

MedOne

p10

BRAND UPDATE

NEW NAME, **NEW LOOK**

LETTER FROM THE OWNERS

**DREAMS
TO REALITY**

TWENTY SIX YEARS
AND COUNTING

p5



ISSUE 51

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Med One To One is a Med One Group publication consisting of editorials, a message from our owners, testimonials, information regarding our solutions, employee spotlights, and more. Quarterly issues include the most recent and exciting news from Med One. If you are reading this edition of *Med One To One*, you are a part of our team. Med One owes all our success to our valued customers and supporters.

www.medonegroup.com

ISSUE 51

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MED ONE TO ONE

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LETTER FROM THE EDITOR
WRITTEN BY: **TROY TAIT**

DRIVING TO WORK...

Each morning on my drive to work, there is a 2 ½ mile stretch of road. Each day I watch the cars who are coming from the opposite direction. If they are driving fast, I know the police are not out. If they are all clumped together driving the speed limit, I know something is up and it is probably best to drive the speed limit. My system is pretty accurate and has provided some entertaining moments as cars go flying by me only to see their brake lights go on after it is too late.

Now I don't want to imply that I am out there speeding every day the police are not on the road. In fact, I would say I am pretty good at following the laws of the road. Many would think the lesson I learn is when to speed and when not to. Actually, this example has taught me a lot—most importantly, learn from those who have been where you are going.

Sometimes in life we get so caught up in our own ways that we fail to learn valuable lessons that will ultimately help us succeed. We tend to think we know better than someone who is younger than

us claiming they don't have enough experience. Or how about the older person who doesn't really know because times are different now. I say there are lessons to learn in every situation. Some lessons show the best way to do something and others show the things to avoid.

Now I know there are some who are saying, but what about the times when we go down a road that no one else has been on. When we don't have anyone coming from the direction we are heading to teach us. Well, to be honest, those are probably the best roads to take. Of course, there are usually a lot of challenges along the way but also a lot of learning opportunities.

If you are lucky enough to occasionally travel down a new road, make sure you stop and enjoy the journey. Then when you have reached your destination and are travelling back, make sure you share what you have learned with those who are going to follow that road.

“ If you are lucky enough to occasionally travel down a new road, make sure you stop and enjoy the journey.

DREAMS TO REALITY

TWENTY SIX YEARS AND COUNTING



LETTER FROM THE OWNERS

WRITTEN BY: LARRY R. STEVENS

The past 12 - 18 months or so have been very busy and eventful for us at Med One. In 2016, we celebrated and observed our 25th anniversary as a company. Surrounding that sentinel event were a lot of things happening in our lives. We completed and occupied the new building that was added to our Sandy, Utah campus. We expanded our rental distribution facilities and added some locations. In 2016 we were awarded several significant IDN contracts to provide rental services for their member facilities. We have seen significant expansion in our international sales activities and opportunities. These are but a few of the business expansion opportunities that have challenged Med One during its 26th year. On top of all that, we have been in the process of rolling out a complete re-branding of our companies. This re-branding has become necessary because of the diverse organization we have become. I am so grateful for and impressed with the dedication and expertise with which our team members have shouldered these opportunities and challenges for the ultimate good of Med One and our customers.



PICTURED ABOVE:

Providing infusion pumps and other devices to the international market.

In line with our 25th year in business, we have also been members of the primary trade organization that serves the equipment leasing and finance industry – the Equipment Leasing and Finance Association (ELFA) for 25 years. We were recently honored for our 25 years of membership and I was interviewed by their national publication “Equipment Leasing and Finance.” (A copy of the interview is included on page 9). In reviewing that article, I have taken an opportunity to reflect upon what a complex company Med One has become.

My partner (Brent Allen) and I founded Med One after spending a combined 40 years in the Commercial Equipment Leasing industry. With that background, it should be no surprise that we started with the primary intent of becoming an Equipment Leasing Company. Prior to our hospital equipment experience, we understood how to do leases on forklifts, truck and trailers, dental equipment, agriculture equipment, construction equipment and about anything used by any kind of business in the United States. Indeed, we understood how to lease about everything BUT hospital\medical equipment. We each had dealt with almost every conceivable industry and type of company known in the economy, EXCEPT hospitals.

