

MED ONE TO ONE

23

NEW BUILDING

Take a peek inside our second
corporate building in Sandy, Utah

A LOOK BACK 5' IN THE REAR VIEW MIRROR

Letter From The Owners

LETTER FROM 3' THE EDITOR

ISSUE **48** APR / MAY / JUN

Med One To One consists of editorials, a message from our owners, testimonials, information regarding our solutions, employee spotlights, and more. Quarterly issues are published 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 owes our success to our valued customers and supporters. To subscribe to a digital version of *Med One To One*, please visit www.medonecapital.com or send an email to editor@medonecapital.com.

Smarter. Easier. Better.



Healthcare Leasing and Rental

In 2016 Med One celebrates 25 years in business. From humble beginnings Med One now services half of the nation's healthcare facilities. At Med One, we make medical equipment available, and we do it by creating the best possible experience for our customers. Led by Larry Stevens and Brent Allen, Med One has grown to become one of the largest independent leasing and rental companies in the country.

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IBBY SMITH STOFER

25 YEARS AND COUNTING...

LETTER FROM THE EDITOR WRITTEN BY: TROY TAIT

On April 1, 1991, Med One Capital began operations in Midvale Utah. 25 years later, we had the opportunity to celebrate the success of this great organization. As part of our Annual Meeting, we had a few extra elements to recognize this milestone.

The two-day meeting was held at the Montage Deer Valley Resort and it was a perfect setting. We started off with a combined sales meeting, giving us an opportunity to bring all our sales teams together and discuss our efforts for the first part of the year as well as create some strategic plans for the rest of the year. The afternoon session was a chance to bring our Management teams together to discuss the status of the organization and make sure we are all on the same page—ensuring we are all moving in the same direction. The day was capped off with a nice dinner and some great team building activities.



Friday was our general meeting and it involved almost every Med One employee. We started out the morning hearing from each member of our Board of Directors. They were asked to share some insight into their backgrounds and professional experiences. This was a great opportunity for our employees to learn more about this group of individuals who provide insight and advice concerning the development and progress of Med One.

In the afternoon our CFO gave an overview of where we stand, and then the Marketing Department shared a presentation on the last 25 years. It highlighted our founders and owners, Brent Allen and Larry Stevens. We then had the opportunity to hear from both of them. Everyone in attendance gained great insight into and knowledge of what these two have done to build this organization to the level it's at. That night we had a dinner and then the opportunity to hear from Merrill Hoge, a former NFL player. His presentation, "Find a Way" was very entertaining and highly motivating. He shared thoughts and ideas that could be applied to every aspect of our lives. The night was capped off with a "25th Anniversary" party.

Our annual meeting is one my favorite activities in this company. It's always good to bring everyone together and focus our efforts. I look forward to participating in and implementing the new ideas that are shared.

On another note, I would like to take this opportunity to express my appreciation to Mike Spence. Mike was a longtime supporter of Med One, serving as our legal counsel and member of our Board of Directors. He was instrumental in the growth of Med One and helping us

become the company that we are today. He was there in the beginning and has offered great insight and support over the years. We were fortunate to have Mike present at the annual meeting, sharing his insight and thoughts on the industry and future of Med One.

Unfortunately, shortly after the annual meeting, Mike was admitted to the hospital after being diagnosed with acute interstitial pneumonia. He passed away a few days later after a valiant battle with this terrible infection.

I am grateful for the time we were able to spend at the meeting and to hear his great insight and advice. Mike will be greatly missed but his influence will remain for many years to come.



LOOKIN' GOOD CORONA



Recently, Med One put the finishing touches on their new Corona, California distribution center. The office includes 7,600 square feet of office and warehouse space, 3 delivery vehicles, and 10 employees working out of this location. The office is a great upgrade and allows Med One a greater ability to service their surrounding customers.



A LOOK BACK IN THE rear view mirror

WRITTEN BY: BRENT ALLEN



During our recent annual company meeting held in Deer Valley, Utah, I invited our employees to join with me in looking through Med One's 'rear view mirror'. To anyone reading this article, I extend that same invitation. That rear view mirror contains 25 years of Med One history. It encompasses many fond memories and incredible lessons that I have learned over the years. Unfortunately, many of the memories and lessons have begun to fade with time. But as I ponder and reminisce on our history, the memories are slowly returning.

A story was told about a church minister who moved into a quiet neighborhood. One day he saw a neighbor boy who was selling a used lawn mower. The minister walked over to talk with the boy, and after some intense negotiations he purchased the mower at a bargain price. The next morning the minister prepared to mow his lawn. Unfortunately, he couldn't get the mower to start. He pulled on the cord but the engine wouldn't turn over. Moments later the boy rode by on his bicycle. The minister called him back and asked him, "How do you get this mower to start?" The young boy answered, "You need to cuss at it while you are pulling on the cord. Just use some of those 4-letter words." With a puzzled look, the minister responded, "I can't do that. I have been a minister for 20 years now. I don't even remember any of those 4-letter words." With a grin on his face the kid said, "Just keep on pulling...they'll come back." The Med One memories and lessons are beginning to come back to me as well.

glance #1

With my first glance into that mirror, a powerful lesson returns—WE MUST DREAM BIG, BELIEVE IN THE DREAM, AND BE WILLING TO LET GO. I am convinced that we can become almost anything we want to become, do almost anything we want to do, and go almost anywhere we want to go. But first we must have a dream, we must believe in that dream, and we must be willing to let go.

