



# MEDONE ONE



20  
07

MARCH | APRIL



Med One has blazed some remarkable new trails in the past 5 years. 2006 was particularly exciting and rewarding on many different fronts. We achieved some milestones that we would never have even dared dream about when we started the company in 1991. I'm extremely proud of our "people" at Med One, and I'm impressed with many of your individual accomplishments.

2007 introduces an exciting new chapter in the Med One story. As aggressive as our plans have been in the past in each area of the company, we have never published an overall company goal against which to gauge our progress.

FOR 2007, WE HAVE PLEDGED TO ACCOMPLISH THE FOLLOWING:

1 New Lease Business Volume	\$135,000,000
2 Equipment Rental Revenue	\$2,400,000
3 Equipment Services Revenue (outside)	\$240,000
4 PSG Studies - Sandy Lab	1,500
5 New PAP Set Ups	450
6 New Oxygen Patients	90
7 New Sleep Refresh Patients	360
8 Remote Monitoring	14 Remote Beds

TABLE OF CONTENTS

2 LETTER FROM THE PRESIDENT

3 LETTER FROM THE EDITOR

5 ALWAYS BET ON BLACK

8 HR NEWS

8 HATS OFF TO JAY

9 EMPLOYEES OF THE MONTH

12 HOW THIRSTY ARE WE?

13 EMPLOYEE SPOTLIGHT

14 PAPERLESS

EDITOR

TROY TAIT

COEDITOR

ANNE McOMBER

GRAPHIC DESIGNER

BRIAN GATES

CONTRIBUTORS

LARRY STEVENS

MIKE MANNING

BRENT ALLEN

ELISHA JORGENSEN

NATE DAVIS

NICOLE MONTY

JULIE THULL

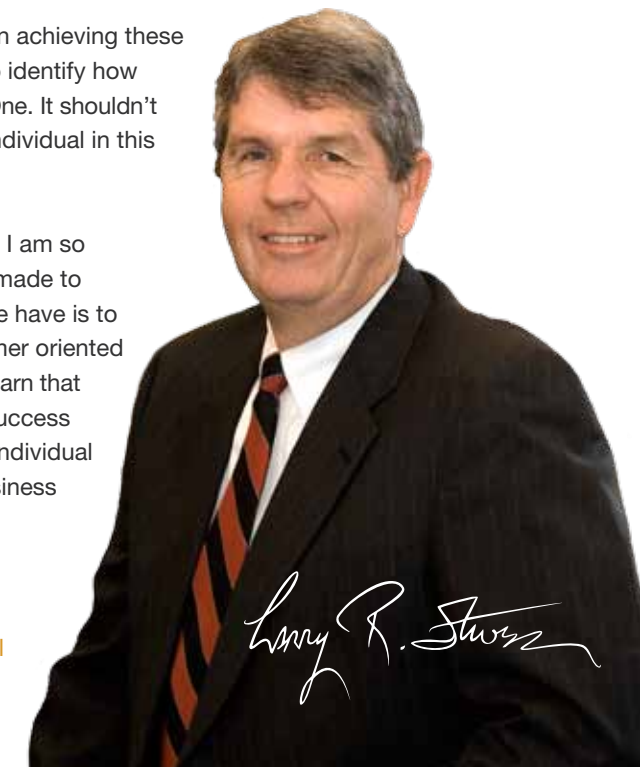
CONTRIBUTORS

We have also implemented a new employee evaluation process. Beginning in 2007, each employee will determine with their supervisor how their specific job goals will contribute to helping the company reach the company goal. Progress evaluations and compensation adjustments will be based largely on individual achievement of personal goals. This is a critical process for each of you, and I challenge you to be fully engaged in this process.

Each of us has a significant stake in focusing our individual efforts on achieving these new company goals. I sincerely hope that each of you will be able to identify how your individual efforts will contribute to the ultimate success of Med One. It shouldn't be a great reach of imagination to understand that in order for any individual in this company to succeed, it is vital that Med One succeed and excel.

I believe that our employee group is an exceptional group of people. I am so appreciative of the personal commitment that so many of you have made to success. In reality, the only significant competitive advantage that we have is to be more responsive, more flexible, and more personable and customer oriented than any of our competitors. Time and time again, I am pleased to learn that these qualities in our employees help Med One to achieve the great success that we have enjoyed thus far. I hope that each of you will make an individual and personal commitment to excellence in the way you conduct business here at Med One.

Larry R. Stevens President, Med One Capital





**MAKING A DIFFERENCE**

BY TROY TAIT

Over the past several years, Med One Capital has become a leader in the medical industry. Our creativity, flexibility and responsiveness have set us apart from the competition. Our dedicated employees and their hard work have built relationships that will be key for future growth and success. As an employee it is very exciting to be a part of a successful company with a strong future.