In our minds, we would form a nice little equipment leasing company that would have a very narrow approach to the type of equipment we would lease and the type of customers we would pursue. The only uncertainty was the learning curve of how to actually do business with hospitals. At the time, we did not fully appreciate the opportunities and challenges that lied before us. Without belaboring the “education” costs we incurred to gain an appreciation and understanding of how to successfully serve our market – I will just say that we became very good at it.

What we didn’t fully understand was where this unusual “skill set” would take us. With all the equipment that we were leasing to hospitals across the country, we ultimately had to face the prospect of re-deploying the small percentage of equipment that would come back at the end of the lease term. As our leasing portfolio grew, the actual volume of equipment that we had to deal with increased. We started renting our “off lease” equipment to customers and soon realized the need to offer additional types and increasing amounts of equipment. Being in the rental business dictated the need for us to service and repair all of the equipment that we provide to our customers. Not only did we find ourselves investing massive amounts of capital into purchasing equipment,

we had to have facilities in the markets we serve and we had to have vehicles to deliver equipment and people to make it all happen.

In addition to renting equipment for short term or peak need situations; we also discovered an active opportunity to sell some of our equipment. This led to the need to be able to “source” other types of equipment that our customers requested. This of course led to developing a system to refurbish equipment. It also necessitated having the capability to ship and receive equipment coming from and going out to all parts of the United States and many other places in the world.

Through the development of these capabilities, we also came to recognize the opportunity to offer our unique services on an international basis. As we have offered our services to areas outside of the continental United States, we have come to understand that many of these areas are completely underserved and are yearning for the products, services, and attention that we have been able to offer them.

And so, here we are. 26 years after starting our simple little equipment leasing company. Med One has become a very complex, diverse, and multifaceted company. We have developed many

"It gives us great satisfaction that the capabilities that we were almost forced to develop have become successful and dynamic enough that each of them could almost function as a standalone business."

capabilities that we never dreamed we’d need. We have invested capital that we never thought we’d have. It gives us great satisfaction that the capabilities that we were almost forced to develop have become successful and dynamic enough that each of them could almost function as a standalone business. It is personally meaningful to know that we have been able to do significant and meaningful business with almost 60% of the hospitals in the country. It gives me great pleasure that we have been able to provide a meaningful career path to more than 80 committed and hardworking employees. I am very pleased that we have been able to offer our products and services to areas of the world that heretofore have never had access to the quality of equipment or the responsive service that Med One offers them.

I guess the lesson to learn for us has been to stay flexible and keep our options open. You never know what opportunities are going to be presented along the way.

What has compelled Med One Capital to remain a member of ELFA for 25 years?

Prior to founding Med One Capital in 1991 I have worked for several other leasing companies. I actually began my career in leasing in 1967 when I went to work for IDS Leasing. IDS was a founding member of the American Association of Equipment Lessors - AAEL. Since then, every company I have worked for has been a member of the ELFA fka AAEL - and I as a senior leader have been active in ELFA conventions, conferences and events since the mid 1970's. There are actually very few conventions that I have missed. I have always made it a priority to maintain membership in the ELFA because that is a major factor in demonstrating legitimacy in this business. Almost the first official action we took when we founded Med One in 1991 was to apply for membership in the association. Staying abreast of what is happening nationally and globally is critical to survival in this business and I see no way for a business leader in a dynamic and growing company to stay informed without membership in the association. In my mind, either you spend your time running your business, or you spend your time researching your market and your business environment. ELFA Membership allows me to spend my time focusing on the business and yet I still have the luxury of being well informed about the industry and the market.

Additionally, our membership in the ELFA has facilitated our ability to develop key business relationships and partnerships that have helped us succeed as a company. I can honestly say that without our membership in the association, Med One would have never succeeded.

To what do you attribute the success of Med One?