I have frequently related the story about a hiker. It was a beautiful, clear autumn day. This young man hiked the entire day, and late in the afternoon he reached the summit of the mountain. It was quiet and peaceful as he basked in the beauty of his surroundings. He peered over the edge and admired the beauty below. Suddenly, the ground beneath him began to shift. His efforts to reach safe ground were in vain as he began to fall. He was certain that this was the end for him. Fortunately, there was a tree growing out from the side of the mountain. He was able to grab the tree and hold on tight. The tree became his only safety net. He helplessly hung from the tree and realized that if he let go he would fall several hundred feet to his death. He desperately yelled, "Is there anyone up there who can help me?" Silence followed. Again he yelled, "Is there anyone who can help me?" This time a thundering voice broke the silence and identified himself as God. "What do you need?" asked God. "As you can see, I am desperate," said the young man. God asked, "Do you believe?" "Yes, I believe," said the hiker. "Are you sincere in your belief?" asked God. "Oh yes! I am very sincere in my belief," responded the hiker. "Do you believe from within the depths of your heart?" asked God. "From deep within my heart," responded the hiker. "OK," God said, "if you believe, and it is a sincere belief, and it comes from deep within your heart and soul...then LET GO." The young man looked up, then looked down observing the several hundred-foot drop, and finally looked back up and yelled, "Is there anyone else up there who can help?" It is not enough to just dream. Nor is it enough to just believe in the dream. We must be willing to let go.

glance #2

This brings me to my next glance into the rear view mirror. With this glance comes a lesson that I will never forget. It is about having COURAGE to pursue our dream. Someone once said, "You cannot swim for new horizons until you have courage to lose sight of the shore." This means leaving our comfort zone and broadening our horizons. It is a painful process, but the reward is generally well worth it.

When I think of courage, my mind reflects on the biblical story of David and Goliath. The army of Israel was engaged in a deadly war with the army of the Philistines. One army poised on one hill, the other on the opposite hill, with a valley in between. Among the Philistines was a giant of a man named Goliath. He was over 9 feet tall. Goliath came down to the valley and issued a challenge to the army of Israel. He said,

"Choose you a man and let him come down to me. If he is able to kill me, then we will be your servants. If I prevail against him, then you will serve us." The Israelites were terrified. No one wanted to take on the challenge offered by the giant, but David, a young shepherd boy, was not intimidated by the bully. He volunteered to fight him. What courage David demonstrated on this occasion. Without armor, David selected 5 smooth stones from the river bank, placed them in his bag, and with a sling in his hand he went down into the valley to face Goliath. Goliath was insulted that the Israelites would send a mere boy to meet his challenge. In anger, Goliath came at him. David reached into his bag, removed a stone, slung it, and smote the Philistine. Goliath fell to the ground. We learn that it is easy to be brave from a distance, but David clearly defined courage by facing a challenge head on.

glance #3

A third glance into that rear view mirror and another powerful lesson appears. This lesson is about NEVER GIVING UP as we pursue our dream. Recently I've read several books about the U.S. Navy Seals. I have learned that they embrace a very unique philosophy called the 40% rule. When your mind and body are telling you that you're done, you're really only 40% done. You actually still have 60% left in your tank. What a powerful concept this is—and a useful tool each of us should embrace.

Seal training is a lot like the real world in which you and I live. There is an easy way to quit. You can simply give up. In Seal training, you simply ring a bell in the middle of the compound in front of all your buddies, and you walk away. All you have to do to quit is ring the bell. Ring the bell and you no longer have to get up at 5:00 a.m. Ring the bell and you no longer have to do the freezing cold ocean swims followed by rolling in the sand. Ring the bell and you no longer have to do the runs, the obstacle course, the PT or experience the hardships of training. Just ring the bell. 75% of the trainees ring the bell. The few who don't become U.S. Navy Seals. They are the toughest of the tough. From the Seals, we learn a powerful lesson...Don't ring the bell.

I have learned that "experience is what we get when we don't stop trying." We have had a lot of employees who just don't stop trying. They are committed to an internal philosophy that we have embraced at Med One—No matter what happens... Don't ring the bell.

glance #4

My next glance into the rear view mirror and another valuable lesson is coming back to my memory. This is a lesson about the power of TEAMWORK. Alone we can do so little, but together we can do so much.

Recently I read an article about the Arctic Tern. This is a small bird that lives near the North Pole. Each year it zigzags between Greenland and Antarctica and then zigzags back

home again. This bird racks up about 45,000 frequent flier miles each year. Since the bird lives 30 years or more, the researchers estimate that over its lifetime, an arctic tern migrates about 1.5 million miles (equal to three trips to the moon and back). Each year it flies all that distance and returns to just the same spot it left the year before. This little bird never makes a wrong turn.

Unfortunately, we do not have a built-in navigation system like the tern. But we do have something much better. We are born with the ability to ask for help. It is called teamwork. A well-known television personality put it like this: "When I was a boy and I would see scary things in the news, my mother would say to me 'Look for the helpers. You will always find people who are helping.'" I submit to you that our world is full of caring people who are helpers. We don't need to travel this journey by ourselves. Our success at Med One has been largely attributable to our many helpers. It has been a team effort. We have learned that none of us is as smart as all of us. I offer a big thank you to the entire staff at Med One for their teamwork and significant contributions to our success.

glance #5

My final glance into the rear view mirror reveals another incredible lesson. I am reminded of the wisdom contained in a Buddhist proverb. It says, "IF WE ARE FACING IN THE RIGHT DIRECTION, ALL WE NEED TO DO IS KEEP WALKING." Just keep walking—I think most of us understand and can relate to this wise counsel. But I read about a little leaguer who couldn't. In his first opportunity as the starting pitcher for his team, he walked the first 7 batters. The coach pulled him out of the game. The little leaguer walked into the dugout, threw his mitt

**"If we are facing in the right direction,
all we need to do is keep walking."**

on the ground and yelled, "Damn coach...he pulled me when I had a no-hitter going!" (Keep walking meant something different to him than it does to us.) The big challenge for us is to make certain we are facing in the right direction. It is staying focused on our objective. Then we just need to keep walking.

