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MEDONE ONE

ISSUE NO. 30

View from Above

Med One Capital continues to elevate as we complete 20 years in business.
Innovation, Creativity, Flexibility, Responsiveness

Who Is Packing Your Parachute? p.4
Letter From The Owners

De-Coding Password Myths p.8

The Measurements Of Hard Work p.11



MED ONE TO ONE

About Med One To One

Med One To One consists of editorials, a message from our owners, testimonials, information regarding our financing 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. Please feel free to send suggestions, insights, or comments to editor@medonecapital.com.

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Changes Coming to Med One To One!

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



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Letter from the Editor
Written By: Troy Tait

A Tribute to JD

Shortly after I graduated from college and started my new life as a grown up with a job, one of my new work associates gave me some very sound advice. He said, “as you go throughout your career, watch, learn and implement.” As we continued our discussion he shared more of his wisdom stating, “you can spend a lot of money going to seminars or reading books from the guru’s who know everything, or you can take advantage of your greatest asset: co-workers.”

As I look back on my career beginnings, I realize just how accurate this guy really was. I have watched my co-workers, learned from their success or failures and tried to implement the positives into my own life. Along the way I have also come up with a few ideas of my own. I have routinely seen those who have the most, put in the most. There have been many who felt they deserved the most but didn’t want to do what it would take to get there.

Over the last 18 years, I have watched and learned from many people at Med One. One person who has taught me several valuable lessons is JD Gordon. He joined Med One in 1999 and brought a tremendous amount of experience. He was a seasoned veteran who knew the ropes and how to get things

done. For the first part of his time at Med One I was able to work very closely with him in supporting some of our vendors. I learned many things from him, including the importance of building real relationships. Even if a transaction didn’t happen, JD always created a partnership. He always made people a priority and our vendors and customers recognized this.

He was always the first one at work (I attribute that to his age, it seems older people always start their day way too early) and always one of the last to leave. He never cut corners and always looked for a solution that would be a win for the end user, vendor and Med One. Some of JD’s best qualities were that he was dependable and honest. If he said he would do something, he did it as promised.

On November 30, 2011, we honored JD as he retired and moved onto the next phase of his life. He won’t admit it, but I think he will end up working for a cruise line as a cruise director. It has been an honor to work with JD. I have watched, learned and tried to implement several of his qualities. He was a great asset to Med One and we will miss having him here. We wish him the best of luck in everything he does, knowing he will be successful.



As a member of Team Med One, JD was instrumental in the success of our company. We wish him and his family the best of luck in everything they do. He will be greatly missed around the office.



Who is Packing your Parachute?

Letter from the Owners
Written By: Brent Allen

It is clear that we live in turbulent times. Unemployment remains at record levels. Bankruptcies continue to run rampant. Foreclosures remain high and one third of all home owners are under water with their mortgages. The stock market resembles a roller coaster; up and down, but mostly down. This pessimistic news continues to dominate the headlines. Though we are surrounded with pessimism, we remain very optimistic here at Med One, and we continue to believe that our future is very bright. Like any other company, we will unavoidably experience our share of up’s and down’s, but we are committed to never allow a deterrent to become a permanent obstacle. We are aggressively seeking new opportunities that will complement our unique approach.

Several weeks ago, I was talking with a good friend of mine. We were engaged in a conversation about motivational and inspirational stories. He invited me to google the name Charlie Plumb, an inspirational speaker that he had heard about. Captain Charlie Plumb graduated from the US Naval Academy at Annapolis and went on to fly the F-4 Phantom jet. He flew 74 successful combat missions over Vietnam. On his 75th mission, with only five days left before he was to return home, Plumb was shot down by a surface-to-air missile and parachuted into the jungle. He was captured, tortured and imprisoned in an 8’ X 8’ cell. He spent the next 2,103 days

(nearly 6 years) as a Prisoner of War in a North Vietnam prison camp. Today, Plumb lectures on lessons learned from that experience.

He likes to tell the story of a day when he and his wife were sitting in a restaurant and a man at another table approached them. “You’re Plumb!” the man said. “You flew jet fighters in Vietnam from the aircraft Kitty Hawk. You were shot down!”