Unlike many of the members of this association, we have chosen to specialize in one segment of the market place and to further specialize within that segment. Med One has since its inception focused exclusively on financing equipment for healthcare providers. Beyond that, we have sharpened our focus into the acute care hospital world. That is where we “live.” We almost never look at a transaction that is not in some way related to healthcare and we seldom do a transaction if the customer or end user of the equipment is not an acute care hospital. While this tends to limit our available market to only about 6,000 possible customers across the United States, it has allowed us to focus and specialize in such a way that I believe we

bring true value to the customers we serve. Our equipment focus is - moveable medical equipment - and as it turns out that means it is generally critical care equipment that is vital to our customer's ability to provide excellent care for their patients. Over the years, we have had to learn how to appropriately deal with this equipment and with this customer base. We provide the ultimate in flexibility for the transactions we structure. There are no “canned programs” and we never try to make our customers fit into a box that we have created. We truly approach each deal in an effort to do what will work best for the customer. This specialization has caused us to diversify vertically within our market segment. Today we have a full service bio-med capability that allows us the ability to service and refurbish equipment that we own and or finance for our customers. We are also able to provide post warranty service and repair for all of our customers, and we offer same day peak need short-term rental for all of our customers throughout the United States. The result of staying in our specialized niche and developing the capabilities that we have, is that we are privileged today to be able to serve, in an active and substantial way, over 60% of the hospitals in the country.

...since its inception focused exclusively on financing equipment for Healthcare providers. Beyond that, we have sharpened our focus into the acute care hospital world. That is where we “live.”

Where do you see the equipment finance industry going in the next 25 years?

After 25 years, we've lived through a lot of cycles. Presently we seem to be in a cycle where there is more and more money chasing fewer and fewer transactions. If the election turns out the way it is presently predicted, I do not look for a lot of real growth in the economy in the near term. I think that will make it difficult for interest rates to rise. That will in my opinion perpetuate the current cycle. I suspect 2017 will be much the same as 2016 in terms of growth for the industry. That seems to reward the players who are creative, tenacious and entrepreneurial. It is not going to be easy to attain any real growth in the near future. That all being said, I can't think of anything I would rather be doing. I love this industry.



BRANDING

MED ONE CAPITAL IS NOW MED ONE GROUP

REPUBLISHED FROM ISSUE 50



Med One has a strong history of serving healthcare customers—and we've grown because of it. And over the years, we've expanded our services—and our brand. With that evolution came the opportunity to organize our entities under one name, simplify our logo and design, and to focus our message. So, we took action. On March 1st Med One Capital changed their name to Med One Group. It's a small update that represents a big commitment to meet the evolving needs of our customers.

Med One has been a unique company serving the healthcare industry for nearly 30 years. No one else offers equipment leasing, medical equipment rental and sales, and biomedical services all under one roof—positioning us to provide honest and flexible service that other companies simply can't match.

As we have changed our name, we have also refreshed and simplified our logo. We wanted our logo to fully represent Med One and the services we provide. A stylized “M” is at the center with a subtle number one helping to form the letter as well as represent our goals to reach new heights. Our new brand also contains 3 pillars of success representing our commitment to creativity, simplicity and responsiveness—characteristics of the services we provide to healthcare vendors and facilities across the country and internationally.

Thank you to all who have placed their trust in us over the years to provide solutions tailored to your changing needs. Whether you need leasing, rental or sales solutions, we are ready and excited to serve you.



26
YEARS

WRITTEN BY: JEFF EASTON

For the last 26 years, since 1991, Med One has done a good job of demonstrating how we bring value to our market place and what makes us important. This has allowed us to stay in the niche that has been created. I have been with Med One for nearly 10 years and it has been a great experience. We have been able to adapt,

understand 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 and that 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 business. These

decisions have all contributed to our success. The first 26 years of Med One 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 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; a company that has seen the need and opportunity to greatly expand our rental operations; and a company that has great capital partner relationships.

The next 26 years and how we react will become even more important than the first 26 years. We will not be allowed to rest and become content. We will continue to generate new transactions, develop new customer relationships and continue to improve our current customer relationships, develop new vendor relationships and continue to fortify our existing vendor relationships, and to 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 transact more business than we currently do without affecting the flow of our normal business process.

Med One has put and will continue to put key customer, vendor and capital partner relationships, internal personnel, systems, and processes in place

to serve the market and niche that we work in. 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 is advantageous for everyone. It is now more important than ever that Med One stays in tune with the market and what is needed by our customers and vendors so the next 26 years will be even more successful than the first 26 years.

We are dedicated to our customers and vendors and to listening to them and working with them to become even better 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 26 years be a time where Med One makes even a larger impact on the niche in which we service in "Making Medical Equipment Available."