I am very grateful for the many lessons I have learned at Med One. We have experienced many victories as well as a few defeats. I firmly believe that each success we have experienced can be attributed to some basic concepts. I refer to these concepts as our formula for success. It is also a proven formula each of us can utilize when pursuing any worthy venture.

**Dream Big
Believe in the Dream
Let Go
Have Courage
Don't Ring the Bell
Look for Helpers
Face in the Right Direction
Keep Walking**



TEAM MED ONE

2016 ANNUAL MEETING / MONTAGE DEER VALLEY





AN ATTITUDE OF OPTIMISM

WRITTEN BY: JEFF EASTON



The first weekend in May I attended and participated in our 25-year anniversary company celebration. For the last 25 years, since 1991, Med One Capital has done a good job of demonstrating how we bring value to our marketplace and what makes us important to the marketplace—this has allowed

us to stay in the niche that has been created. I have now been with Med One Capital for over 8 1/2 years and it has been a great experience. As all are aware of the challenges the national and world economy has faced during this time, we here at Med One Capital have decided to not get discouraged but instead seek for new opportunities to excel. We have decided to lift ourselves, and others as well, by developing an attitude of optimism and by refusing to remain in the realm of discouraging thoughts.

We have been able to adapt and understand both the market and what our vendor partners and customers need. We have developed fantastic capital partners who allow us to do what we do best, which is "Making Medical Equipment Available". We have worked to grow our vendor and customer base in the leasing company as well as grow our medical equipment rental operations, and this has been extremely successful.

The first 25 years of Med One Capital have been fantastic. We have gone from a company that started with just a few transactions on the books to one that now has thousands; a company that started by servicing just a couple of customers to a company that has serviced and does service thousands; a company that started with only a couple of vendors to one that now does transactions with many, many different vendors on a yearly basis, and has multiple core vendors; a company that has seen the need and opportunity to greatly expand our rental operations; and a company that has great capital partner relationships.

How we react to the events of the next 25 years will become even more important than how we did in the first 25 years, as we will not be allowed to rest and become content. We will continue to generate new transactions, develop new customer relationships, improve our current customer relationships, as well as develop new vendor relationships while fortifying our existing vendor relationships. Finally, we will develop new capital partners as well as strengthen even more so our existing capital partner relationships. Over the past few years we have evolved from a technological stand point as well. We have already put in place the ability to even transact more business than we currently do without affecting the flow of our normal business process.

Med One Capital has put and will continue to put the necessary resources in place to serve the market and niche that we work in—key customer, vendor and capital partner relationships, internal personnel, systems, and processes. As we have grown and increased our customer, vendor, and capital partner relationships we have become a stronger partner for everyone that we work with; this benefits any entity we interact with. It is now more important than ever that Med One Capital stay tuned in to the market and the needs of our customers and vendors so the next 25 years will be even more successful than the first 25. We are dedicated to listening to our customers and vendors and working with them to become even more improved partners. I am so grateful to be part of a wonderful company that truly does care about all of our customers, vendors, capital partners, and employees. It is refreshing to come to work every day and it makes you want to work even more diligently to service the needs of all of those whom we have the privilege of working with. May the next 25 years be a time where Med One Capital makes an even larger impact on the niche in which we service by "Making Medical Equipment Available".

With its emphasis in the medical industry, Med One has an understanding of the specific challenges healthcare professionals face. The Med One philosophy is simple: determine and exceed the needs of our customers. With every deal, our focus is to provide for our customers' needs by helping them acquire equipment when they lack the funds to pay for it. Whether it's equipment financing or rental, or equipment sales or services, Med One has solutions that work.

EQUIPMENT FINANCING

Creative financing options available with ability to customize for each specific customer.

EQUIPMENT RENTALS

Peak need, long term, equity rental, and rent-to-own options available.

EQUIPMENT SALES

Off-lease inventory of pre-owned equipment and new equipment directly from leading manufacturers.

EQUIPMENT SERVICE AND REPAIR

Authorized service provided by our certified biomed team using OEM parts.

Med One will continue to be the leader of companies in America who offer as a whole the different services mentioned above. We will continue to evaluate and work with our vendors, customers, and capital partners to develop different products and solutions that will enable healthcare professionals to provide the best patient care available.

Med One Capital conducts business under the guiding values of dedication, accessibility, accuracy, loyalty and expertise. Med One Capital guarantees exceptional customer service, speed in the completion of transactions, and appropriate follow-up.

INNOVATIVE:

We have the experience to understand the needs of our customers. With this in mind, our innovative funding solutions are designed to adapt to those needs.

CREATIVE:

We will customize a solution that will work for you. Each transaction we process has the personal and unique Med One Capital touch to make sure you're taken care of.

RESPONSIVE:

We generally will complete a proposal in 30 minutes or less. When you call Med One, you become a top priority.

FLEXIBLE:

Our simple and timely processes allow us to create the solution that will work for you.

If you have questions regarding the new leasing standard and how it may affect your equipment acquisitions or if you have any other equipment acquisition needs, please contact our experts here at Med One. We're more than happy to help answer your question and provide you with the best possible solutions to acquire the equipment that you need for your operations.