“How in the world did you know all of that?” asked the former pilot.



“As you go throughout your career, watch, learn and implement.”

"I packed your parachute!" the man responded. Plumb gasped in surprise. The man pumped his hand and continued, "I guess it worked!" Plumb assured him it did. "If your chute hadn't worked, I wouldn't be here today."

The pilot couldn't sleep that night, thinking about the stranger. He wondered how many times he might have seen him on the ship and not spoken to him because he was a fighter pilot and the man who packed his chute was "just a sailor." He thought of the many hours the sailor had spent on a long wooden table in the bowels of the carrier... carefully weaving the shrouds and folding the silks of each chute. Each time, this sailor held in his hands the fate of someone he didn't even know.

This story clearly invites a few questions. Who is packing our parachute? Who is watching out for us? Can we identify the people who have packed our parachute over the years, and those who are packing it today? It is very clear to me that we will never be successful without the help of others.

I have pondered earnestly about how we pack one another's chutes... especially as it relates to Med One. I am indebted to 60+ employees who are consistently packing my chute. We pack each other's chutes in many ways, but I want to focus on just three.

A STRONG WORK ETHIC! I believe we are packing one another's chutes when we establish a strong work ethic. I am impressed with the consistency of our Med One employees. I am especially touched when I hear a customer comment that one of our employees clearly went the extra mile for them. I have witnessed our employees coming into work early. I have seen them work through their lunch hour to take care of a customer. And I have seen them stay late in

order to respond to a customer need. I am touched with the level of their commitment and I am honored to be associated with them. I have seen some exceptional work ethic here at Med One. These are examples of employees who are packing our chutes and I express my heartfelt thanks to each of them.

"I have pondered earnestly about how we pack one another's chutes... especially as it relates to Med One. I am indebted to 60+ employees who are consistently packing my chute."

INTEGRITY! I believe integrity has a lot to do with packing one another's chutes. Each of us has a unique challenge here at Med One. We must demonstrate to our customer that integrity is our top priority. When our customer comes to truly believe this, we will have developed a loyal repeat customer. I have seen many times when we have honored a commitment at the expense of making a profit on a particular transaction. When integrity is exemplified, we are indeed packing one another's chutes.

ENCOURAGEMENT! No single act goes further in packing one another's chutes than positive encouragement. We all get discouraged at times. Each of us needs an occasional pat on the back and some positive words to keep us motivated and going forward. On many occasions, I have been the recipient of such encouragement. Michael Jordan was once told, "Boy, who you kiddin? You can't slam no ball." He was cut from his high school basketball team. But fortunately he had people packing his chute... friends, family, and coaches all provided the encouragement he needed. He ultimately earned a position on the 1992 Summer Olympic "Dream Team." He became one of the most recognizable figures in professional basketball today. Michael Jordan had people packing his chute.

The following story from an unknown author was told about her grandmother and a person she deeply admired. This story accentuates compassion and encouragement. It is about how one person can pack the chute of another by helping them feel good about themselves.

"My grandmother was born in a small Texas farming town. As the youngest daughter of a sharecropper who earned a living by picking cotton, she knew

the meaning of barely getting by. Times were tough and she learned to never waste a thing.

Her Uncle Jess was a compassionate man who always treated her with kindness. Each time she would visit him, she always left with the same feeling... I am special. After all, she was the only person who was allowed to drink from his special pink drinking glass. One day she took the pink glass out to the water cooler. Out in the cooler she accidentally dropped the glass. Looking down at the hundreds of glass fragments, she began to cry. She had been entrusted with this special glass and now it was broken.

Her crying was interrupted when she heard Uncle Jess call out, 'Ruby Nell I was thinking, I'm tired of that silly old pink glass. Would you please break it for me?'

She ran back to him calling out with the enthusiasm that only a six-year-old can summon, 'I did it Uncle Jess! I did it!'

Fortunately, we are surrounded by people who are packing our chutes. To those who have packed my chute over the years, I am indebted. For those who are packing it yet today, I give thanks. And to those whose chutes I am packing, I promise to do my best.