Recently I attended a great conference that dealt with family businesses, focusing on entrepreneurial thinking across generations. Med One is family business (I personally am not part of the family), and this makes Med One a different company that incorporates different values. Med One exists not just to make a profit but for so many different reasons that make me truly enjoy Med One and want to work as hard as I can.

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 conducts business under the guiding values of dedication, accessibility, accuracy, loyalty and expertise. Med One 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 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.

We are
dedicated to
our customers
and vendors and
to listening to
them.



yes & no



WRITTEN BY: **ROBB STEVENS**

When I was a teenager, my mom liked to quote Zig Ziglar who famously said: “The chief cause of failure and unhappiness is trading what you want most for what you want at-the-moment.”

Whether it’s setting goals, establishing priorities, overcoming bad habits or developing good ones, this concept resonates. Every choice we make in life demands a trade-off, so if you say “yes” to something, it means saying “no” to something else or in some cases, to several things. That sounds a lot like Newton’s Third Law of Physics in everyday life: “For every action there is an equal and opposite reaction.”

This trade-off reality is nothing new - there are plenty of big choices we make in life that inherently require us to walk away from other things great and small. Some of those pivot moments are life altering, even painful, but they can and hopefully will more often lead to progress and growth and greater happiness. For example:

If we say “yes” to getting married, we (hopefully) say “no” to dating other people.

Deciding to start a family drastically alters exclusive time spent together as husband and wife, where we live, what we drive and how we spend our money.

If we say, “yes” to losing weight, we must then say “no” to over-indulgence in a favorite dessert and no to skipping consistent exercise (to say the least)!

A decision to go back to school, accept a promotion or take on a busier job means giving up family time, social time or even personal leisure time on nights and weekends.

A large ticket purchase like a boat, an RV or a vacation home means committing our leisure time to using those things and potentially giving up time spent doing other things we may enjoy.

Balance is incredibly important for both mental and physical health—yet is easier said than done with a busy life in our “always-on” world. Saying “yes” to living a well-balanced life definitely means saying no to anyone or anything that could detract from that sense of balance. We are (and should be) driven by values and priorities that are unique and important to us and to those that matter most in our lives.

With a limited number of hours in each day, we can’t and shouldn’t expect to “do it all.” It’s great to have high standards, but trying to be a superhuman by overextending ourselves at home, at work or in any walk of life we will ultimately breakdown and burnout.

Saying yes to everything is a sure way to actually say “maybe” to most things! With priorities in place though, it is much easier to say yes to the things that really matter and reflect what we need, want, who we are and what we believe in. In the management of precious time, we must be ever careful that the little things we say “yes” to don’t cause us to say “no” to more important things.

Making priority adjustments takes practice and discipline. If you are a driven person who wants to do-it-all, you may need to at times step back and ask yourself the question: “If I say YES, what am I saying NO to?” Doing so can help you maintain balance in an already busy life. While this may seem obvious, actually asking yourself the question can make you more conscious and mindful of your decisions.

The better we become at saying no to things that do not reflect our priorities, the richer, fuller, and more satisfying our lives will become.



MED ONE GROUP

BOARD OF DIRECTORS



EQUIPMENT ACQUISITION

INFUSION, RESPIRATORY, MONITORING, OXIMETRY, IMAGING, THERAPY, 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.

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.

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 Group 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.

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.

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.

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.

REQUEST A QUOTE AT

WWW.MEDONEGROUP.COM

PHONE 800.248.5882 EMAIL info@medonegroup.com



EMPLOYEE SPOTLIGHTS



Brandon Hight Biomed Technician

BRANDON

I was born in Anaheim, California. I have lived in southern California all my life. I grew up going hiking, camping and fishing in our local San Bernardino mountains. I am a huge baseball fan. Even though I was born and raised in California, I root for the Texas rangers.

In June of 1997 I started dating my high school sweetheart Kelly. This June we will be celebrating our 20th year anniversary together. We married in September of 2004. We had our first daughter Hailee in 2008 and our second daughter Caroline in 2015. We enjoy traveling the country, watching baseball and softball games, and spending family time together. Right now, we consider ourselves a softball family. I have managed my oldest daughter softball team for the last two seasons and we spend much of our time at the softball fields.

