

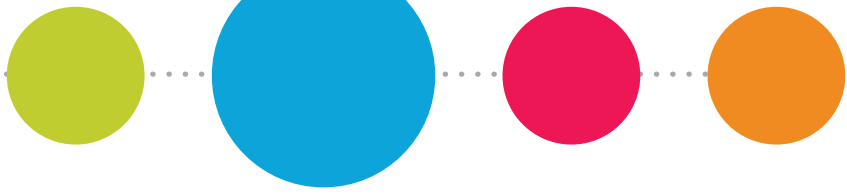


Integration as a
**Better
Model**

Together with our
partners, transforming
the way health care thinks
about supply chain



RESOURCE OPTIMIZATION & INNOVATION



U.S. health care leaders, in addressing today's dramatically changing landscape, look to ROi as a recognized innovator and trusted partner in supply chain management. ROi was established in 2002 as an operating division of the Sisters of Mercy Health System (Mercy), one of the largest Catholic health care systems in the United States. Since then, ROi's integrated supply chain model has helped align the interests of health care stakeholders to drive greater efficiencies, reduce costs and improve patient outcomes.

OUR INTEGRATED MODEL

Together with partner providers and suppliers, ROi is transforming the traditional ways of health care supply chain management. Through a holistic approach, the ROi business model looks at the total delivered cost and overall supply chain performance. The model is, at its core, three things:

- An aggressive quality approach that seeks to streamline and simplify everything related to supply chain processes.
- A business force that drives supply chain synergies by combining group purchasing, manufacturing, distribution and consulting services within the health care provider organizational structure.
- A proven supply chain innovator that is skilled at implementing initiatives that simultaneously improve service, improve quality and lower cost.

Through ROi's integrated model, providers take responsibility for key elements of the supply chain that are fragmented and typically owned by commercial companies.

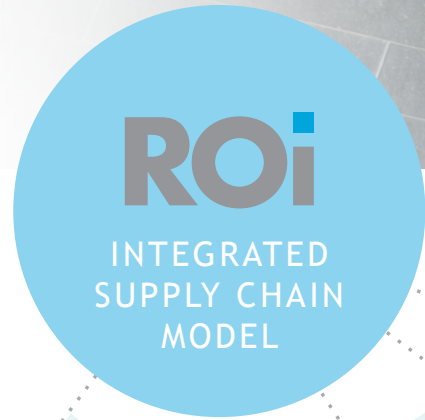
ROi provides a single-source, fully integrated supply chain solution



OUR PEOPLE

Our belief that the supply chain is most powerful when owned by providers guides the work each day of ROi's more than 350 co-workers, who live the company's values of service, excellence, dignity, alignment and accountability.

To accelerate results, ROi aggressively recruits outstanding professionals from both the provider and supplier sides of health care and from outside the industry, leveraging experience in best-in-class supply chain practices, to drive results in health care supply chain management.



COLLABORATION



- One of the largest GPOs in the U.S.
- Most compliant GPO in U.S. (\$/bed)
- Broad and comprehensive contract portfolio—approaching \$1 billion under contract
- Utilization management programs



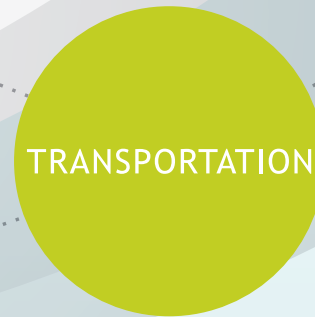
- International sourcing
- Creative sourcing arrangements
- Provider collaboration—aggregated buying events



- 1st provider-based Private Label program in the U.S.
- Largest provider-owned, FDA registered, custom procedure tray manufacturing in the U.S.
- Surgical instrument repair
- Rx repackaging
- Print management



- One of the largest medical distributors in the U.S.
- Distribution of medical, pharmaceutical and office supplies
- Best-in-class 99% fill rate (next day, first time fill)
- Platform for system-wide formulary and SKU reduction



- Significant vehicle fleet
- Every day, every location deliveries
- Back-haul programs
- Courier, TL and LTL services

FINANCIAL
OPERATIONAL
CLINICAL



- Maximization of an integrated supply chain model
- Strategic sourcing
- Utilization management and product standardization
- Sustainability metrics



OUR OPERATING DIVISIONS

ROi's single-source, fully integrated supply chain solution encompasses each link in the health care supply chain, providing a benefit far greater than the sum of its parts.

Following is a brief description of ROi's four service divisions:

SUPPLY CHAIN SOLUTIONS

- Med Surg Distribution
- Pharmaceutical Distribution
- Transportation
- Inventory Management
- Process Improvement

SOURCING SOLUTIONS

- Contracting
- Product Rationalization
- Utilization Management Programs

BUSINESS SOLUTIONS

- Purchasing
- Master Item File
- Customer Service
- Information Solutions
- Project Management

MANUFACTURING SOLUTIONS

- Custom Packs
- Private Label
- Pharmaceutical Repackaging
- Print Services
- Instrument Repair

OUR CONTRACT PORTFOLIO

ROi manages a broad and comprehensive contract portfolio and has the highest contract utilization percentage of any GPO in the U.S. (\$/bed). ROi's contracting philosophy is simply to provide our members with the best products, at the best price, from channel partners who provide the best service. To accomplish this, we develop contractual relationships with suppliers who recognize the value of ROi's innovative business model and are willing to develop transformative working relationships.

ROi's contracts cover the following areas:

CLINICAL PRODUCTS & SERVICES

- Imaging
- Laboratory
- Pharmacy

MEDICAL DEVICES & IMPLANTS

- Cardiology, Vascular, Interventional Radiology
- Neurosurgery
- Orthopedic

MEDICAL/SURGICAL PRODUCTS & SERVICES

- Private Label
- Nursing
- Surgical

NON-TRADITIONAL SPEND

- Capital – Clinical & Non-Clinical
- Construction
- Contingency Labor
- Information Technology & Telecommunications

SUPPORT SERVICES & DISTRIBUTION

- Administrative Services
- Distribution
- Environmental
- Facilities & Maintenance
- Food & Nutrition

OUR MISSION

We will transform the clinical, operational and financial performance of those we serve through an integrated supply chain.

OUR VISION

We will be a recognized leader in supply chain management through innovation and application of the best people, processes and technologies.

OUR AWARDS

ROi's supply chain initiatives have been recognized for changing traditional distribution models in the health care industry.

- **2010:** ROi was ranked third in the Gartner (formerly AMR Research) Health care Supply Chain Top 25. ROi was also awarded the Summit of Excellence Award at the 2010 IDN Summit and Expo for work to raise clinical quality by building its own custom procedure tray manufacturing operation.
- **2009:** ROi was ranked second in the AMR Research Health care Supply Chain Top 25. ROi also received the IDN Summit Peer Choice Award for the innovative implementation of an enterprise-wide medication formulary.
- **2008:** ROi received the GHX Most Innovative Provider Award as Innovator of the Year for its creative use of electronic commerce technology to improve data management, orders and supply chain processes.
- **2006:** ROi was recognized as the CSCMP Supply Chain Innovator of the Year for its innovative approach to linking supply chain to patient safety. ROi's recognized medication administration process ensures the right medication is given to the right patient in the right dosage at the right time.

OUR LOCATIONS

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Springfield, MO 65803

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www.roiscs.com