



Vantage® Care Apothecary Regionally Co-Brands with Talyst...



Embraces InSite - a Remote Dispensing Medication Management System Designed specifically for Long Term Care and Correctional Facilities.

Talyst InSite enables patient-specific medication dispensing in the care facility. The process is automated, accurate, and can quickly package pharmacist-approved medications before each medication pass, or on demand as needed.

Vantage® Care Apothecary, the regional leader in closed-door pharmacy, has announced the use of InSite. This remote medication delivery system provides dramatic cost savings by reducing medication waste, saves valuable nursing staff time, and improves patient safety. This new technology will enhance the medication management and expedite medication administration. Vantage® Care Apothecary customers will be the first in the region to provide this automated solution.

This system was first used in San Bernardino County, California and in that year delivered an estimated 3.6 million oral medication doses. The system enables all prescriptions for nearly 6,000 patients to be prescribed, approved, dispensed and documented in a fraction of the time previously required, and with a higher level of quality assurance.

Robin Garner-Smith, Pharm.D. BCPP, CGP, FASCP Senior Vice President Vantage® Care Apothecary stated, "Our relationship with Talyst will allow Care Apothecary to grow and expand our business model with breaking technology. We will be able to help our facilities "Go Green While Saving Green". The system follows a driving force in health care initiatives today – doing more with less. Medical waste is reduced by preventing the dispensing of unnecessary medication doses while saving health care facilities, patients, Medicaid, and insurance companies money. I cannot think of a more appropriate way for us to move our business and the business of our facilities forward in this economic climate."

Cover Story continued on page 5

Home Medical Equipment & Services

Now 8 Convenient Locations
in Your Community!

5039 Peach Street
Erie, PA

12634 Rockside Road
Garfield Heights, Ohio

1217 E. DuBois Plaza
DuBois, PA

497 S. Hermitage Rd.
Hermitage, PA

At Meadville Medical Center
751 Liberty St., 2nd Floor
Meadville, PA

19049 Park Ave. Plaza
Meadville, PA

3344 State Route 257
Seneca, PA

110 East Saint Clair St.
Warren, PA

(800) 548-5463

 **Vantage® Home Medical Equipment & Services**
Medical Equipment and Services at Home

 **Vantage® Care Apothecary**
The Leader in Institutional Pharmacy Services

GO GREEN WHILE SAVING GREEN



- Remote Dispensing
- Pharmacist Approved Medications On Demand
- Eliminate Medication Waste



- Save Money
- No Waiting for Pharmacy Deliveries

(800) 832-0291

www.vantagehealthcare.com

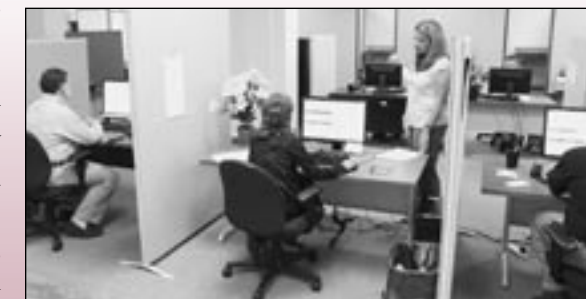
Contact Tom Surman: tomsurman@vantagehealthcare.com for free direct mail newsletter subscription.

Service is Our Value

Vantage® Expands National Sales/Call Center Operations

In today's competitive business environment, having a better product or service may not be enough. In fact, companies all over the country are struggling with getting their products in front of the right people. Vantage®, a leading regional company in the health care field, has taken the steps necessary to continue to grow what has already proven to be a successful business model by becoming more aggressive in getting their message out. Vantage® has built a literal sales machine. By using space acquired this past year in Franklin PA, Vantage® has created a call center that does much more than telemarketing. This center is designed to reach a much broader spectrum of potential clients using cutting edge sales methods. Through education and high contact rates they are better able to understand the needs and desires that potential customers have for their line of health care products and services. This allows Vantage® to communicate to more companies about specifics that are accurate and germane to the customer needs. This new system will be better able to deliver the kinds of products and services the market demands.