I began working in the industry as a Driver for Universal Hospital Services back in 1999. I began working on equipment there and found a passion for it. That is where I began my career as a Biomedical Technician. Soon after, I took a position at Freedom Medical as a Biomed Tech and later became their Operations Manager for their Orange County location. When Freedom Medical filed bankruptcy in 2004, I partnered up with a longtime friend and we started our own Biomedical service company Express Biomedical Services, LLC. In 2005, I also began another medical investment company Investmed, LLC. I worked with Med One as vendor on many occasions and a was extremely impressed with every deal and how professional they were. In 2013 I was asked to become a Med One employee and was excited to join a great team. I started working in the southern California office when it opened in May 2015. It has been an amazing experience to be a part of the growth and success of Med One's Southern California office.



TOM

Tom Lindsey SVP / National Director of Rental Sales

I was born at home on the windy shores of Lake Michigan, but grew up in Albuquerque, New Mexico. Once exposed to proper Mexican food there, I could never settle for anything less! I met my wife Nannette in the Junior High choir, where we became inseparable. At Del Norte High School, I learned that I could jump over a bar (6'10" in high jump) to the extent that it would pay for my education at Brigham Young University. After a break for a two-year church mission to Argentina, I graduated from BYU in Microbiology with minors in Chemistry and Spanish, and married my long-time sweetheart.

Soon after in 1980, I began my employment with Medirec, a company founded on the concept of renting equipment to hospitals in Salt Lake City. There, I met my co-workers Larry Stevens and Brent Allen for the first time, long before the gray had begun to appear.

After a transfer to California and 4 separate moves to open branches for this company, I started the first of three similar medical companies in California, the last of which became closely affiliated with Med One. In April of 2012, I became part of Med One full time to help proliferate hospital equipment rentals across the country.

That skill for jumping the high bar continues to be important as the bar to achieve our goals keeps getting higher year after year, challenging me to keep reaching for it. For 37 years, I have enjoyed working in this industry, and working for Med One has been the best of all those years. I never thought I would have done the same thing for my whole career, but it has been a great blessing to my family and me. My four children and 10 grandchildren now keep be busy, and make my life at Med One all the more enjoyable. I have also been able to serve my city as Mayor twice over the last six years on the City Council. All this adds up to a very full and very joyous life, thanks to the great opportunities Med One has offered me.



JORDAN

Jordan Brown Account Manager - Equipment Sales

I was born and raised in Draper, UT. There are six of us in my family. I am the baby of the family with two older brothers and one older sister. I was fortunate to have three older siblings who set the bar high for me. I knew I had high expectations to live up to with sports and with being a good person. I had the opportunity to serve an LDS church mission in Santiago, Chile. Living in Chile for two years was a humbling and positive experience.

While at Utah State I met the love of my life while playing "Spikeball" If you have never heard of "Spikeball" it is a game that requires hand and eye coordination as well as a competitive drive. It may be part of the reason I love sales and chose to make it my career choice.


Brenna and I were married in August of 2015 after finishing school in Logan. We live in Salt Lake and are expecting our first child this coming May.

We are eager to start this new journey together while learning how to be parents. My wife and I enjoy going to Utah Jazz games, being outdoors, and being with family and friends. You could say we are a social couple and love new adventures.

I love playing and watching sports. I played basketball and football in high school. I was fortunate to get a scholarship to play football in college. I played quarterback for the Utah State football team starting in 2013. I have always enjoyed having the ball in my hands. My three sports teams are the Utah Jazz, Boston Red Sox, and Tom Brady. Yes, I know Tom is not a team, but I respect that man and the way he competes.

I started working for Med One in June 2015. I appreciate the daily challenges that come with selling and look forward to continuing my career in this field. I really enjoy the relationships I have been able to build with people at Schools, Small Hospitals, and EMS Companies. Providing my customers quality equipment in a timely manner is a great privilege I have. I really like the group here at Med One. There is nothing but respect and I'm grateful for the warm welcome I have received while working here.





At Med One Group we strive to provide the most creative solutions for our customers. All of our leasing, rental, and sales solutions can be customized to work with any customer needs.

CREATIVE

MEDICAL EQUIPMENT / LEASING / RENTAL / SALES / SERVICE

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.

