Med One

Medical Equipment Solutions for Healthcare Facilities

About Med One

Larry Stevens and Brent Allen started Med One over **35 years** ago

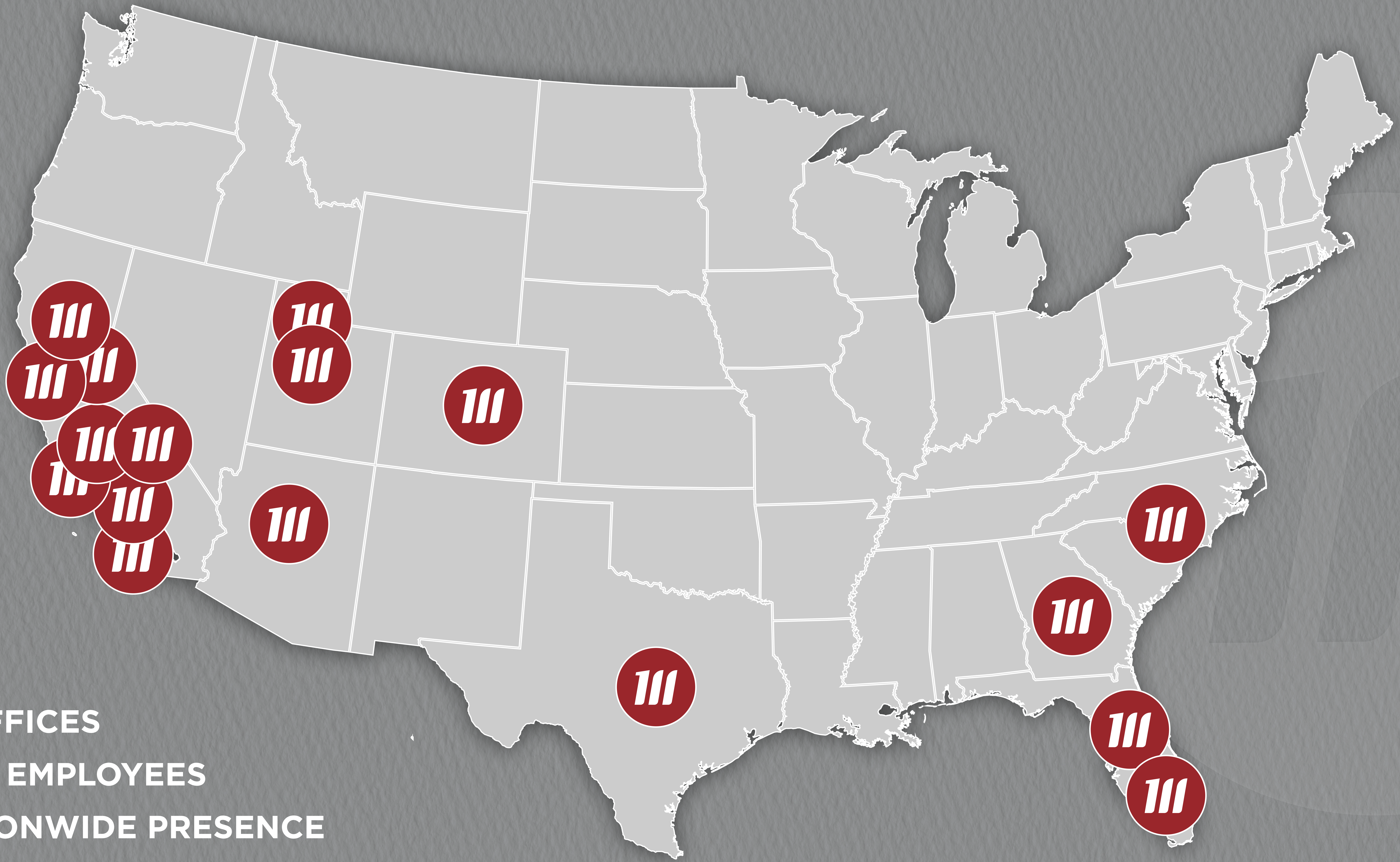
Med One is one of the **largest** independent capital solutions providers in healthcare

Med One has worked with over **5,000** different healthcare customers

Only firm in healthcare with leasing, rental, and sales under **one roof**

In the last 10 years Med One has done **$1 billion** in lease business

Med One does over **$40 million** in yearly rental business



17 OFFICES

250+ EMPLOYEES

NATIONWIDE PRESENCE

BENEFITS OF LEASING

Why Should A Healthcare Facility Lease?