As Med One's reputation in the medical field continues to grow and develop, there is another area in which this company is standing out. Med One has been instrumental in the development of several community campaigns. Many years ago the company teamed up with the Utah Department of Public Safety and Highway Patrol to begin a campaign aimed at creating awareness about the dangers of drowsy driving. Today this campaign has been recognized nationally, received over \$500,000 in grant money and recently had a story printed in the Readers Digest. Because of our involvement with the Sleep Smart Drive Smart campaign, Med One Capital is also recognized as a sponsor of the Zero Fatalities Campaign.

Med One is also a supporter of the Honoring Heroes Foundation, Utah Special Olympics, Make-A-Wish Foundation, Larry H. Miller Charities, The Arthritis Foundation, The Boys and Girls Club, Utah Prevention Dimension, and The Hemophilia Foundation. In addition, Med One has sponsored numerous local high school, junior high school and elementary events. Not to forget the "Sub for Santa" which all employees are able to contribute to with Med One matching the contribution.

While it is great to be part of a company that is strong in the industry, provides its employees with a comfortable work environment as well as numerous additional benefits, it is just as important to be part of a company that gives back to our community.



**WHERE WE STAND**

Med One Capital	February 2007	2007 YTD	February 2006	2006 YTD
New Equipment Purchased	\$5,543,313	\$11,561,822	\$11,176,893	\$16,705,282
Number of New Leases	36	79	32	61
Total Customers		1,657		1,280
Total Equipment Leased to Customers		\$229,404,229		\$153,346,906
Med One Rentals	February 2007	2007 YTD	February 2006	2006 YTD
Total Rental Revenue	\$185,697	\$370,508	\$121,229	\$232,147

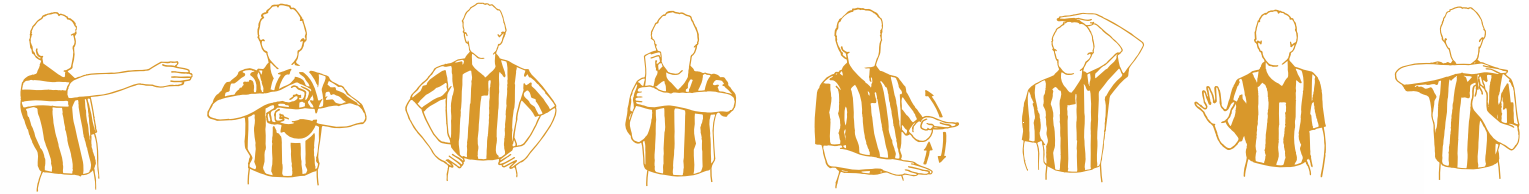
# MED ONE BALLERS

## ALWAYS BET ON BLACK

### Designer Comments

In an effort to keep the pounds off and to satisfy the male instinct to kill and win, a few of the Med One fellas participate in a weekly basketball game at the local gym. With sweat flying and elbows swinging, this is how basketball is meant to be played. Helping to make this happen each week is the Company Wellness Program. Started in early 2005, the program helps keep a good portion of Med One employees happy, healthy, and fit. It allows employees the opportunity to receive

a partial reimbursement towards a monthly gym membership which is great motivation. It's not a bad idea to trade your dress shoes for sneakers once in a while, and work on those love handles and sagging parts that you are so very ashamed of. The weekly basketball games are not only a way to accomplish such things, but are a great way to build teamwork; which in turn is integrated at the work place. So no matter if the black team always wins; I guess everyone wins.



Doug was not present during the team photo so liberties were taken to place him in the picture digitally. The artist's rendering depicts Doug during a normal day on the court.







## HR NEWS

BY MIKE MANNING

As we conclude our first quarter of 2007, now is a good time to evaluate how we're doing on meeting the goals our CEO has set for our departments. Goals are just ideas unless we actually work to achieve them.

Has your Department team identified your most important WIG's? (Steve Jones of Franklin Covey defined a WIG as a Wildly Important Goal). Have we all been thinking about what our President challenged us to do? His story about the Generals was as old as time itself, but the message of "thinking the best of each other and not jumping to wrong conclusions" is timely and very feasible.

Has your Department team put up a scoreboard to track the first quarter? Are your personal goals supporting your Departmental goals? Based on the goals set by our CEO, the following is what we should have accomplished in the first quarter.

This reminder is just that - a reminder. Time passes quickly and every day we need to be aware of what our goal should be for that day. We have 64 working days each quarter (minus holidays) and we need to accomplish 1/64<sup>th</sup> of our quarterly goal each day.

If your goals need to be readdressed, now is the time to do it. Let's rededicate ourselves to accomplishing our WIG's and step it up so our personal goals and our departmental goals will be on track for accomplishing Med One's 2007 Corporate goals.



## NEW SECTION TO MED ONE TO ONE

In an effort to make Med One to One more interactive we are creating a section for letters to the editor. You can respond to an article that appears in Med One to One or offer insight on what topics you would like to see in future issues. It can also be used as a way to ask questions about something you read. To participate, simply send an email with your "letter to the editor" to [editor@medonecapital.com](mailto:editor@medonecapital.com). We are excited about this new section and hope you will take advantage of this opportunity.

(This is open to all readers of Med One to One.)