Vantage® decided to use its Franklin Facility as the hub of their new multi-tiered sales operation. Deb Logan, Sr. Vice President of Sales stated, "This expansion has created new jobs in the western



Cover Story continued on page 5

Mary Tartaglione with operations sales staff

www.vantagehealthcare.com

Quarterly
The Vantage® Point

What's News



Thomas Wittmann, MD Wins "We Know How to Treat People" Lifetime Service Award

C. Angela Bontempo, President and CEO of Saint Vincent Health System, and Steve Osborn, Vice President of Clinical Quality, congratulate Thomas Wittmann, MD, (center) for winning the "We Know How to Treat People" lifetime service award. Dr. Wittmann received accolades at the annual Saint Vincent Mission Day, which was held on September 1, 2009. Steve nominated Dr. Wittmann for the coveted award for his caring beside manner and true understanding of knowing how to treat all patients, associates, physicians and leaders. Dr. Wittmann shared

a few words, specifically noting, "Knowing how to treat people happens when we all work together. You cannot get every job done on your own and require help from others more often than not."



Jennifer Bradley - Director of Clinical Program Development

Vantage® Continues to Grow the Mobile Service Division... Adds GreenLight Laser Therapy

Benign prostatic hyperplasia (BPH), a non-cancerous enlargement of the prostate gland, affects half of all men over the age of 60. Historically, this condition has been treated with medication or an invasive surgical procedure known as transurethral resection of the prostate (TURP). Today, men with BPH have the opportunity to choose a minimally invasive surgical treatment known as GreenLight™ Laser Therapy.

GreenLight Laser Therapy is an outpatient treatment option for BPH that combines the effectiveness of TURP, the traditional surgical procedure, with fewer side effects. GreenLight is suitable for most patients with an enlarged prostate. With more than 375,000 procedures performed worldwide, the GreenLight procedure is creating a new standard of care – a standard that offers freedom from enlarged prostate symptoms.

Vantage® Mobile Services will be adding Vantage® Laser Services as a new division and it will offer GreenLight Laser Therapy with a Certified Lead Technologist to assist in Procedures at each facility.

For more information, please contact Jennifer Bradley, Director of Clinical Program Development at Vantage® (814) 333-9449 Ext. 2166 or jenniferb@vhcn.com.



Carrie Pappal, RN, BSN

Vice President of Mobile Services

Carrie has been a Registered Nurse since 1991. She received her nursing degree from the Indiana University of Pennsylvania. Carrie's background ranges from CCU, ICU, ER nursing to Nuclear Medicine and Radiology. Carrie joined the Vantage® team as Director of PETCT Development in October 2005 and in January 2008 she assumed the role of Director of Mobile Services. In July 2009 Carrie became the Vice President of Mobile Services.

Vantage® Mobile Services provides PET/CT, MRI, CT, Lithotripsy and Laser Services. VMS now operates routes in 11 states.

A few of the most recent projects that the mobile services team has been busy working on has been:

- The expansion of MRI and CT Services to include the mid-west states of Indiana, Minnesota, Missouri, Arkansas and Alabama.
- The development and initiation of the new Laser Service.
- Beginning development of Stereo-tactic Breast Biopsy Service.

Carrie and the Mobile Services team are looking forward to the continued quality, growth, development and prosperity that 2010 has in store... the motto for VMS has truly become "have wheels... will travel"

Carrie resides in Indiana, PA with her husband Nathan and two children Nathan (17) and Cassandra (15).



What's News continued on page 4

Saint Vincent Launches National Women's Initiative



Saint Vincent Health System is committed to providing women with the resources they need to improve their health and wellness, as well as the health of those they love. That's why Saint Vincent has become the region's exclusive Spirit of Women Hospital. Through this unique initiative, Saint Vincent joins a national network of more than 120 hospitals around the United States dedicated to advancing women's health and family health.



As a Spirit of Women hospital, Saint Vincent will become a resource for women of all ages in the community with the mission of motivating women to make positive changes in their lives by emphasizing their total well-being - mind, body, and spirit.

Saint Vincent officially launched its "Spirit of Women" program on Monday, November 30th. The event was free and was held at the Ambassador Banquet and Conference Center. Tanya Abreu, President and National Program Director for Spirit of Women gave a motivational talk titled "Worn Out to WOW!". Ms. Abreu spoke about women's feelings of being overworked and underappreciated and gave tips for renewing feelings of health and vitality at every stage of life.