EQUIPMENT LEASING



Robb Stevens SVP / Director of Equipment Leasing

Robb Stevens began his career at Med One in January 2002 as part of the leasing sales group and was appointed as SVP and Director of Equipment Leasing 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 B. Allen SVP / Strategic Account Manager

Carter Allen has been in the financial industry for more than 20 years and has been with Med One Group since 2002. He appreciates the opportunity to provide solutions for hospitals that allow them to gain access to much needed equipment. Carter manages strategic accounts that are essential to Med One's success. His experience with healthcare leasing provides customers with valued solutions.



Tim Loftis Account Manager / Equipment Leasing

Tim Loftis joined Med One as a Leasing Account Manager 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 the 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 Account Manager / Equipment Leasing

Scott Wertz joins the Med One team as a Leasing Account Manager, 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, as well as working as an insurance wholesaler for Crump Insurance.

INTERNATIONAL SALES



Karen Raven VP / Director of International Sales

Karen Raven is the leader of the Med One 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.



Doug Green VP / Manager of Equipment Lease 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 Account Manager / Equipment Leasing

Quin Campbell joined Med One as a Leasing Account Manager 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 Account Manager / Equipment Leasing

Spence Tueller joined Med One as a Leasing Account Manager. 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.



Paula Bowman, RN Director of International Sales

Paula Bowman has added great experience as she helps direct our international sales effort. Paula has an extensive background as a Registered Nurse with experience in Critical Care, Cardiac, and IV Therapy/Vascular Access. Paula also has multiple years of experience working with and selling infusion pumps including the Alaris System. She is essential to Med One's international growth.

EQUIPMENT RENTAL



Brad Johnson SVP / Equipment Rental

Brad Johnson is the Senior Vice President of Equipment Rental and has been working at Med One Group 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 Regional Sales Manager

Brian Smiley has been a part of the Med One team since 1999 and serves as a Regional Sales Manager focused on equipment rental. 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 sons at football and soccer.



Scott Wooster Territory Manager / Northern California

Scott Wooster has over 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.



Bryan Dabney Territory Manager / Georgia

Bryan Dabney has over 25 years of experience as a respiratory therapist and comes from Respironics 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.



Mark Rogers Territory Manager / Southern California

Mark Rogers joined Med One in early 2017 as a Territory Sales Manager in Southern California. He has been in the healthcare industry for over 25 years. Mark has experience as a business owner manufacturing support surfaces, as well as an independent representative offering capital equipment to acute care facilities. In his spare time, Mark likes to ski in the winter and enjoys water sports in the summer.

EQUIPMENT SALES



Jeremy Quick National Sales Manager / Equipment Sales

Jeremy Quick joined Med One 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.



Tom Lindsey SVP / Director of Rental Sales

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 since 2001 and continues to be a valuable part of the team.



Bill Varley Regional Sales Manager / West Coast

Bill Varley has over 30 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 Territory Manager / 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.



Ted Neher Territory Manager / 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.

LEASING / RENTAL / SALES / SERVICE



Do I or Don't I need to take my child to the ER?

As a new parent or even a seasoned one, the question of when to take your child to a hospital is often a complex and confusing decision. This is the case especially when it is in the middle of the night and the Doctor's office is closed and the situation was unexpected.

Parents magazine and other sources have published some guidance that can ease your concerns and prevent anxiety over "do I or don't I" rush to the emergency room. Guidance will vary based on the age and medical history of the child but here is a summary of their advice.

1 Airway: If the passage to the lungs is blocked - for example, your child is choking.

2 Breathing: Noisy, high-pitched, and rapid wheezing or grunting indicates a child is struggling for air, usually during a respiratory infection or an asthma attack. The chest sucking in and the belly moving. It's just as hard - if not harder - to exhale, as it is to inhale, which means your child's condition will deteriorate fast. Get emergency aid for a baby taking in more than 60 to 70 breaths per minute. A 1-year-old taking in 40 or more breaths per minute. And an older child taking in 30 or more

3 Circulation: This applies not only to blood loss from trauma but also to dehydration from vomiting or diarrhea, which prevents blood from properly nourishing the body.

Signs that your child needs intravenous fluids include decreased urination (fewer than two soaked diapers a day), a sunken soft spot on the head, a sticky mouth, tearless crying, sunken eyes with dark circles underneath, listlessness, paleness, and clammy skin.