Don't let Safety Wait

Written By: Sally Bowen

Advances in technology have changed our lives for the better in countless ways. Medical technology has progressed to help us live longer, more quality lives. When we need to go to the doctor or hospital, we assume we are getting the best care with the most up-to-date medical equipment.

But how often is that the case? We all realize technology changes so fast! There is always the latest and greatest gadget keeping us on the cutting edge. But what if the new technology is too expensive? When this is the case on a child's Christmas list, we pick a different item. But hospitals that don't have the cash to purchase new equipment need to rely on their annual budgets. These budgets allow them to get the new equipment with the latest features to help save lives and enable patients to recover more quickly. However, the reality is that capital and operating budgets still don't have enough money to get a lot of the new medical equipment the hospital desperately needs. Some hospitals have ventilators that are 15 years old; some don't have enough equipment for the day-to-day patient load, let alone in peak season. Do you know of a hospital in your area that has the only

imaging equipment available? You must go there because it's the only choice. Some facilities are waiting for grant money that was approved to get the needed equipment. But is patient care compromised while they wait?

money they spent fixing the old equipment, they could have paid a monthly payment on new pumps that have all the safety features they need to pass an inspection that would allow them to get a new contract. The Biomed technician knew

results in financial success for the hospital. It also allows department heads to maintain and reinforce excellence because medical equipment is a major factor in patient care and safety. This shouldn't be put aside because the money is tight and not readily accessible.

“Medical equipment is a major factor in patient care and safety. This shouldn't be put aside because the money is tight and not readily accessible.”

I was talking to a department manager at a hospital and he was worried about all the different types of equipment he had on his floor for the therapists to use. He wanted standardization so the therapists didn't need to keep training on different equipment. But after years of waiting for money to be allocated to his department, it never came. He had no choice but to rent equipment that wasn't the same.

it was getting more expensive to fix the old equipment because the parts were getting hard to find, but he didn't know what else to do.

Luckily the vendor sales rep knew all about Med One's mission statement. Med One Capital exists for the sole purpose of making medical equipment available to the medical industry with innovative, creative, responsive and flexible equipment acquisition solutions.

Providing solutions allows the hospital staff efficiency, which gives the hospital a level of high quality care. This in return

The patient's safety is all of our jobs, not just nurses, physicians, pharmacists, risk managers, or vendor sales account managers. We need to take a pro-active role in preventing healthcare errors by educating doctors and hospital staff that they can't put safety aside because they don't have the cash budget in place for purchase.

By introducing Med One as the solution, acquiring medical equipment with financing will present a valuable fix to many issues organizations face in today's challenging healthcare environment. Improvements in quality of safety for patient care should not have to wait. Med One Capital can provide the right solution so everyone wins. It is simple to work with Med One, so don't wait until the next quarterly review to see if you have enough money to make a purchase. Call us and we will put together a customized proposal. It's the first step in making the right choice, the choice to put safety first!

De-Coding Password Myths



Written By: Emily Flinders

A Solution for Your Organization, Your Customer, and your Budget.

Call Med One today and start the chain reaction.

p. 800.248.5882
www.medonecapital.com

It seems like most of the websites I visit ask me to create a username and password. Between my bank account, credit cards, Facebook, Twitter, LinkedIn, email accounts, and favorite shopping sites, I find it nearly impossible to keep all of my passwords straight without using the same password for every website. Besides the major potential security issues, using the same password usually doesn't work because websites have specifications for passwords. You have probably seen a message similar to this: Your password must be 12 characters in length, and contain numbers, uppercase letters, lowercase letters, and symbols. At this point I wonder, is it worth the headache to remember secure passwords for 20+ websites? For all my complaining the answer is yes. Password security is extremely

important, especially when so much secure information is accessed and transferred through the Internet.

After a social gaming website was hacked in 2010, researchers found some interesting information about password usage and trends. Fifty percent of users had common words or consecutive numbers in their password. They found "123456" was the most popular password used, and another front runner was "password." It seems I am not the only one who thinks password management is a headache.

Here are a few things to keep in mind when creating and handling passwords. Adjusting your password habits slightly, or adopting even a few of these practices could increase the security of your important information and accounts.