Saint Vincent provided participants with health screenings, food and refreshments, giveaways and prizes. Participants also had the opportunity to speak individually with several Saint Vincent physicians representing specialties of plastic surgery, OB/GYN, pediatrics and surgical oncology. There were also several nurse experts in attendance to provide information on topics such as menopause, continence, pelvic floor health, domestic violence and other women's health issues.

"Spirit of Women is Saint Vincent's way of recognizing and addressing the unique needs of women when it comes to health care," said C. Angela Bontempo, FACHE, President and CEO of Saint Vincent Health System. "Not only do women need to work toward optimum health and wellness for themselves, they are the managers of health care for their entire families. This program will help them address both by offering exciting and fun health events, seminars and screenings, as well as opportunities for networking with other women."

As a Spirit of Women Hospital, Saint Vincent Health System becomes part of a national coalition of hospitals and health care facilities in more than 60 U.S. cities joined together to advance the cause and business of women's health. Spirit of Women is a national movement - more than just a media campaign or a series of events, but a movement led by hospitals across the United States and supported by corporate partners and national media with the mission to move women to take action for better health... mind, body and spirit.

By joining forces with Spirit of Women, Saint Vincent will be able to provide the community with events and educational sessions that will bring women together as well as supply them with important information on the health topics that affect women today. The year-round series of activities will include free health screenings, fun special events, good-health information, expanded services, a monthly e-mail health bulletin, and exclusive members-only offerings and discounts tailored for local women and their families.

Saint Vincent Spirit of Women events during the coming year will include both of Spirit's national signature events -- Day of Dance in February and Spirit Girls' Night Out in October – as well as several health and wellness seminars throughout the year.

Spirit of Women is more than just a club. Women of all ages will become an important part of a support system to help nurture their well-being and enrich their lifestyle. The cost of this lifetime membership? It's free! Sign up for a lifetime Spirit of Women membership at Saint Vincent Health Center by calling 814-866-4825 or e-mailing spiritofwomen@svhs.org.

Federal Affairs Network... continued from page 10

Representative Allyson Schwartz, Member, House Ways and Means Committee also discussed innovative delivery system models and other reforms she believes can help address the fragmentation of our current healthcare system. She stated the need for greater implementation of HIT, ACO's, medical homes, innovation zones and increased resources for primary care. Rep. Schwartz also underscored that the current health system is putting American businesses at a competitive disadvantage and the individuals are not always getting the care they need or are getting inappropriate or duplicative care. For more information on the next FAN meeting scheduled for June 14-15 at the Willard in Washington DC, contact tomsurman@vhcn.com. There is no registration fee for Members of Vantage® owner hospitals. A complete photo directory of this past event can be seen in Event Photographs located on the front page of www.vhcn.com.



Representative Allyson Schwartz



Federal Affairs Network Legislative Meetings

Washington DC, Hay-Adams



Blair Childs

December's meetings at the Hay-Adams featured discussions and presentations by federal healthcare veterans, Capitol Hill insiders and other health policy experts. This meeting could not have come at a better time for health reform, with speakers directly involved in the healthcare debate providing their perspectives and insights.

Introductions were made by Premier's Blair Childs and Margaret Reagan along with this year's FAN Chair, Dirck Clark. To kick off the meeting Blair Childs, Senior VP of Public Affairs for Premier outlined key healthcare priorities, specifically; preventing a tax on GPO administrative fees, the structure of the proposed medical device tax, delivery system reforms, GPO participation in the 340B drug pricing program, Medicare value-based purchasing, (VPF, and health information technology, (HIT, and comparative effectiveness research. Blair urged support of Senate structure of the proposed medical device tax which is levied on market share (rather than on point of sale as in the House, which could be passed on to hospitals) but the house timeline was 2013 while the Senate would impose the tax in 2010. Blair also urged attendees to oppose the house and Senate readmissions language, which applies a reduction to all DRG's for hospitals with high readmission rates, and rather adopts Senate Finance Committee language that applies tiered penalty to payments for original hospitalization within a 7 and 15 day timeframe for readmitted patients.