ANNUAL MEETING 2016 MED ONE CAPITAL



BENNY TRAN

I was born in Houston, Texas, but moved at such an early age that I've always considered myself a native Californian. Growing up in Southern California, the sunny skies and beach weather always made me feel at home. If I wasn't at the beach in flip flops with my surfboard, I was in the mountains with my hiking boots and backpack. I fell in love with the outdoors in SoCal's San Bernardino Mountains and I brought that passion with me when I moved north to San Francisco in 2014. The distance was far enough to make it feel as though I was in a whole different state.

In November I proposed to my fiancée, Heather, on a backpacking trip we took for our 3-year anniversary to California's Lost Coast. We set up camp on the beach after 16 miles on the first day and I set up some cameras to capture the moment, since it was just the two of us (photography is one of my hobbies). There's a video floating around somewhere that I shared with Ken Dohnal. Luckily, she said yes and we'll be getting married later this year!

I began working in the industry as an equipment cleaner for Freedom Medical. After my first week, I was moved up to a delivery driver. Six months later, I requested a transfer to the Hayward office for the office admin position. Soon after, I took over the vacant Operations Manager position. After working there for another year or so, Med One had an opening and brought me on board in March 2015 and I've never been happier in my career. We have such a great team working in the Hayward office and I hope to help everyone grow and succeed in all their endeavors.



SCOTT WERTZ

I was born and raised in a suburb of Houston called Spring. It's northeast of Houston near the Woodlands and Kingwood. There were some woods and lakes nearby that I loved to hunt, fish and camp in with my friends. What I miss about Houston is the culture, the southern hospitality (there is such a thing if you haven't been there before) and the food (seafood, Mexican food and BBQ especially). What I don't miss are the humidity and heat, the traffic (it's much worse than Salt Lake), and the bugs.

Looking for a change and a little adventure, I transferred from the University of Texas to the University of Utah where I graduated in Economics. It was so much fun discovering so many new activities around the beautiful mountains, rivers and parks in the area. Coming to Utah, I fell in love with all the outdoors has to offer, as well as my wife Michelle, and decided to stay.

My wife and I have been married 21 years and have 4 children ages 19, 18, 16 and 12. It's amazing how different each of our children are, but somehow we find ways to have fun together, from riding 4 wheelers to playing up in Park City, camping and taking weekend jaunts to playing card games and watching movies together. Time with kids is on my mind a lot more as they are getting old enough to move away and pursue their own dreams.

I have spent the last 25 years in finance, mostly involved in life, disability and long term care insurance and investments, working with companies like Fidelity, Morgan Stanley and Axa Advisors. More recently, I ran my own specialty brokerage shop for about 6 years until the niche market all but dried up.

Even though I've worked less than a year with Med One, I've been very fortunate to stumble across a wonderful opportunity in a rare company culture. I enjoy, trust and respect those I work with and under—something I couldn't say in some previous jobs. My dad would always tell me to find work where you look forward to Monday mornings. I can check that one off my list. I enjoy the thrill of hunting and finding that new customer who needs our services and who has the capacity to write a lot of business with Med One.



JAY THORLEY

I was born in Southern Utah, but had the chance to live on each coast and in-between due to my father's work. Before I entered high school we moved to Salt Lake. I enjoyed playing football and after I was done playing, had the chance to coach at two high schools in the Salt Lake Area. I hope to be able to return to coaching in the future.



I married my wife, Tina, in 2004. We recently had our first child and are enjoying all of the changes he has brought into our lives. We have 2 boxers who are very excited to have a new baby to sniff and lick. In my spare time I enjoy watching sports, spending time with my family and lifting weights.

While I was attending college, I took a part time job at a mortgage company translating for clients who primarily spoke Spanish. Months later, I got licensed and started originating loans. Later, I had the opportunity to train new loan officers and work in the secondary market overseeing funding and pricing operations. I had no intention of leaving the mortgage industry but slowly became frustrated when it became more and more difficult to help clients who were credit worthy, but didn't fit into the ideal "box" that the industry now has.

Slowly I started looking for different opportunities and learned about Med One. For the last 6 months, I've had the chance to work in our Rental Department and the change has been very refreshing. I have been re-energized by the ability we have to work with facilities and customize solutions to their specific needs. Med One is a special company made up of great people, and I feel fortunate to be here and hope to be a part of the team for many years to come.



EQUIPMENT ACQUISITION

INFUSION, RESPIRATORY, MONITORING, OXIMETRY, IMAGING, SCD, BEDS, & MORE

LEASING & FINANCE

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 just 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.

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 just 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.

MAKE IT CUSTOM

Deferred Payments

Deferred payments allow purchase-minded customers to get their equipment now and pay for it later. Many deals are completed on the basis of a 12-month deferral.

Step-Up Payments

A step-up payment scenario provides a customer with a very low initial payment which increases over time to match the increased flow of revenue generated from the new technology.

Equity Rental

Simply issue a renewable purchase order (typically 1-12 months) 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 toward 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.

RENTAL, SALES, & SERVICE

Equipment Rental

Our Equipment Rental division 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: Pumps: (Infusion, Syringe, Feeding, Suction) Patient Monitors, Pulse Oximeters, Beds and Support Surfaces, SCDs, Ventilators, Bi-pap Machines and much more.

Equipment Sales / 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, Support Surfaces and more.

EACH SOLUTION OFFERED BY MED ONE CAN BE CUSTOMIZED TO BEST FIT THE NEEDS OF A SPECIFIC CUSTOMER. CONTACT US TODAY TO LEARN HOW WE CAN HELP YOUR FACILITY ACQUIRE THE EQUIPMENT IT NEEDS. OUR SIMPLE DOCUMENTATION, QUICK TURN AROUND TIME, AND CUSTOMER SERVICE HAVE NO COMPARISON WITHIN THE INDUSTRY.