- ✓ No up front money required to acquire needed equipment.
- ✓ Keep current with the best technology for better patient care.
- ✓ Low monthly payments help with budget management.
- ✓ Costs moved off the balance sheet in some cases.
- ✓ Simple process with less documentation than other loans.

How does Med One Help Companies Sell More to Healthcare Facilities?

Med One’s Financial Solutions

Capital Lease

Common finance option with a fixed term

Equity Rental

Unique solution for brand new equipment

Operating Lease

Flexible end-of-term options for the customer

Custom Solutions

Financing customized just for the customer

Med One's Financial Solutions

Capital Lease

- Fixed Term (Usually 12-60 months)
- Lease Document/Customer PO
- Considered a simple finance lease
- Fixed end of term buyout amount ($1)
- Utilized the facility's Capital Budget
- Pays for ultimate ownership



Med One’s Financial Solutions

Operating Lease

- **Fixed Term (Usually 12-60 months)**
- **Lease Document/Customer PO**
- **Utilizes the Facility’s Operating Budget**
- **End of Term Options**
  - Buy Equipment at Fair Market Value
  - Continue Renting or Return Equipment



Med One’s Financial Solutions

Equity Rental

- Initial terms are usually 1-12 months
- Customer issues PO like a rental
- Utilizes the facility’s Operating Budget

- 50% of each payment credited back if customer decides to purchase
- Customer receives brand new equipment

Med One's Financial Solutions

Customized Solutions

- Step-Up Payments
- Deferred Payments
- Conditional Sales
- Subscription
- Same-As-Cash
- Equipment Rental/Sales

** All financing options are completely customized and tailored to the needs of the customer and/or vendor*



SELLING THE SOLUTION

1. Determine Which Budget
2. How Long Can Your Customer Commit?
3. Help Them Choose The Solution
4. Get Creative with Custom Payments
5. Have All The Right Answers
6. Let Us Help You Close More Business