Dirck Clark

The first group of panelists: Cindy Brown, Vice President of Government Affairs, American Medical Association, David Certner, Legislative policy Director, AARP and Ron Pollack, Founding Executive Director, Families USA, all agreed on the need for affordable coverage. Ron Pollack added that his organization has endorsed the House bill because of its eligibility program and provisions to reduce the premium responsibility for low-income individuals. Cindy Brown from AMA cited the need for the final bill to enable better clinical tools to improve quality, to permanently address the Medicare physician payment formula and to avoid requirements for which there is not sufficient infrastructure of evidence base to currently support, such as the value index proposed by Senator Maria Cantwell (D-WA). David Certner, legislative policy director for AARP, underscored that the bill must not reduce guaranteed Medicare benefits and must close the Medicare Part D coverage gap.



Ron Brownstein, Ron Pollack, Cindy Brown and David Certner

Karen Milgate, Director, Office of Policy, Centers for Medicare & Medicaid Services, (CMS), discussed three trends that are affecting hospitals: coverage of the uninsured, American Recovery and Reinvestment Act Funding for HIT and delivery system reform, specifically hospital VPB, bundling payments, readmissions policy, accountable care organizations, (ACO's), and chronic care management. Ms Milgate also discussed where hospitals fit into these reforms and identified the need for hospitals to identify best practices and share data.



Senator John Breaux

At the conclusion of the first day of meetings, attendees had dinner with Senator John Breaux who gave the dinner keynote. The Oval Room, located directly in front of the White House, was this year's first class restaurant choice. At that dinner Margaret Reagan and Blair Childs presented the Jim Scott Excellence in Advocacy Award to Mary Edwards of Fairview Health based in Minneapolis for her issues and quality improvement initiatives.



Dr. Bruce Hamory

Tuesday's meetings began with Delivery System Reform: Implications for Hospitals. Dr. Bruce Hamory, Executive Vice President and Chief Medical Officer Emeritus, Geisinger Health System, provided an overview of the various delivery system reforms in the health reform bill and how they are expected to impact hospitals, including ACO's, health care innovation zones and the CMS Innovations Center. Dr Hamory addressed the importance of hospitals taking a close look at those provisions and to think of them as opportunities. Regarding ACO's, Dr. Hamory said that having a medical home is an essential building block and that savings will come from hospitals. He stated healthcare innovation zones are important to initiating key changes and ensuring that future doctors are trained on integrated and comprehensive healthcare delivery.



Mary Edwards and Margaret Reagan

Continued on page 11

Talyst... continued from page 1



A New Way to Look at Change in 2010

The reality of any business or human endeavor is change. All change is a decision, a decision to meet the threat or the opportunity, whichever change brings. For those who look at change in this way, there is one additional requirement. You must believe that you can have a major role in making the future, that is deciding between the threat and the opportunity that change brings. For those who believe in the future, there is an effective and proven strategy... Vantage®.

Since 1985, Vantage® has practiced and perfected this strategic response to change by seeking out those healthcare organizations who want to take charge of their future and to maintain their independence as community hospitals. In 1985, a small group of community hospitals decided to form a holding company which they individually would own. They decided to use the company to create the services they needed to thrive, a company that also had the potential to sell these same services to the marketplace to generate profits. Save money by outsourcing to a business they created and then generating new profits for themselves as investors... this became the model for their success.

Today, the small holding company developed by community hospitals in rural Pennsylvania in 1985 has grown to \$55 million in annual sales with a staff of over 350 employees; with such diverse operations as pharmacy programs, mobile services, home infusion, wound, sleep, linen services and a regional telephone company.

Today, of Vantage®'s annual operating income, 21% of the annual sales volume is based on hospital owner use and 79% of the sales are from non-owners. In 1985 sales were confined to the Northwest Pennsylvania region and today sales are generated from eleven states.

The key to looking at the future is to look at the present through the perspective of opportunity.

The Vantage® model looks at the organization and cost centers, activity used to process the service provided. The next question is whether it is better to do this yourself, or to out-source the process. Normally, most organizations stop here. This is the "make or buy" decision. Either decision may prove equally successful or equally dismal. The Vantage® model gives you another tool to use. You can now ask, are there others who are facing the same decision of "make or buy"? If there are, can this group start a business that can solve their problem then go on to grow the business so it is self sufficient and generating a profit? That is exactly what Vantage® has asked and done since 1985.