<http://www.computerworld.com>

<http://news.yahoo.com/blogs/upgrade-your-life>

DON'T:

Don't use any part of your name or email. This type of information is the easiest for potential hackers to find. If the information in your password is tied to you somewhere on the Internet, it's probably not a good idea to include in your password.

Don't write down all your passwords on a physical document, or save them in a document on your computer.

Don't use consecutive strings of numbers or letters like "ABCDEF" or "123456."

Don't use a similar, or the same password for all of your logins.

DO:

Use a random mix of letters, numbers, and symbols that don't have a particular meaning.

Use symbols in an effective way. Often it's hard to remember a random password like L&t#%#mE. However, Cat#%#%# is easier to recall and just as secure.

Use the maximum number of characters allowed for the password. If the maximum number is 14, making the password the full 14 characters will be more secure than the 6 character minimum.

Store all passwords in one place with a password manager. These applications take away the burden of remembering 20+ passwords. You only have to remember one password, and the password manager does all the other work for you, auto-filling secure passwords for all of your logins. Popular managers include KeePass, 1Password (Mac), and RoboHelp (Windows).

Have other password tips and suggestions? Email your tips and tricks to: editor@medonecapital.com

Where We Stand Company Numbers

| MED ONE CAPITAL | OCTOBER 2011 | 2011 YTD |
|-------------------------|--------------|---------------|
| NEW EQUIPMENT PURCHASED | \$12,254,050 | \$162,700,157 |
| NUMBER OF NEW LEASES | 41 | |
| TOTAL CUSTOMERS | | 2,502 |
| TOTAL EQUIPMENT LEASED | | \$413,097,095 |

| MED ONE EQUIPMENT RENTAL | OCTOBER 2011 | 2011 YTD |
|--------------------------|--------------|-------------|
| TOTAL RENTAL REVENUE | \$760,048 | \$8,063,528 |



Acquisition Solutions

Each solution offered by Med One can be customized to best fit the needs of the customers. We have over twenty years of experience working in the healthcare industry. Our simple documentation, quick turn around time and customer service have no comparison within the industry.

Capital Lease

Customer commits to a fixed term of rental payments. At the end of the rental term, customer owns the equipment with a \$1.00 buyout. There is no option to return this equipment. Rather, the point of this program is simply to finance the equipment over several months when cash is not available for immediate purchase. Completing a capital lease through Med One is simply a matter of signing a simple agreement and issuing a purchase order. Both the signed document and the PO are then sent directly to Med One. This program is also known as a Rent to Own or a \$1.00 Buyout Lease.

Rental Rewards

Simply issue a 1 month renewable purchase order to Med One, and the customer receives brand new equipment direct from the manufacturer. The customer can rent the equipment on a month to month basis or, if capital budget is allocated, purchase the equipment with 50% of the rental paid going towards the purchase price. There is no paperwork to sign, payments are made from the operating budget, and the customer may return the equipment at any time.

Equipment Services

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

Operating Lease

Customer commits to make monthly payments based on an established term. When the term ends, the equipment can either be purchased based on its fair market value, rented for an additional 12 months, or returned to Med One Capital with no further obligation. Completing an operating lease through Med One is simply a matter of signing a simple agreement and issuing a purchase order. Both the signed document and the PO are then sent directly to Med One.

12 Month Renewable Option

Typically, an operating lease deal is done on a term of 36 - 60 months. At times, a customer may have difficulty committing for an extended length of time. If so, we can present a short-term renewable option. The intent is to provide a 3 - 5 year lease payment structure in which the customer is only committed for 12 months at a time and can renew after each 12 month period until the total lease term is met. After any 12 month period, the standard end of term options are also available, so this option will always qualify under the FASB-13 guidelines.