4 Disability: Get immediate help for a child who's unconscious or having a seizure that involves going limp or stiffening and jerking, with eyes rolling back or staring.


About 5 percent of young children are prone to febrile seizures. This frightening response to fever is usually harmless, but a child's first seizure should be treated as an emergency to rule out a more serious problem. For subsequent episodes, there's no need to call 911 unless it lasts longer than the typical 5 minutes (but always report it to a doctor ASAP).

5 Fever: If your infant is 2 months or younger and has a rectal temperature of 100.4 degrees F. or higher, he could be sicker than he seems. (One exception to this rule is if your 2-month-old just got his vaccinations and runs a low-grade fever within 36 hours.)

Young babies usually don't show a lot of symptoms, but they can quickly develop a serious bacterial infection because their immune system is still immature, says Sue Hubbard, MD, a pediatrician in Dallas. Parents often assume their baby just has a cold, but colds usually don't cause a fever at this age. A doctor will see an infant with a fever as soon as possible, but if it's the middle of the night, your pediatrician may send you to the ER.

Benjamin Franklin said "an ounce of prevention is worth more than a pound of cure." Take his advice and discuss emergency processes and preferences with your family doctors. Know when he or she prefers you to call, go to the emergency room (and which one) in advance of a situation suddenly arising. Trust your gut and never regret making a decision to get emergency help, even if it turns out to be an insignificant event. Your child's life is well worth being embarrassed.

Source: www.parents.com



Medical Records on the Blockchain...

WRITTEN BY: NATE DAVIS

But first...what is a "Blockchain?"

It's interesting, how evolving technology re-emerges with new uses over time. In March of 2014, I wrote an article about Cryptocurrencies, and the rise of Bitcoin and what they were. Cryptocurrencies are still going strong a few years later. They show no sign of disappearing.

What is interesting, is that the technology behind these currencies, is being used in new ways. Bitcoin introduced us to the "Blockchain," which in simple terms, there is one shared ledger, but it's spread across a network of synchronized, replicated databases visible to anyone with access. This gives it unprecedented security benefits. Hacking one block in the chain is impossible without simultaneously hacking every other block in the chain's chronology.

Every time a digital transaction takes place, the blockchain code groups it into an encrypted block with other transactions happening at the same time. For Bitcoin, this would be moving the currency to other wallets. For Electronic Health Records, it might be all the things that happen to you on a doctor's visit (blood work, a new prescription, maybe some x-rays). A physician or pharmacist trusted with an access key would

validate the transaction. Then the software timestamps each validated block and adds it to a chain of older blocks, in chronological order. The sequence shows every transaction made in the history of that ledger, results of blood work, or a knee replacement procedure. Get it? It's a chain of blocks. Thus the name - Blockchain.

Now, in this standard public ledger, your raw medical records wouldn't be included in the actual blockchain data. What would be included are the provider, and the location. Only another trusted person can request the detailed information. By doing it this way, privacy continues to be in the forefront of the technology.

Some researchers at MIT Media Lab have created a blockchain pilot called MedRec. You can read about it here - www.pubpub.org/pub/medrec - but so far in their pilot, they have found the results so positive, they hope to branch out to other clinics to continue their testing. The FDA also just announced that they are partnering with IBM Watson to explore blockchain technology.

We will see if this technology and way of verifying data publicly will take off in the medical space. We have seen it take off on the cryptocurrency world. I have no doubt, it is only a matter of time before we see it revolutionize the way we share our medical records.



ACCEPT OR FIGHT

WRITTEN BY: IBBY SMITH STOFER



For some the expectation of spring's arrival is stimulating and for others it means adding outdoor chores to an already unachievable to do list. Winter doesn't let lawns or weeds grow, but spring will bring those

along with those flowers! Did you forget about baseball games and picnics? How you look at things is truly a personal choice.

Much like the weather there are seasons in life filled with change. In our careers change seems to be clearest as well as most frequent. At each key milestone in our lives we have choices to make. This is also true in our work life. Think back to some of the most memorial events in your life. You most likely won't remember your birth, but many remember their first days in school, their graduation, and religious events of youth. Perhaps you remember your best friends name and even their phone number. Memories are amazing.

Try to recall your first day on your first "career" job. For me that memory is comical, so I would like to share it with you.