At Vantage®, we call this "turning cost centers into revenue centers".

Think of the future opportunity this creates. Think of the potential threats brought by change that you can now address.

With the Vantage® business model there is even more potential, lower health care costs and jobs.

Job creation results from implementing the Vantage® model. Most communities look at job loss as the greatest threat to their existence. With every down turn in the economy, this threat is real and measurable. At the same time, there is a growing demand for health care... one of the top three concerns of all Americans. Many in government and industry point to the rising demand of health care as a threat because they do not see any way to reduce costs of this demand.

The Vantage® model uses its straight forward approach to solve both "job loss" and "high cost" issues. By forming a model that provides services on an out-source basis, at reduced costs, Vantage® has a positive impact on the cost issue. By creating businesses in the area, Vantage® creates jobs.

There is a new way to look at change. It is the business model of Vantage® Holding Company, LLC. Now this model is being offered to other regions where there are forward looking organizations that want to convert the threat of change into the opportunity of change. The Vantage® model works. It can work for you.

For additional information, contact Tom Surman, Vice President Corporate Communications, Vantage® Holding Company, LLC - tomsurman@vhcn.com.



...at Vantage®, we call this "turning cost centers into revenue centers".



Joel Hankin

Vantage® promotes Joel Hankin to DME Branch Manager, Seneca.

This Seneca store is one of eight DME branches located in western Pennsylvania and Ohio. Joel began his Vantage® career in 2003 as a sales representative for Crawford and Venango counties. Dave Petrarca, Director of DME Operations stated, "Joel has been an excellent sales representative throughout our region and we feel his organizational skills will continue to help us with the expansion of our DME operations." Deb Logan, VP of Sales also stated that Joel will also continue with his sales duties in select communities in the region and will maintain an office in the Vantage® Sales and Call Center located in Franklin, PA. Joel resides with his wife Sandy and three children in Polk, PA, a suburb of Franklin.



Brad Siegel

Regional Account Manager, Crawford County and Erie County

Brad Siegel is the new Regional Account Manager for the majority of Crawford and Erie Counties. Originally from the Cook Forest Area in PA, he recently returned to the state after serving in the military followed by government civilian employment. Last year Brad completed a Master's Degree in Business Administration through the University of Phoenix. Brad stated, "I think I'm one of many workers who have grown out of the Vantage® Franklin Facility Sales and Call Center and look forward to developing long-standing customer relations in our communities that utilize Vantage® products and services."



What's News continued on page 8

Values... An honest, fair and truthful employee is a company's most important asset.

Vantage® Values:

Creativity... Relating to or characterized by imagination; having a lively imagination in looking at ways to improve the organization. An employee who creatively makes suggestions and recommendations promoting the growth of our company.

Mutual Respect... Someone who is respectful and treats everyone with equality. They consistently have a positive and non self-serving attitude. Mutual respect indicates sensitivity and helpful attitude toward fellow employees.

Flexibility... Characterized by a ready capability to adapt to new, different, or changing requirements. A flexible employee is one who helps with a rush order late Friday afternoon and still finds ways to finish their own work, even if it means staying late.

Customer Service... Pride in contributing to the welfare of others while performing a service. The success of every organization depends directly upon how its customers, clients, and patients are treated. Listening carefully to the needs and complaints, taking charge in providing a solution and doing so with a positive attitude.

Truth... Sincerity in action and character: fairness and straightforwardness of conduct. An honest, fair, and truthful employee is a company's most important asset. Mistakes are made: however, truth speaks its loudest when you can admit an error, solve the problem and move on. These abilities make an employee a leader, trustworthy and reliable.

The Vantage® Forum

where owner hospitals highlight their services



Meadville Medical Center Begins Construction of a State-of-the-Art Breast Imaging Center

Meadville Medical Center recently announced that construction has begun for a state of the art Women's Diagnostic Center that will offer digital mammography, stereotactic breast biopsies, DEXA scans and ultrasound breast imaging. The new center, planned to open in Spring 2010 at the Liberty Street facility, will incorporate two digital mammography units, a breast biopsy room, breast ultrasound equipment and bone density screening.