Equipment Rental

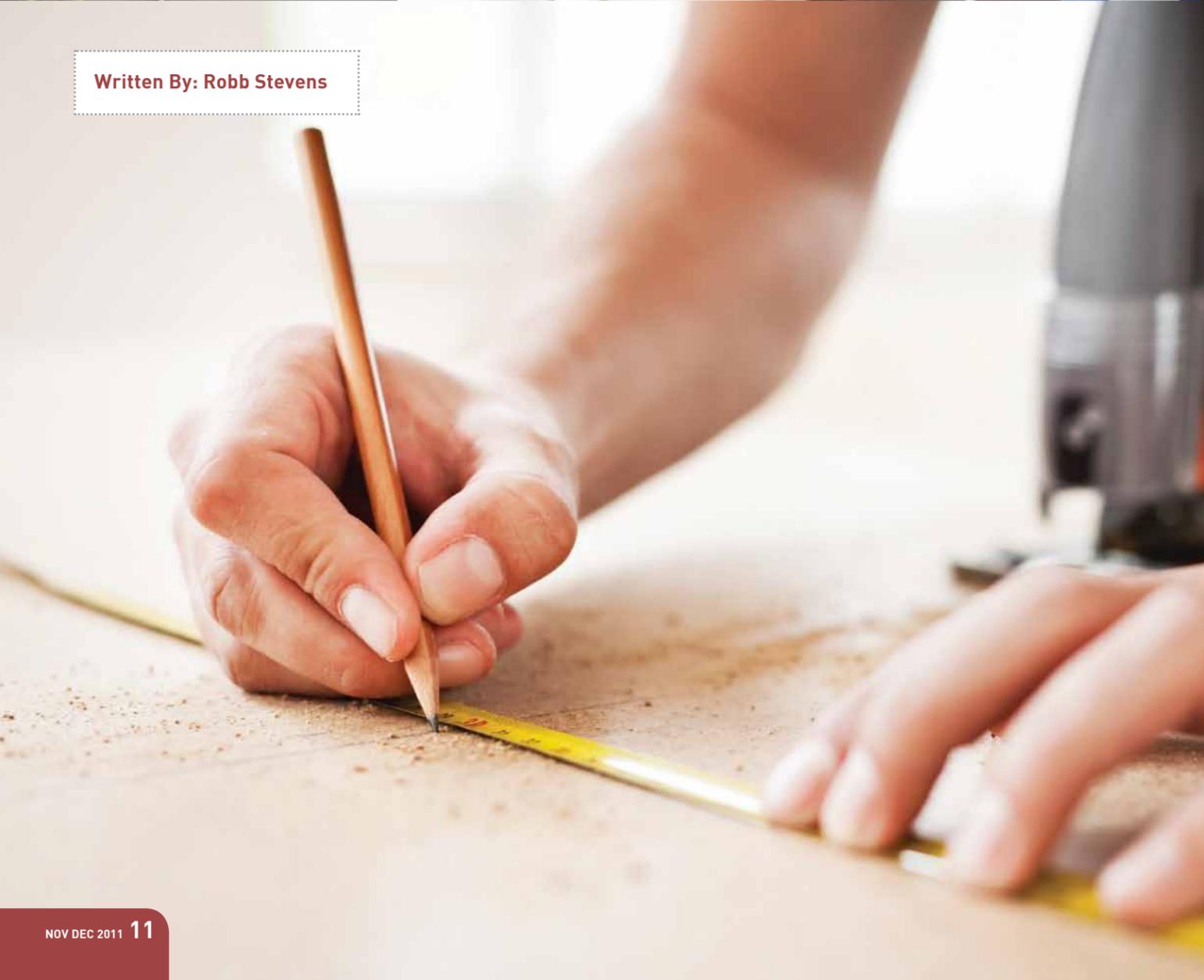
Med One Equipment Rental is an authorized rental dealer for Alaris Systems and Sigma Pumps. We carry equipment from leading manufacturers and our refurbished medical devices are patient-ready, include a full warranty, and are factory tested. Equipment Available to Rent: Modular Systems, Syringe Pumps,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

Your Direction, Your Solution

The Measurements of Hard Work



Written By: Robb Stevens



What does it mean to be a hard worker? The concept is so varied depending on the type of work and the level of responsibility your job requires. On the surface, it would seem fairly easy to identify. Maybe in your view you exert more effort than those around you, or perhaps your measurable results are far greater than your counterparts. Maybe you are demonstrably more passionate about your job and the company you work for than anyone else. Maybe you arrive at the office earlier than anyone else, or you're still there after they have all gone home. All of these things may be good indicators that you are a hard worker, but there is so much more to think about. Every employee has a different set of assigned tasks, objectives and responsibilities. Defining a person as a hard worker or even the hardest worker at a company really depends on the measuring stick being used, and the measuring stick is different for every single job.