REQUEST A QUOTE AT

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Successfully FAILING

WRITTEN BY: ROBB STEVENS



Recently I was reminded of a powerful lesson while teaching my nine-year-old son how to mow the lawn: It's okay to let him fail! As I watched him confidently and even joyfully push the lawn mower back and forth, my natural impulse was to correct him each time he didn't keep the line straight, or if he missed a small line of grass. Since he is new at it and I'm experienced, my way of measuring a job well done is entirely different from his way. It hit me as I watched him work that in his mind he was not failing, but was helping me get the work done, so I let him go. The job got done and my boy succeeded in doing it to the best of his current ability. As he grows and continues to practice, he will learn to see things a little differently and value details that he can't possibly catch right now. When he does, our view of success will become much more aligned. For now, I value his effort and willingness to do it!

At times failure is simply in the eye of the beholder and may not always be a mistake. Rather, it may simply be the best a person can do under the circumstances. The only real mistake is to stop trying and thus stop improving.

The line "failure is not an option" was made famous by the movie "Apollo 13." In this situation, failure meant a tragic end to the astronauts' lives. The end result of the NASA mission could not become a failure. But the steps and actions that led to the positive outcome included many risks, outside-of-the-box thinking, trial and error, trouble shooting and failures within the many other efforts that together led to a successful outcome. To say that failure is not an option is a big picture perspective that can serve us well, but it can be counterproductive to mistakenly think we should never fail. If our resolve is to never fail, quite simply we will never try because we'll be too afraid of what could go wrong in the process. Instead of being paralyzed by the possibility of failure, we will be much better off to get excited about what could go right! Author J.K. Rowling said: "It is impossible to live without failing at something, unless you live so cautiously that you might as well not have lived at all, in which case you have failed by default."

We are human, so not everything is going to go right all the time. But in failures great and small, we can ultimately find success if we persevere, practice, and care enough about the end result to keep trying. I would daresay that life is replete with failures. When my son and I are shooting baskets together and he gets frustrated when he misses, I have to remind him that even the BEST basketball players in the world don't make half of their shots in a game situation (hopefully free throws aside).

It's stunning to realize for example, that Michael Jordan, who many believe was the best basketball player of all time, was actually cut from his high school basketball team! Luckily, Jordan didn't let this setback stop him from playing the game he loved. Speaking on failure, Jordan once said: "I have missed more than 9,000

shots in my career. I have lost almost 300 games. On 26 occasions I have been entrusted to take the game winning shot, and I missed. I have failed over and over and over again in my life. And that is why I succeed."

The best baseball players in the world only get a base hit less than half of the time they go up to bat! Babe Ruth had a career batting average of .342 but is nevertheless well known for his homerun hitting (714 during his career). Along with all those home runs came a pretty hefty amount of strikeouts (1,330 in all). In fact, for decades he held the record for strikeouts. When asked about this he simply said, "Every strike brings me closer to the next home run."

We all know of Thomas Edison for lighting up the world with the light bulb. Can you guess how many times he failed before it finally worked and became commercially viable? Over 10,000 times! That is a lot of failures. Around attempt 9,000 he was asked by a newspaper reporter if he felt like a failure or that he should give up, and his response was: "I now know definitely over 9,000 ways an electric light bulb will not work. Success is almost in my grasp." Edison's company, GE is one of the largest publicly traded firms in the world and continues to "bring good things to life" long after his death.

"It is impossible to live without failing at something, unless you live so cautiously that you might as well not have lived at all, in which case you have failed by default."

In my business career, in athletic endeavors and certainly as a parent I have learned many times the importance of building opportunities from what I may have initially perceived as failures. In reality, practice actually almost never does make perfect; half-full glasses strangely enough, really are half empty! So how do we stay focused on a successful outcome even when the process looks less than promising? A few things come to mind. First, we ought to celebrate our successes when they happen—maybe write them down if that helps or at least record the way we feel when they happen. It can be incredibly motivating during down or frustrating moments to look back at times when we've succeeded. Second, it can help to pay attention to the attitudes, actions and behaviors of those that appear to be successful. Why do things always go their way? If possible, talk to these would-be mentors and learn from their experiences as well as our own. It's likely that our perception is much different than their reality, but they take the good with the bad, focus on the wins and learn from their losses. Even if we tend to be pessimistic in nature, we must embrace an overall spirit of optimism and keep failure in its proper perspective. Finally, we should assume positive intent and give others the benefit of the doubt. Remember that just like us, others too are human, and they too will fall short at times. The age-old saying is still true: "Whether you think you can or you think you can't, you're right."



UPDATE TECH

WRITTEN BY: NATE DAVIS

WRITTEN BY: ANNA MEACHAM

3 Reasons to Go Green (No, Really)

If the words “going green” elicit an internal groan or feeling of guilt from you, don’t shy away from what I’m about to tell you. Green Building is becoming easier than ever before. This means that eco-friendly building materials for homes and hospitals are becoming more mainstream, making it easier to obtain green products like flooring, furnishings, finishes, and more. Green building also focuses on minimizing impacts to the environment through reductions in energy usage and water usage, as well as using renewable instead of non-renewable energy. Over 3.5 billion square feet of buildings in this country are already “green certified”. Subsequent are just three of the many reasons why you could benefit from going green.