The design for the new breast imaging center was determined in part from focus groups that were held last year with members of the community who offered valuable suggestions. Denise Johnson, MD, Chief Medical Officer said, "participants in our focus groups wanted the latest technology in a center that was comfortable and convenient. Women were particularly interested in having results shared with them as soon as possible. In keeping with their wishes, a radiologist will be on site, and immediate biopsies will be offered when appropriate. Privacy was also a priority, and that recommendation prompted the development of a distinct center apart from the general radiology area."

Frederic McDermott, MD, Board-Certified Diagnostic Radiologist and Medical Director of Radiology Services at Meadville Medical Center, commented, "digital mammography is now the gold standard in x-ray imaging of the breast. An electronic image is taken of the breast and data is stored directly in a computer where it can be enhanced, manipulated or magnified for further evaluation. The image quality of digital mammography is far superior to conventional x-ray mammography. This is particularly advantageous for women with dense breasts, those younger than the age 50 and women who are pre-menopausal or in its beginning stages. In addition, the procedure takes less time than traditional film x-rays, thereby reducing the patient's compression time, possible discomfort and exposure to radiation. Digital images offer a better view particularly near the chest wall and skin line. Digital mammography can result in much less repeat testing and earlier detection. Long distance consultations are also more easily performed, making diagnosis and treatment quicker."

Terry Beck, Manager of Radiology Services at MMC, added, "the new Selenia Dimensions digital mammography system offers the latest diagnostic technologies. While patients may not notice a difference between conventional and digital mammography, radiologists will be able to view each image in greatly improved resolution, allowing them to focus on the smallest changes in breast tissue."

The new breast imaging center will also offer stereotactic breast biopsy and breast ultrasound. Dr. McDermott noted, "stereotactic breast biopsy is a safe and minimally invasive way to perform a breast biopsy. Biopsies are the only definitive way to confirm that a breast abnormality is benign or not. It should be emphasized that stereotactic breast biopsy is an alternative to open or surgical biopsy for some patients. A sample of suspect breast tissue is precisely located with a computer-guided imaging system and removed with a needle. Samples are then sent for examination by a pathologist. The procedure is completed on an outpatient basis with a minimum of discomfort and recovery time."

In addition to digital mammography and stereotactic breast biopsy, the center will offer breast ultrasound that under certain circumstances can substantially aid in diagnosis. Breast ultrasound can also be used to guide the placement of a needle or tube in order to drain an infection, take a sample of breast tissue, or guide breast surgery. A small handheld unit called a transducer is gently passed back and forth over the breast without the use of x-rays or other types of radiation.

Meadville Medical Center also offers breast MRI and MRI-guided breast biopsies. This sophisticated technology safely uses magnetic field and radio waves to image the soft tissues of the body without discomfort to the patient. Both breasts can be imaged simultaneously without need for compression. High Definition Breast MRI provides doctors with unprecedented imaging clarity for a more accurate diagnosis. Breast biopsies guided in real-time by magnetic resonance imaging is the latest development and an important advance in diagnosing breast cancer.

The breast imaging center will also house DEXA-scan equipment, which is the most exact way to measure bone density to predict the possibility of osteoporosis.

Meadville Medical Center has been permanently certified as a "Breast Imaging Center of Excellence" by the American College of Radiology's (ACR) Commission on Quality and Safety, and the Commission on Breast Imaging. It is one of a select group of hospitals to meet the rigid standards of this certification. In order to receive this designation, a center must be fully accredited in mammography, stereotactic breast biopsy and breast ultrasound by the ACR (including the ultrasound-guided breast biopsy module).

Funds for the Center's new equipment were raised from generous community contributions by the Meadville Medical Center Foundation.





C. Angela Bontempo

Saint Vincent Annual Meeting
Your Health, Your Hospital, Your Community

Expanding to meet the needs of the Erie community despite the current economic challenges was the focus of the 2009 Saint Vincent Foundation Annual Meeting this past quarter. The event was attended by members of the Saint Vincent Board of Trustees, the Saint Vincent Foundation Board of Corporators and additional dignitaries from our community.

C. Angela Bontempo, FACHE, Saint Vincent Health System President and CEO, reported that Saint Vincent stood tall through the current economic turmoil, gave more to the community without eliminating any jobs and was able to remain profitable. Saint Vincent Health System made improvements in Your Health, Your Hospital and Your Community.