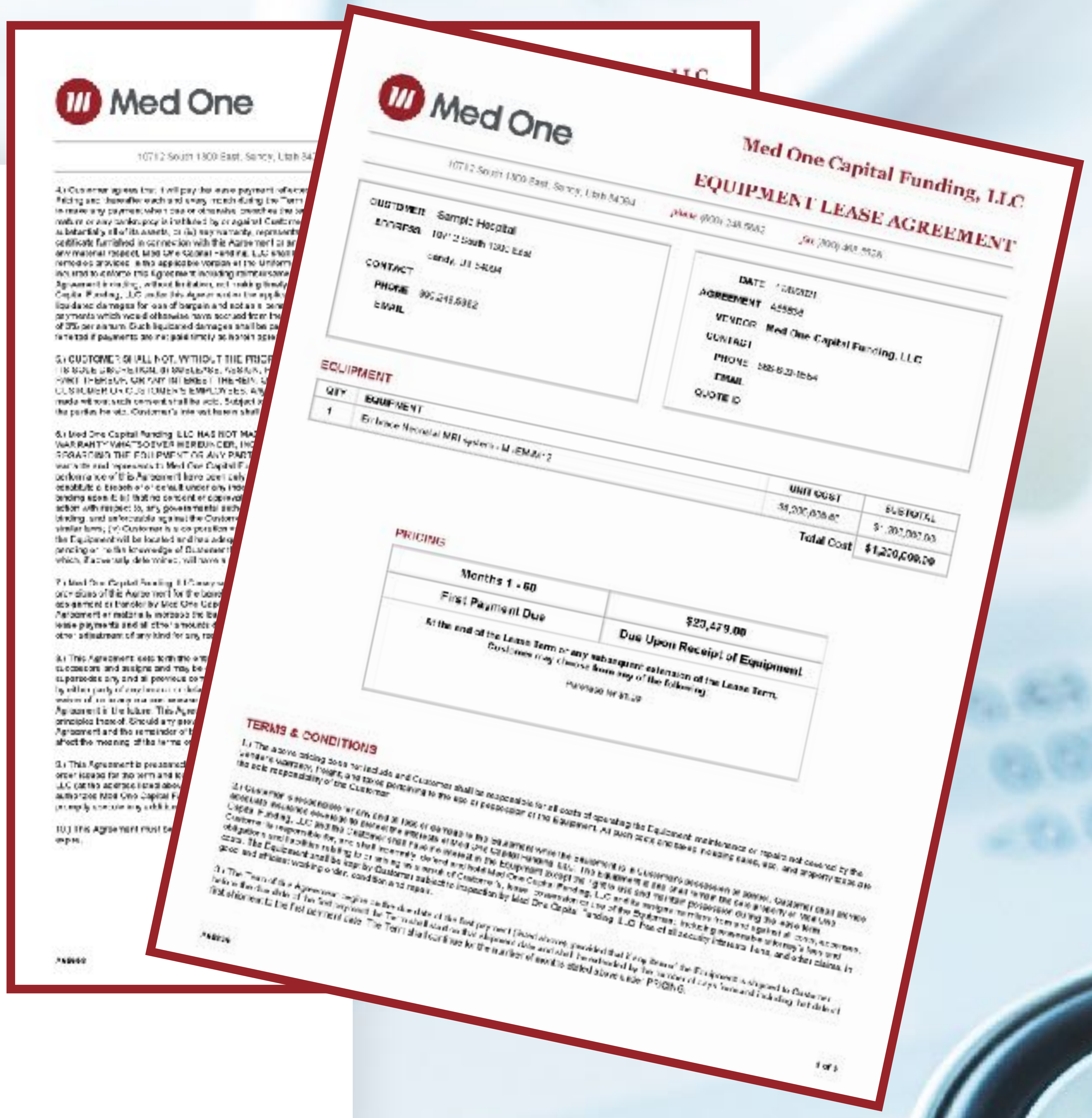
CAPITAL BUDGET	**CAPITAL LEASE** Typically 36-60 Month Term	Longer Commitment Dollar Buyout Simple Paperwork
OPERATING BUDGET	**OPERATING LEASE** Typically 36-60 Month Term	Longer Commitment FMV At End Of Term Simple Paperwork

