a current and future discussion in committees comprised of clinicians, IT professionals, physicians, finance departments, supply professionals, and infection control managers to name a few.

The reimbursement and healthcare reform initiatives like pay for performance, quality, and patient safety are stretching budgets that were already thin, but are helping healthcare providers make better business decisions that balance both immediate and long-term needs. As you consider the roles of the key committee members, the risk manager, infection control manager, CFO and IT manager are strong voices that have come to balance the concept of clinical preference.

For those who participate in these hospital decisions, we need to do the same balancing of today's needs and understand how the future interacts with these decisions. Will the equipment be capable of bar coding?



Will it interface with our other reporting systems such as EMR, pharmacy, billing and supply? Will this product or service help us to reduce infection risk? Will it help reduce re-admissions? What impact will it have on patient safety and satisfaction? What is the return on the investment? Have we fully explored what options or competitive solutions are available and at what costs?

If you are in medical equipment sales, you need to consider these questions from the perspective of the hospital committee's view as well as your company's view. We can no



longer hope our tenure in a territory or long standing relationships and brand name will carry the day. Our products and services may need to be capable of serving a wide array of organizations from hospitals, physician offices, surgery centers and home care providers to not only survive reform, but to thrive under it. If it remains hospital only, products and services need to interact with the many systems and processes hospitals are using to increase patient safety and satisfaction, and also maximize reimbursement opportunities at competitive prices or acquisition costs.

If you are working for a GPO, you need to work with your contract suppliers. Find

a way to offer their goods and services to this breadth of customers in a manner that doesn't put a significant cost burden on them, but also meets the complex customer models that are likely to emerge from all the healthcare reform. Your business model and approach may also need to change in order to survive and thrive!

If you are a healthcare provider, you need to consider many of these points and realize the medical device manufacturers may not be quite ready to service the hospital of the future. However, we realize your (the customer's) needs are changing and we are running hard to catch up and find solutions that work for all of us. While you change in order to survive and thrive we will be right there with you.

The changes in look and feel as well as the decision process

at today's hospital can be intimidating, overwhelming, and at the same time refreshing. I know that we at Med One Capital are looking at these challenges and asking what we need to do differently to support both our vendor partners and hospital customers. We welcome your thoughts and comments as we all move forward in this era of continued change. Adopt the attitude of the survivor, become the champion of change, and become an individual or organization that not only survives all these changes but one who thrives under them. Best of luck to each of our readers as we all continue to navigate the changes in our roles, the environment around us, and the expectations of our customers and ourselves.

I have been with Med One Capital for over two years now, working on the Operations team and interfacing with the Sales team and Accounting department. One of the many memorable moments for me here at Med One was attending a company retreat in Half Moon Bay, CA and sharing in the company vision as we continue to spread the Med One story to our customers. I work with some pretty amazing people, and I'm grateful for this opportunity to sharpen and develop new skills in the leasing industry.

I was born and raised in Logan, Utah home to Utah State University. Growing up with two brothers and right next to campus, I got an early start cheering the Aggies to victory in football and basketball. My brothers made sure I excelled in the activities they enjoyed, especially riding dirt bikes. I taught my little brother to ride when he was five years old and we covered quite a bit of territory on my little Honda 70; what a sweet ride! That competitive spirit I learned from my brothers carried over to skiing, and I placed in several events including winning the Coca Cola Cup as a senior in high school. I also skied for Utah State University and still enjoy hitting the slopes whenever I can.

My occupation for the next twenty years was a stay-at-home mom. So yes, I have an amazing skill set including: gourmet chef, nurse, chauffer, laundry attendant, maid service and #1 fan of my three amazing children, Dallin, Jace and McCall. Having three children in four years kept us all going in a million directions and I loved every minute of it. They are currently in college and building their own lives. I am enjoying this next phase of watching them reach their goals.

I now have more time to pursue some of my favorite things, which include running, working out at the Life Center with good friends, hiking with my kids in the beautiful mountains here in the Salt Lake Valley and skiing the greatest snow on earth! When I can, I love spending time at our family condo in Bear Lake and water skiing at Lake Powell with our friends and



Teri Benson

Employee Spotlight

family. I also enjoy designing jewelry for baby girls and their mothers, as well as custom jewelry for weddings and other special occasions. I am looking forward to expanding this to a business when time permits.

Over the past few years, I have gone through some significant changes with my health and family life. There were many times I wasn't sure if I could make it through some of the challenges placed before me. However, this thought has given me strength, "If your world gets destroyed, build a new one... and build it better!" Since I chose not to give up, I have become a much stronger person, a better mother and friend. I appreciate the opportunity Med One Capital offers as I continue to build it better!

The Passing of Steve Jobs... What Is My Mark On The World?

by Nate Davis: Network Administrator

With the recent passing of Steve Jobs, my mind has been caught up immensely on the question, "What is my mark on the world?" I have watched Steve for over 14 years. I can remember many early mornings watching the streamed keynote presentations as he announced new Apple technology and updates. I watched each and every one. I was always captivated as he took the stage and changed the world with new ground-breaking innovations. He was masterfully passionate, and you could tell when he spoke, he spoke about the things he loved. I have always wanted to be as passionate about my work and everyday life as he was.

Looking back at Steve's life, I get a sense of awe at the power he had to change the world. He changed the way we communicate and the way we interact with our electronic devices. He also made it possible to maintain lasting connections with family and friends separated by distance through technology like Facetime. He led a very private life, and really tried to do what mattered most. It appeared he didn't do things for the recognition or salary (he had an annual salary of only \$1). He did it because he believed it was the right thing to do. Isn't that how we are supposed to live our lives? Looking at our own circumstances, and then thinking, "How can I make it better? What can I cut out of my life that is not important?"

I want to leave my personal mark on whatever I touch. I want to be remembered for changing the lives of those around me for the better. I wish sometimes, that tragedy didn't have to happen to make us reflect on the progress of our own lives. But I also see that too often we fall into doing what is comfortable and just going with the status quo. We need events in our lives to wake us up, and give us a renewed sense of purpose, power and determination to change the world for the better.

My favorite quote from Steve comes from his commencement address at Stanford in 2005. He said, "Don't be trapped by dogma – which is living with the results of other people's thinking. Don't let the noise of others' opinions drown out your own inner voice. And most important, have the courage to follow your heart and intuition."

My memories of Steve Jobs will always be culminated in the thought of "Don't Settle," remembering there is always room for improvement and growth. May each of us re-evaluate our lives and examine our routines at work and home to see what we can change for the better.

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