In Fiscal Year 2009 (FY09), Saint Vincent Health System expanded in several areas to meet the community's health care needs, including the further development of the medical plaza at Yorktown Commons. Saint Vincent opened the Imaging Center and Endoscopy Center where patients are offered free parking and easy access to many medical procedures previously available only within the hospital. In addition, Saint Vincent reintroduced Saint Vincent Urgent Care by reinvesting in an existing building in Harborcreek Township and opening Urgent Care-East. In the coming months, Saint Vincent Urgent Care – West will open in Yorktown Commons.

Saint Vincent associates also focused on a number of process improvements. Lean Six Sigma projects in FY09 resulted in a \$673,000 return-on-investment for the Health System, and an initiative to keep business within the Health System resulted in revenue of \$700,000.

At the meeting, Bontempo noted that Saint Vincent was able to remain profitable by being fiscally responsible with its resources. Saint Vincent achieved a 4.4% growth in revenues, which is a remarkable accomplishment in light of falling reimbursement due to Federal and State funding cutbacks. In addition to revenue growth, Saint Vincent has seen gains in operating efficiency, achieving approximately a 3% increase in employee productivity, as well as an 8% improvement in inventory management. This resulted in overall supply chain expenses remaining relatively flat, another remarkable accomplishment in spite of price increases in everything from medical supplies and new technology to drugs and food.

Also during the meeting, the Saint Vincent Foundation welcomed 18 new members to its board of corporators. New corporators include Brenda Borgia, Larry Bossolt, Craig Corsi, Ron DiVecchio, Barbara Drew, John Elliott, Steve Erhartic, Abby Gallo, Darlene Kerstetter, Jill Kranz, John Lombardi, Chris Mong, Andrew Schmidt, Rebecca Styn, Mike Tellers, Bill Wagner, Blair Webb and Matt Wiertel.



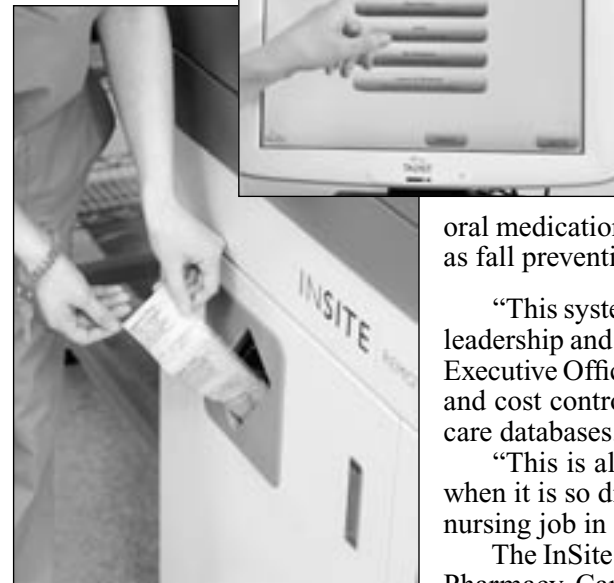
Marc Hugus
Promoted to Regional Account Manager for Warren, Eastern Erie, Chautauqua, and Ashtabula Counties.

Marc has been with Vantage® since August, 2009. He started in the Franklin Call Center contacting prospective customers for Vantage® Document Services. He was transferred to outside sales in November, 2009. His territory is Warren and eastern Erie counties as well as Chautauqua county, NY and Ashtabula county, OH. He's originally from Franklin and returned home in 1996. He has a Master's degree in Geography and has worked for a number of internet companies including MapQuest. Marc stated, "Vantage® is a very customer focused company that presents many opportunities for its employees. I look forward to representing the quality service we offer and plan on increasing revenue for Vantage® within my territory."



Sue Santiago
Director of Operations for Vantage® Mobile Services

Ms. Santiago has been with Vantage® Mobile services since 2005 and is considered as one of the premier PET/CT/MRI technicians in the region. "During this time I have seen and experienced much growth as an employee and as part of a division within the company. Vantage® recognizes that in the healthcare environment in which we operate, that we can't stand still and is always open and willing to keep up with the changes that evolve. I think what makes Vantage® so strong as a "smaller" company, is the group of employees that are here. I have never experienced the intelligence, promptness and desire to get "the job done". The teamwork and communication between divisions can always be counted on. Everyone is always willing to work together and rise to any challenge. I think that because Vantage® is so forward thinking and open for new opportunities, we have yet to see all we can accomplish. I look forward to being a part of that!"