Other Solutions

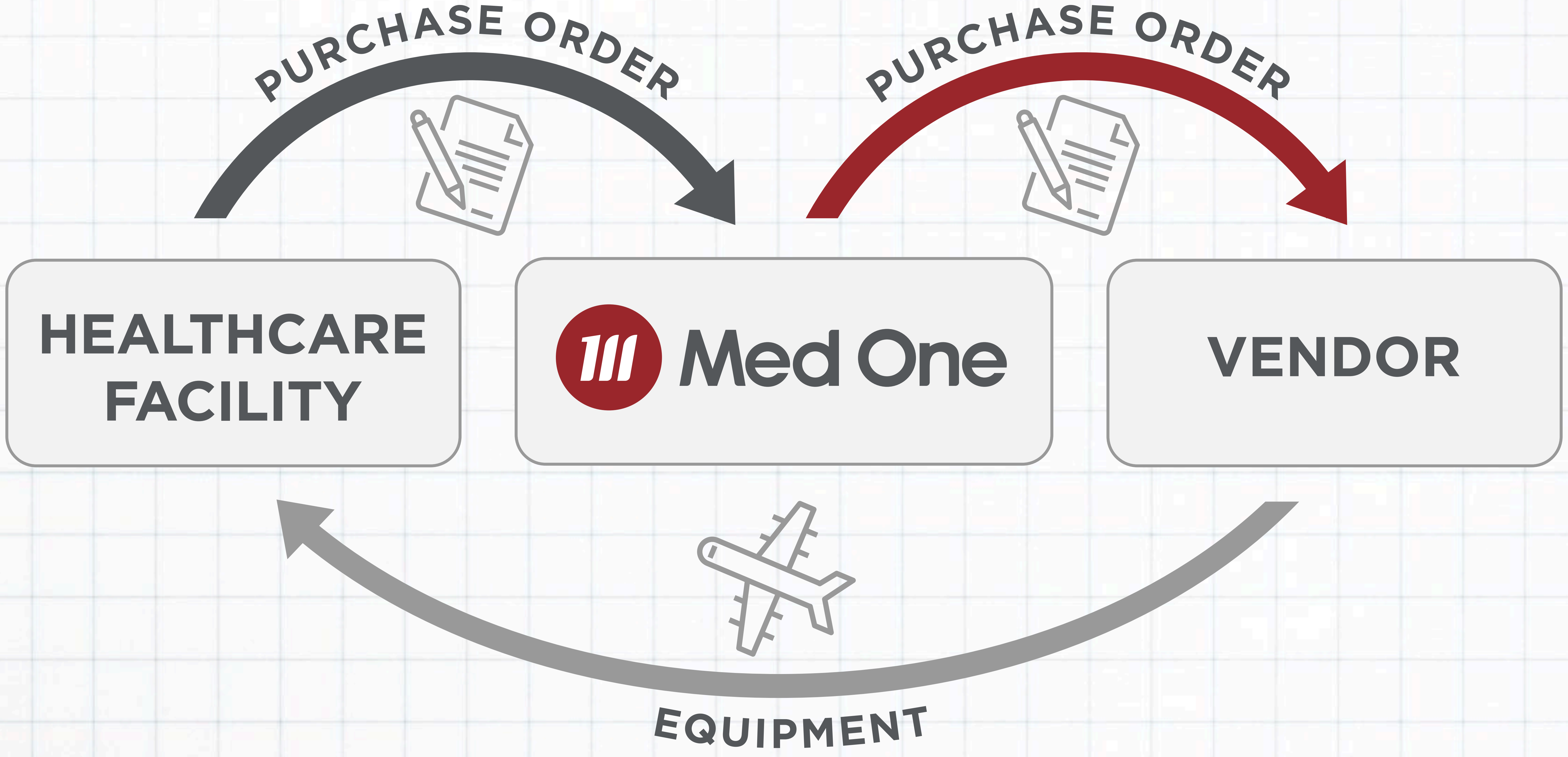
Equity Rental (Operating Budget / Short Term)
Subscription (Operating Budget)
Deferred Payments (Capital & Ops Budgets)
Step-Up Payments (Capital & Ops Budgets)
Same-as-Cash (Capital Budget)

SIMPLE PAPERWORK LEADING THE INDUSTRY

- We focus on transparency, requiring just a few pages of easy paperwork.
- Making our customers happy at the beginning - and through the end of their lease.



The Vendor Leasing Process



1 Vendor calls or emails Med One for a quote

2 Facility signs agreement and issues PO to Med One

3 Med One issues a Purchase Order to the Vendor

4 Vendor ships equipment to healthcare facility

5 Facility signs agreement Delivery and Acceptance

6 Med One sends a check to the Vendor

Vendor Sales Reps Get Credit For The Sale Just Like A Cash Purchase!

Key Vendor Relationships

BD

IPA

Omnicell

stryker

Baxter

icumedical

Dräger

MAQUET

PHILIPS

GE

Hillrom

HAMILTON MEDICAL

Three Pillars

Creativity.

Simplicity.

Responsiveness.

Med One

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