Using green building materials can improve the health of your family, employees, and/or patients and eliminate the risk of harm. On average each person spends 90% of their time indoors, according to the National Human Activity Pattern Survey. If the buildings he or she spends time in are built with hazardous materials or include harsh chemicals, it can drastically affect his or her health. Asbestos is probably the most visible building material disaster that we know of, but there are other materials that are affecting human health. Use of Radon can lead to lung cancer and phthalates can cause or worsen asthma, just as harsh building materials can cause adverse human health impacts due to their contribution to global climate change. Not only can green building materials eliminate these risk factors, they can improve health and productivity by creating energy efficiency in buildings and more natural indoor environments.

The use of green building materials has a documented rise in patient and employee satisfaction. Whether they’re used in a hospital or a home, green building materials create happier and healthier environments. Patient satisfaction and inpatient revenues were significantly higher at Leadership in Energy and Environmental Design (LEED)-certified hospitals, according to a master’s thesis submitted to Texas A&M University in 2012 which compared LEED to non-LEED hospitals. In Boston, the Spaulding Rehabilitation Hospital, a LEED-certified hospital, had staff that experienced no symptoms in their new facility after suffering from asthma and headaches in the previous one. Finally, in October 2015 Environmental Health Perspectives published a study by researchers from Harvard, SUNY, and Syracuse University demonstrating that “people who work in sustainably designed office environments perform better on tests of higher-order cognitive function than people in conventional office spaces”.

When you build with green materials and use renewable energy, you benefit from monetary incentives and dropping material costs. Local, state, and federal governments are offering ‘go green’ building incentives across the country. There is a complete list on the DSIRE website of state and federal policies and incentives at <http://www.dsireusa.org/>. Along with these benefits, green building materials are continuously becoming cheaper as more builders use them. Products made with recyclable materials no longer come at astronomical costs, and will only become more affordable with time.

Going green is becoming easier than ever, whether you’re building a hospital or a home. Green could mean better and longer health for the planet—and for you.

Apple recently held its Worldwide Developer Conference (WWDC) where they announced many new updates to their products. They announced new updates to iOS, watchOS, tvOS and renamed OS X to macOS. As for user functionality, there were great steps forward. Some features will make texting continue to be more fun, as well as making everything more responsive.

to using Apple proprietary technology. Siri, Maps and iMessage were all given public APIs so that developers can use them in their apps.

This brings some new exciting functionality. When the updates hit public release this fall, we will see brand new functionality to Siri. We will be able to ask Siri to SnapChat our friends. We will be able to ask Siri about really anything,

“We live in a world of change, and I am always excited to see us move forward.”

The bulk of the presentation on iOS 10 was focused on improvements to iMessage. In a recent interview, Craig Federighi, the SVP of Software Engineering, said the app iPhone users spent the most time in was iMessage, and that it’s the one they get the most excited about. “Every time we add emoji it would be the biggest thing. We work all year on a new file system or something and people are more excited about the two more emoji. So we figured if there’s one place where we could make a difference in how people experience iOS it’s Messages.”

In my mind, the biggest update through all of the changes is that Apple is opening tons of APIs (Application Programming Interfaces). APIs allow developers access

and really opens up Siri to compete more with Amazon Echo which has been widely popular. Amazon has allowed API access to Echo, and in order to stay competitive, Apple had to do the same.

We live in a world of change, and I am always excited to see us move forward with all this. The new features and functionality that developers will bring, will only enhance our use of these portable devices. I have already installed iOS 10 developer preview on two of my devices ;) I am excited to see it get into the hands of all this fall.





MED ONE SALES GROUP

Our Sales Team is comprised of experienced professionals for the specific purpose of Making Medical Equipment Available for hospitals and healthcare facilities across the U.S. They are experts in equipment finance, rental and sales.

We work with the largest equipment manufacturers in the healthcare industry.

Med One has locations in Salt Lake City, Southern California, Northern California, Texas, North Carolina, Florida, and Atlanta.

VENDOR LEASING



Robb Stevens SVP and Director of Lease Originations
Robb Stevens began his career at Med One Capital in January 2002 as part of a leasing sales group and was appointed as SVP and Director of Lease Originations in 2012. He has been a top contributor to lease originations, vendor development, creating strong relationships with customers, and successfully blending all aspects of the leasing sales process to maximize returns.



Carter Allen SVP of Sales and Vendor Development
Carter Allen has been in the financial industry for 15 years and has been with Med One Capital for the past 12 years. He appreciates the opportunity to provide solutions for hospitals that allow them to gain access to much needed equipment. Carter is also involved in developing new relationships with medical device companies looking to increase their sales by offering creative financial options.



Tim Loftis Director of Strategic Development
Tim Loftis joined Med One as a Director of Strategic Development with over 15 years in sales and business development with Morgan Stanley, JP Morgan Chase, and the Economic Development Corporation of Utah. Tim received his MBA from University of Utah and a BA from Occidental College. He serves our partners in the medical community by providing effective solutions in a responsive and friendly manner.



Scott Wertz Director of Strategic Development
Scott Wertz joins the Med One team as the newest Director of Strategic Development, bringing 20 years of financial service experience with him. He received a Bachelor's degree in Economics from the University of Utah. His past work includes holding the position of President of Rocky Mountain Financial services, working as a financial advisor for Morgan Stanley and AXA Advisors, and working as an insurance wholesaler for Crump Insurance.



Doug Green VP of Leasing Sales
Doug Green joined Med One in January 2002 as part of the leasing sales team. Prior to Med One, Doug worked in sales and business development at Boise Cascade and Franklin Covey. As Vice President of Leasing Sales, Doug leads a sales team dedicated to providing customer-friendly solutions that allow hospitals and healthcare providers a way to acquire the critical equipment they need.