A comprehensive solution InSite for Long Term Care and Corrections brings efficiency and greater control to medication storage, access and delivery processes in facilities. Its components and capabilities include:

- *Automated and Accurate Dispensing* – InSite system ensures that changes in prescribed medications or patient residency will no longer produce wasted medications and can provide inventory and dispensing information for dose to dose accountability.
- *Saves Time* – InSite system dramatically reduces the time needed to prepare for scheduled medication passes and eliminates the need to perform time-consuming narcotic counts.
- *Automated Dispensing* – The InSite Remote Dispensing System provides on-site, on-demand automation for preparing patient specific oral medication doses enabling facilities to add nursing time for patient safety issues such as fall prevention and pain management.

"This system addresses the concerns of healthcare managers, by leveraging our market leadership and lessons learned in hundreds of installations," explains Carla Corkern, Chief Executive Officer, Talyst. "Our remote-dispensing approach brings efficiency, patient safety and cost control," she notes, "by linking medication administration to facility and health care databases."

"This is also relevant to the nationwide nursing shortage," Corkern says. "At a point when it is so difficult to hire nurses, InSite can stretch resources and make the day-to-day nursing job in corrections more patient-centric and appealing."

The InSite system will be implemented and Co-Marketed with Vantage®'s Institutional Pharmacy Care Apothecary whose Headquarters are located in Meadville, PA. Julie Smith RNC CRNI, Service & Development Manager stated, "This system will provide immediate medication availability for all residents within our facilities. The nurses will have the remote dispensing system in their facility to access and administer medications for all residents. This will be extremely beneficial for new residents, first doses or PRNs. The waiting for the pharmacy delivery is eliminated."

For the last two years, Talyst has ranked in the "Inc. 500" national list of fastest-growing private companies. Last month, the company was ranked number two on the Deloitte "Fast 50" Technology Companies in Washington State.

Vantage® Holding Company, LLC is a for-profit company forming partnerships to support and provide quality health care services. For more information on Vantage® and InSite please contact Julie Smith at Julies@vhcn.com or 800-832-0291.



Pennsylvania region and will be a vital sales and communication link to rural healthcare organizations across the country that could use our services. This sales structure promotes an aggressive career ladder, in spite of the current economic times. Since 1985, Vantage® has practiced and perfected its strategy by seeking out health care organizations who want to take charge of their own future. Over the past 26 years we have brought cost-effective high quality services to rural health care communities and now we are taking this model nationally." Mary Tartaglione, Director of Sales added. "The talent pool in this region is exemplary. There is a reason for our success over the past quarter century, It's like baking a cake on a much larger scale. You pull together the best ingredients, and provide the optimal conditions and the chance for success is greatly increased. In Vantage®'s case the ingredients are the quality health care services Vantage® offers and the conditions are the sales people that deliver on a timely and cost-effective basis."

To obtain a complete list of Vantage® services, contact Mary Tartaglione at maryt@vhcn.com, 887.415.6993 or go to www.vhcn.com.

Saint Vincent Foundation 9th Annual Crystal Ball

On October 3rd, the Bayfront Convention Center was transformed to an era when glamour and style transcended time. The 2009 Saint Vincent Foundation Crystal Ball "Puttin' on the Glitz" was a stellar success. This gala, which began in 2001, has grown into Erie's premiere fall event. Raising more than \$1 million to improve health care in our community is proof the Crystal Ball is more than just the hottest ticket in town - it is a celebration of what can happen when people work together for a greater good.

Dr. Richard Kuhn, long-time family practitioner and former Director of the Saint Vincent Family Practice Residency Program, was this year's acclaimed honoree. He is known locally, regionally and nationally as a great doctor and a great teacher. Thanks to his work in preparing educated, compassionate family doctors, many communities far and wide have the benefit of superior family medical care. Net proceeds from this year's ball, which topped \$100,000, will benefit primary care and the education of mission-based family doctors at Saint Vincent.