At Med One as with any other company there is a specific division of labor, which means each employee has a defined area of expertise that in the end, combines to accomplish the overall purpose of the business. A division of labor utilizes workers in the area they are most effective or best trained in. It generally ensures that those who are the most experienced and skilled managers are

given management roles; those trained and proficient in accounting functions are specifically employed in handling accounting responsibilities; sales and marketing roles are filled by those that are best qualified to do sales and marketing, or whatever the job may be. Division of labor keeps a business organized similar to an assembly line. Without proper organization within a company there would be "too many cooks in the kitchen," bringing productivity to a screeching halt.

In recent years the U.S. Department of Labor has listed over 13,000 different job descriptions in its Dictionary of Occupational Titles. It takes a combination of many individual and

"It takes a combination of many individual and specific jobs or tasks to make a company truly hum."

specific jobs or tasks to make a company truly hum. With all the various functions that are handled within a business, the definition of "hard work" or working hard depends on the functions and expectations that go with the specific job. If those

functions are performed at a high level, then the worker performing that specific job is by definition working hard.

I could easily identify myself as one of the hardest working people at my company and I may be right. I may also be absolutely wrong depending on the measuring stick being used to define my efforts. For example, from a purely physical effort standpoint the guys that work in our shipping/receiving area work much harder than I do. I spend 90% of my workday sitting in a chair looking at my computer monitor or talking on the phone. What I do is not physically taxing in any way. I never break a sweat doing what I do, but it does require effort nonetheless. To use another measuring stick, I definitely don't answer as many phone calls as our very capable receptionists do on any given day! All jobs are measured differently so to say that anyone is the hardest worker at a company is a difficult thing to truly nail down.

Roughly defined, work is simply effort or activity that is intended to accomplish a set of assigned tasks or produce a desired result. Most of the time the effort or activities are observable and measurable. But there are intangible aspects of being a hard worker too. Where is your heart?

Where is your dedication? How about attitude toward the job or loyalty to the company you work for? All these things and more can directly affect the level at which you perform. Being a hard worker doesn't mean you are married to your job,

but it should mean you are vested not just in your own success but the success and well being of the company you work for. If you are an entrepreneur (which the owners of Med One Capital are) it is very easy to have a vested interest in your company's



success because you've poured your heart and soul into building it from day one. That is why often, the owners of a business may be viewed as its hardest workers. They have the most to gain if the business succeeds and certainly the most to lose if it fails. An employee punching a time clock each day may meet the objectives of the job by definition, but a hard worker does more than just fill the basic requirements. A hard worker innovates. They work smarter, not just harder. Their dedication and heart influences the way they magnify the job and the results of their efforts show it.

On a recent business trip, I stopped at an airport juice shop to buy a smoothie on my way home. The cashier who helped me that day really impressed me. Anyone can stand there, take your money and then move to the next customer, but this guy was friendly, warm and sincere. Technically, his job description as a cashier is simply to take a quick order, ring up customers, tell them what they owe and take their money and move on. This guy though, gave me a few brief but

valuable insights on the menu items I was considering, complimented me on what I eventually chose, told me very sincerely to have a great day and thanked me for my business. I don't normally throw money in a tip jar at a point of purchase situation like that, but in this case I did so readily. This guy wasn't just doing his job; he was working hard within the scope of his assigned responsibilities as a cashier. By working hard he not only elevated himself, but also elevated his company.

Every person no matter how seemingly insignificant or grand their job, can take a similar approach. There are endless ways to work smarter and thus harder. By doing so, we improve on the existing functions of a job, and even invent new ways to be successful and productive. It has been said, "the privilege to work is a gift; the power to work is a blessing; the love of work is success." Yes, the results of work can be measured, but results are deeply affected by where your heart is. When you are fully invested in your job, your measurable results will almost always be magnified by what is driving you inside.