Quin Campbell Director of Strategic Development
Quin Campbell joined Med One as a Director of Strategic Development in 2015. He is a graduate of Utah State with a Bachelor's degree in Marketing. Quin brings 4 years of experience in management and enjoys being a problem solver and making sure customers have a great experience.



Spence Tueller Director of Strategic Development
Spence Tueller joined Med One as a Director of Strategic Development. He graduated from BYU with a degree in Health Science and Business Administration. Spence also has experience in lease sales as well as a background in general sales and business development.



Jeremy Quick Alternate Site and Hospital Equipment Sales
Jeremy Quick joined Med One Capital in August 2009 with an extensive background in sales and marketing. Jeremy's responsibilities include creating relationships in the non-acute care market to present Med One's products and services. This allows him to reach out to nursing schools, clinics, research facilities, and EMS companies. He enjoys helping these diverse customers acquire medical equipment to aid in the treatment or instruction of those in need.

NATIONAL EQUIPMENT RENTAL



Brad Johnson SVP Equipment Rental
Brad Johnson is the Senior Vice President of Equipment Rental and has been working at Med One Capital since 1994. He works closely with various companies and hospitals in the effort of achieving the highest utilization of our rental equipment as possible. Brad graduated from the University of Phoenix with a Bachelor's degree in Business and Accounting. He enjoys playing golf, fishing, hunting, and spending time with his family.



Brian Smiley Director of Rental Logistics
Brian Smiley has been a part of the Med One team since 1999 and serves as the Director of Rental Logistics. He received his Bachelor's degree in finance from the University of Utah and is also certified on the CareFusion and Smiths Medical equipment that Med One works with. He enjoys watching football and spending time with his family, especially coaching his three sons at football and soccer.



Felecia Leckrone Mid-Atlantic Region
Felecia Leckrone loves the medical industry and is following in her father's footsteps by pursuing medical sales. She has over 16 years of experience in medical sales that gives her significant knowledge about the challenges that medical institutions face. She is excited to be at Med One Capital and looks forward to helping Make Medical Equipment Available.



Bryan Dabney Georgia
Bryan Dabney has 25 years of experience as a respiratory therapist and comes from Respiricon where he worked as a Traveling Clinical Specialist and an Account Manager. Bryan was born in Livermore, California and lived there until advancing his schooling in Rexburg, Idaho at Ricks College. Bryan finished his schooling at Weber State University and graduated with his Bachelor's degree in Respiratory Therapy.



Scott Wooster Northern California
Scott Wooster has 27 years of experience in medical equipment sales. His specialty is in equipment rentals, asset management, and medical device sales. Scott has also held management positions in several medical companies. Scott enjoys being a customer advocate, helping hospitals find solutions to fulfill their equipment needs, and helping facilities provide the best care possible.



John Campbell Senior VP of International and Government Sales
John Campbell has been with Med One since 2003 and has worked in business development, special projects, equipment services and international sales. He has over 40 years of experience in the medical industry with various positions in disposable sales, distribution and capital equipment sales.



Tom Lindsey SVP National Director of Rental
Tom Lindsey has over 35 years of experience in the medical sales and rental industry, allowing him to successfully and professionally represent and value products, services, and manufacturers. He graduated from Brigham Young University with a degree in Microbiology, was a former EMT, and is CBEST certified. Tom has been involved with Med One Capital since 2001 and continues to be a valuable part of the team.



Bill Varley West Coast Regional Manager
Bill Varley has over 25 years of experience in marketing and sales. Prior to working at Med One, he worked at several different medical device companies in management positions specializing in imaging applications, cardiology and infusion. Bill has worked all over the U.S. and internationally to provide better solutions to hospitals and healthcare facilities.



Mike Daniels Southern California
Mike Daniels has over 25 years experience in sales and marketing and started in the medical rental arena in 1985. Over his career, Mike has worked with everything from movable medical equipment to specialty support surfaces—both rentals and capital sales. During his off time, he enjoys spending time with his family, church, surfing, and any outdoor activity.



Greg Salas Southern California
Greg Salas joined Med One after working with them through Good Samaritan Hospital for many years. He specializes in patient monitoring equipment and has previously worked for Hewlett Packard and Philips Medical. After attending Fullerton State and playing for the basketball team, Greg finished his education at DeVry Institute of Technology and received a Bachelor's Degree in Electronic Engineering Technology. Greg loves the beach, basketball and spends most of his time with his six kids.



Ted Neher Northern California
Ted joined Med One as a Rental and Sales Manager in Northern California and Northern Nevada. He brings over 20 years of experience in medical sales working for companies such as 3M Medical Corp, Steris Corp, Proctor & Gamble Corp, and Freedom Medical. He grew up in Northern California with 6 brothers. Ted graduated from California State University in Sacramento.



Karen Raven VP International and Government Sales
Karen Raven is a leader of the Med One Capital International Sales Team and has worked in the healthcare industry for over 30 years. Karen has worked in various roles including Direct Sales, National Accounts, and Regional Director. Karen has a background in infusion, vital signs monitors, and enjoys working in healthcare because the products sold save lives every day.

COMMERCIAL LEASING



Dal Holman Finance Account Specialist
Dal Holman was born and raised in Kamas, UT and joined Med One in 2015 as part of our general leasing team. He graduated from Weber State with a BS in Technical Sales. Dal has ten years of experience in sales and marketing and has worked for companies like Wells Fargo Bank and the Utah Jazz.