JAYMILLS



## HATS OFF TO JAY

Hats off to Jay our "Maintenance Man." Whether it's a broken sprinkler head or little fingerprints in the lobby, he takes care of this building like he owns it. It must seem he hears nothing but complaints, but we'd like to take a moment and thank him for quietly and efficiently going about keeping our new building looking new. Hats off to Jay and a big thank you from all of us at Med One!

EMPLOYEES OF THE MONTH

JAIRO BARRETO



MARCH

NATE DAVIS



APRIL

Congratulations to our Employees of the month for March and April. Jairo has his hands full with our Shipping and Warehouse duties. For close to two years he has been a valuable asset to the Med One team. Nate Davis has worked as the Network Administrator for over three years at Med One. He maintains all computer systems, phone system, servers, security system and much more. He continually exceeds expectations as the ultimate problem solver. Jairo and Nate are both valued employees and well deserving of this honor.



Be sure to submit your nominations for Employee of the Month by the 25th of each month. Nominations can be placed in the EOTM Ballotbox or delivered to Human Resources.

STAVANS



FOR SIXTEEN YEARS THE PROFESSIONALS AT MED ONE HAVE BEEN CREATING FLEXIBLE FINANCING PROGRAMS THAT ASSIST THE CUSTOMER AND BENEFIT THE SALES REPRESENTATIVES.







## EMPLOYEE SPOTLIGHT

### ELISHA JORGENSEN

Elisha Jorgensen was born at St. Mark's Hospital and was raised in Midvale City and has never lived anywhere else.

Elisha joined the Med One team in October 2005. Her official title is Administrative Assistant, which encompasses more than you'd think. Elisha is responsible for all the leasing files in the company, from filing paperwork to keeping track of where they are. She scans Paid in Full files, as well as helps accounting with scanning, folding invoices, and going through monthly cash receipts from the bank. She also does data entry and is one of the back up receptionists. I guess her job here at Med One fits Elisha like a glove because she considers work one of her hobbies! This explains why she is also employed at Hale Centre Theatre.

Before her days at Med One Capital, Elisha attended Hillcrest High School where she was involved in cheer. (This is where the embarrassing moment comes in.) Their team was at a cheer competition, and as captain, Elisha was responsible for setting out the signs that would be held up by the team during their routine...let's just say everyone was a little surprised when the signs were

held up and they spelled SHH instead of HHS. Regardless of this, she did continue attending Hillcrest and graduated in 2000.

Three years later Elisha went from cheer captain to Miss Midvale City with the platform, or service project, of "Promoting the Arts in Our Community." With this project she planned performances and concerts, participated in parades and ribbon cuttings, performed at concerts and ceremonies, and spoke at elementary schools. You think this is the end? Think again. In 2006, Miss Midvale City sang her way to the title of Midvale Idol- a spin off from American Idol.

So what will come next for Elisha in 2007? Elisha continues to use her talents to sing and perform in community musicals, and it's currently her goal to become a pastry chef and "decorate really cool cakes." But realistically, she'd like to get married and raise a family. Well, one thing is for sure. She's definitely going to need to find someone who can keep up with her!



## PAPERLESS

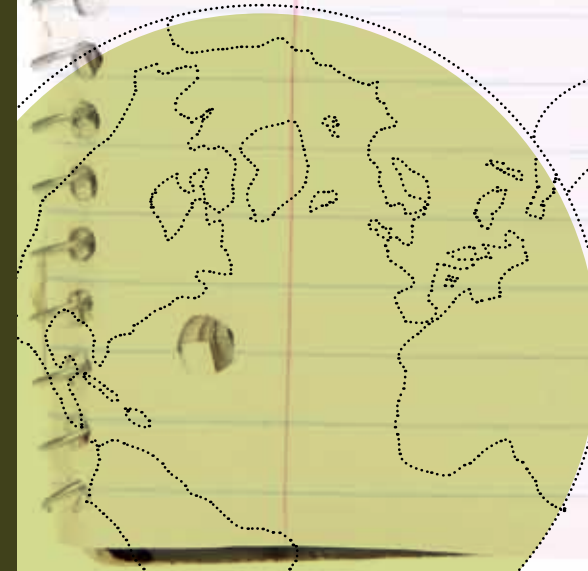
BY NATE DAVIS

The world is moving ever so quickly to a paperless society. Every day, more and more businesses and governments are trying to find ways to be more efficient. Removing our reliance on physical papers is one way to be more efficient. One major roadblock to efficiency is the need for paper to be in more than one place at the same time. The beauty of digital paper is that it can be. Two or three sets of eyes can be viewing the same digital copy of a physical sheet of paper not just in the same building but anywhere around the globe.

The world of "paperless" is not without paper. Paper is and will always be a part of our culture and the way we do business. It's the way we view and use this "paper" that is changing.



LOOKING TOWARD THE FUTURE





Med One Capital  
10712 South 1300 East  
Sandy, UT 84094  
800.248.5882  
[www.medonecapital.com](http://www.medonecapital.com)