Being from a very small town in the dairy country of upstate NY, I was ill prepared for the subway system in NYC. I first had to navigate by train from my friends parents home outside The City (as it is referred to by the locals). Check, no problems there. Grand Central Station here I am. Next I need to get to work. Down into the subway I go. I know the stop I need, this will be a piece of cake. It would have been if only I had taken the right subway, that is. I rode and tried to understand the stops, the

conductor's words and found I had absolutely no idea where I was, let alone where I needed to go. Fortunately for me, the head of the AT&T office had given me his direct phone number when we interviewed. I called and he redirected me to the right train and stop. What an embarrassment for the newly hired college graduate ready to set the world on fire.

That was only the beginning of my story of adapting to change and or challenges. Over the years I have found that I will either choose to embrace and accept change and the rewards it brings, or I will resist and fight it or try to ignore it. Both paths present challenges and are most often reflective of, as well as controlled by our emotions.

That farm girl was also adventurous. The first in the family to go to college, and then move to NYC, her next big change was to jump on a plane and move across the country to San Diego without a job in hand.

Optimism and excitement prevailed as I boarded the plane with my best friend from NYC. We were both convinced that our lives and careers would excel in a new environment. (Being single in NYC is full of challenges, but that is for another article) We both knew that finding work would not be a problem, we were both college graduates and had work history and recommendations from our former bosses.

Life has a way of changing things. Since every city had phone service from AT&T (my first employer) I believed that finding a job would be a snap. Surprise, there were no openings. Change of plans? Change of career? It seemed overwhelming. How

was I going to pay the bills? How would I eat and where should I look and for what kind of job? It was as if my whole world had fallen apart.

Several studies show that successful change is a multi-part process:

Seeing what the problems are.
Feeling an urgency to solve them.
Being emotionally compelled to act.

Additionally it is known that we usually deal with change from a place of survival, or a reaction to necessity.

I most certainly met all of those criteria. My survival depended on accepting change. My willingness to change was driven by the very things we all learned in school about Maslow's hierarchy of needs. I was not worried about the higher needs quite yet. I was now at the bottom of the chart.

After a few trial and error jobs I found that my career choice and my life were changing. First, I found a career role that fit like a glove where I excelled and had fun. Then I met my husband and we began a new phase in our lives. We would struggle with, loss of his job and health issues as well as raising children. Change abounded in our personal life and at the same time the changes in my work life were coming at a rapid pace. Things all seemed to be headed in the right direction and I was near the top of that pyramid.

Oops, here come those life surprises we call "change." The company was bought out, I lost my job, and things were suddenly full of challenges that seemed overwhelming. At first I was bitter and unwilling to accept that I might need to begin to climb that pyramid again. I felt used and hurt. I lost trust in management and felt betrayed by former friends and colleagues.

Moving forward seemed like climbing Mount Everest. There was no sunshine, no clear path to show me the way. I read a lot about change and

how to accept it and slowly realized that if I wanted to be happy, I needed to accept the hand that life had dealt me and find a way to win!

That decision renewed my energy, my hope, and my will to turn lemons into lemonade. While not my favorite beverage, with a little sugar it tastes a whole lot better than misery and anger!

My Mom had an expression that her parish priest had told her when she was struggling to move forward. It goes like this, close the book, that story has ended, and you can't change its outcome.

I thought of that often as I redirected my career and sometimes wished I could turn back the clock to earlier times. In the end, moving forward, closing the book and looking forward has brought me new success and fulfillment in ways I had never imagined.

I am not sure that life's ways of turning our worlds upside down won't be in the future but for now I feel blessed and content to enjoy both my personal and professional life. I know that change is inevitable and that there rarely is a chance to remove the change and its inevitable impact. In addition, I know that when Helen Keller said: "When one door closes,

*Close the book, that story has ended,
and you can't change its outcome.*

another opens." But we often look so long, so regretfully upon the closed door, that we fail to see the one that is opened for us, she saw what so many of us miss and did so without her sight.

As my work and personal life continue to change, I hope I do not linger too long looking at the closed door of opportunity. Moreover, I wish the same for each of you.

SUCCESSFUL CHANGE:

1. See what the problems are
2. Feel an urgency to solve them
3. Be emotionally compelled to act

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