ALTERNATE SITE and HOSPITAL SALES

INTERNATIONAL SALES



NEW BUILDING

On April 1, 2016, Med One Capital opened the doors of their second and newest building at their headquarters in Sandy, Utah. The new building includes extra storage for Med One's equipment inventory, a large office space, a conference room to seat 24, a kitchen with a serving area, and a great room large enough to host company events. The conference room has already hosted a meeting for Med One Capital's Board of Directors. The new building provides great opportunities for growth into the future.



Teamwork

IS AS NATURAL AS A

Flock of Geese

WRITTEN BY: IBBY SMITH STOFER



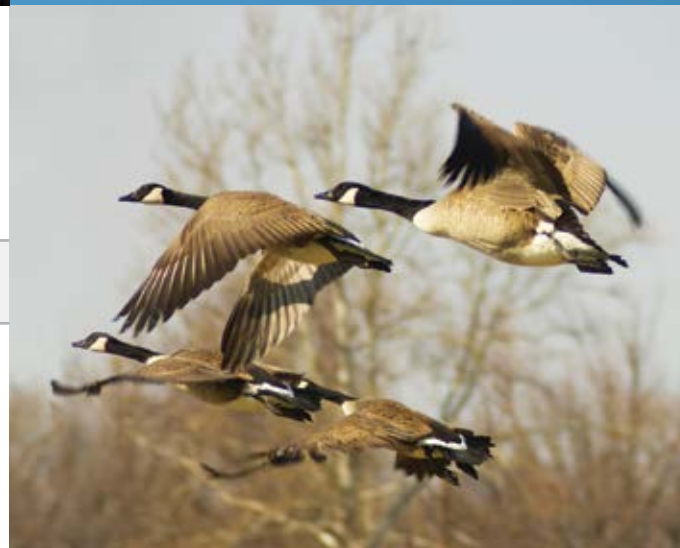
Years ago I stumbled upon a moving and powerful presentation that illustrates how the migration of geese symbolizes the values of being part of a team. Flying solo in the professional world is the anomaly. Whether you work independently, in an office, or in the field you are more than likely part of one or more teams.



So why does teamwork really matter? Let's take a quick look at what working as a team means to that flock of geese. I will share five slides from a PowerPoint presentation that I have used many times over the years to explain why teamwork matters.

#1 Have you ever wondered why migrating geese fly in a V-formation?

Before reading further, take a moment to consider why the geese fly in V-formation time and time again.



#2 As each bird flaps its wings, it creates uplift for the bird following.

In a V-formation, the whole flock adds at least 71% more flying range than if each bird flew alone.

There is a good reason they fly as a team (no, it is not "V for Victory", but that could be a subliminal training point). Imagine gaining that much power or success within your organization. What more could be accomplished when everyone was working together?

#3 Whenever a goose falls out of formation, it suddenly feels the drag and resistance of trying to fly alone...

This lesson alone should help the lone rangers on any team take note! The myth of the "power of one" philosophy has been shot down by a flock of geese (way to go geese!). Like geese, people who share a common direction and sense of community can get where they are going more quickly and easily than those who try to go it alone.

Is that why we value teamwork so much? What about entrepreneurial spirit? Well, they still need support and teamwork to get where they are going. Rare is the goal accomplished without multiple parties' engagement.

When a goose gets tired, it rotates back into the formation and another goose flies at the point position. If people had as much sense as geese, they would realize that ultimately their success depends on working as a team, taking turns doing the hard tasks, and sharing leadership. This message tells us that being both a leader and a member will help all to be successful. We need to assume many positions in both life and work. Changing roles, assuming responsibility and helping others equals true teamwork.

#4 Geese in the rear of the formation honk to encourage those up front to up their speed. It is important that our "honking from behind" be encouraging. Otherwise it's just—well, honking.

And always remember to not just honk! Also give each other encouragement and motivation to keep the team moving in the right direction and at the right speed.

#5 When a goose gets sick or wounded, two other geese drop out of formation and follow it down to help and provide protection. They stay with the unhealthy member of the flock until it is either able to fly again or dies.



The geese never neglect their team members and support each other along the way. Sometimes it does not allow for the full flock to make the journey, but when off course they still support each other.

With the 25th Anniversary of Med One Capital I have been thinking a lot about teamwork and what it has meant to the company, our customers, and our business partners.

When Larry and Brent flew the coop of their former company and became a flock of two they must have had many moments when they had to rely on each other for that uplift and honking. They had a shared direction and vision, but those early years were surely challenging. Yet they flew together and added strength to each other.

As the company grew and people were added to the staff, their shared leadership allowed the flock to learn many lessons as the young geese have to learn on their early migrations. Sometimes it is easy to go off course, but with shared leadership, trust and yes, even honking, the team gets back on course or they form new flocks to spread the vision and spirit.

I had the fortune of working with the Med One team early on in their development. Larry and Brent worked with my company as we were undergoing some difficult challenges, and through this partnership we were continually able to grow the companies (aka: IVAC/Alaris/Care Fusion) and Med One Capital. Most importantly, we were able to supply both clinical and financial solutions to improve care for patients and clinicians.

That partnership continues today. Like the wounded goose, I fell away from the journey. And like the geese, the Med One flock chose to help me. Fortunately, I have not fallen behind and have continued to fly with them for almost five years with hopefully many more to come.

Today Med One Capital has spread its wings and formed new flocks to support not only the lease need of acute care providers. They now support rental, EMS and schools as well as commercial leasing.

May Med One Capital enjoy the continued teamwork that is one of its foundational strengths thanks to the leadership, vision, and customer focus that they have demonstrated to customers, employees, and suppliers for the last 25 years.

To me this remains one of my favorite views and tools to illustrate why, when done correctly, teamwork is so simple and important!

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