Employee Spotlight

Kathy Whiting
Human Resource Director

Once upon a time there was a beautiful princess who lived in a magnificent white castle high on a mountaintop in a distant kingdom. She lived an enchanted life, traveling to faraway places and meeting interesting people.

Well, I guess that's not quite the story of my life. I was kind of a princess because I was the baby of the family. My sister was 14 years older and my brothers were married and starting families of their own by the time I came along. My magnificent white castle was a white house on 10th street, in the distant kingdom of Evanston, Wyoming. Although I lived in Wyoming and was considered a cowgirl, I didn't ride horses. Instead, I was a great bushwhacker for my dad during deer hunting season. I gained an appreciation for the outdoors hiking, camping, shooting guns and occasionally catching a fish if someone else baited my hook. Even now my favorite places to vacation in Wyoming are Jackson Hole and Yellowstone.



Enchanted life might be stretching it but that's a matter of opinion. I attended the University of Wyoming, married my high school sweetheart and was blessed with three wonderful children; Kimberly, Krishelle and Jason. Our "far away place" after my husband's graduation from the University of Wyoming was Amarillo, Texas (affectionately called the armpit of Texas). My husband later enlisted in the Marine Corp as an officer so we traveled to many places including Pensacola, Florida, Tustin, California and the Marine Corp base in Kaneohe, Hawaii. In fact, two of my children were born in Hawaii. After leaving the Corp we eventually moved to Arvada, Colorado which was home for 20 years. Unfortunately, a reality of any make believe story is not everything goes as planned. Eventually I had to adjust the fairy tale when my husband and I went our separate ways but remained united in loving and raising our children.

I have definitely had many opportunities to meet interesting people and learn from some great mentors as I've pursued my career in Human Resources. In Colorado I worked for the same company for 16 years. I started as an Administrative Assistant and worked my way up the preverbal ladder holding the positions of Human Resource Generalist, Recruiter, National Manager of Training and Human Resources Field Services and culminating as Manager of Regulatory Affairs where I worked with other attorneys under the direction of General Counsel. That's where I gained my experience in compliance of legal issues, multi state compliance, employment policies and procedures



and risk management for the corporate headquarters with 1200 locations, and 17,000 employees in 32 states.

The company, ARAMARK Educational Resources, a division of ARAMARK, was later "spun off;" the corporate office where I worked was closed. I had always said if I lost that job I would move to Utah to be close to my grandchildren. Before I knew it that's exactly what I did and I haven't looked back since. What a great opportunity it's been to live two miles from my Utah grandkids. I get to attend all their activities, baby sit and just drop by after work to see how their day was. Fortunately, Utah isn't that far from Cheyenne, Wyoming where my other five grandchildren live. Utah has been very good for me. In April of this year I was married to my "prince charming," the man next door.

Working for Med One has been part of my "enchanted life journey." It's a pleasure working with Larry and Brent, learning about their style of management and leadership, and watching as they inspire others through their vision and create a desire in them to achieve those same visions and dreams. Things will only get better as we venture down this yellow brick road full of new adventures and experiences.



Speeding up Processes through the Pipeline

Written By: Nate Davis

Every organization has defined processes. These processes are put in place to make employees more efficient and ensure that work is accomplished. Tom Peters said, "Almost all quality improvement comes via simplification of design, manufacturing... layout, process and procedure." I think processes can always be re-evaluated and changed to make departments and people more effective. Recently, I have been giving a lot of thought to automating our build process. For those that don't know, in order to have a software program, you must convert the source code (written by

a developer) into a program that can be run. In order to do that, the source code has to be run through a compiler, and a build server manages this whole process.

This process is known as a build pipeline. This process has to be documented and tested over and over. What I am trying to do at Med One, is get to a level of automation in our deployment process to allow us to make changes even quicker than we do now (about 8 times faster). We are using Jenkins CI (an open source product) to build the pipeline and help us

achieve this goal. When the build process is more automatic everything else speeds up, increasing our effectiveness and productivity. This then allows us to adapt and automatically test our programs and websites to blaze new ground and push our industry forward. We are always looking for ways to improve software programs that allow people within the company to do their jobs more efficiently. Being even more responsive is never a bad thing, and by constantly looking for ways to progress, we will get even better!



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