



Pas·sion

/'paSHən/

1. Strong and barely controllable emotion.
2. What you can talk about all day without getting tired of it.
3. What products or services really excite you.



How do you add value and leverage....



Leveraging Innovative and Creative Partnerships to Increase Patient Access for your Health System



**Vanderbilt Option Care
Home Infusion Therapy Services**

Vanderbilt University Medical Center provides an abundance of capabilities and services to our communities.



56
Hospitals



820
Clinics



4,000
Physicians



6,000
Caregivers



130,000
Covered lives



90
Non-acute
services




15,000
Predict



12
Hospitals and
Health Systems



225,000 samples
Bio VU



Originally a freestanding, not-for-profit (501 c3) corporation, formed in 1983 that was controlled 100% by Vanderbilt

Converted to a limited liability company (LLC) November 2012 owned 100% by Vanderbilt

Serves as a holding company for the Medical Center's ownership interests in partnerships and other affiliated companies

Member managed

What Is Vanderbilt Health Services?

Advantages of Vanderbilt Health Services

As a holding company, VHS provides:

A vehicle for partnerships not easily accommodated within the VUMC itself

Flexibility in business/service opportunities

Responsive decision-making

Limits risk to the VUMC

- Tax liability
- General liability

Separate financial accounting



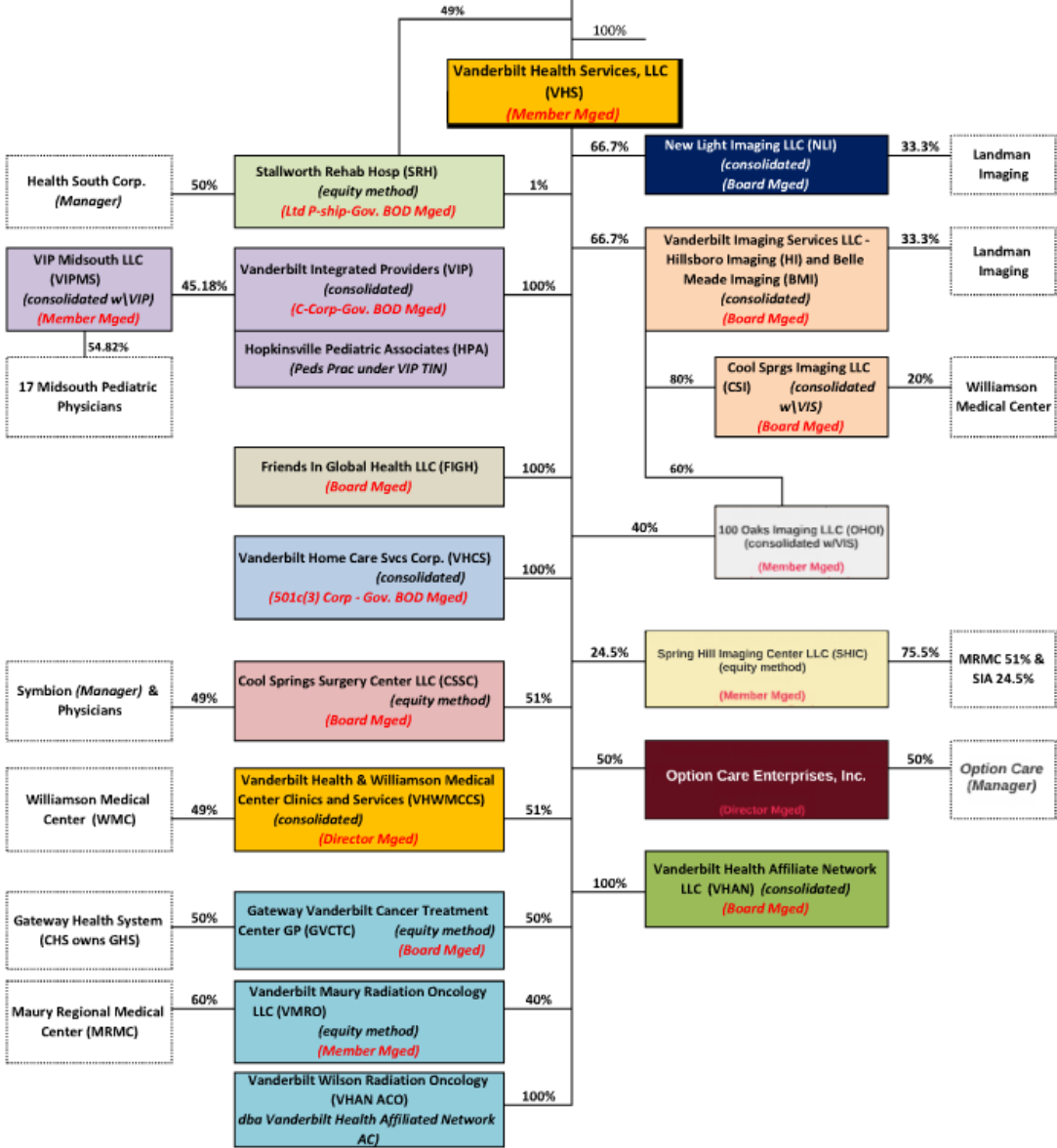
Value Proposition for VHS



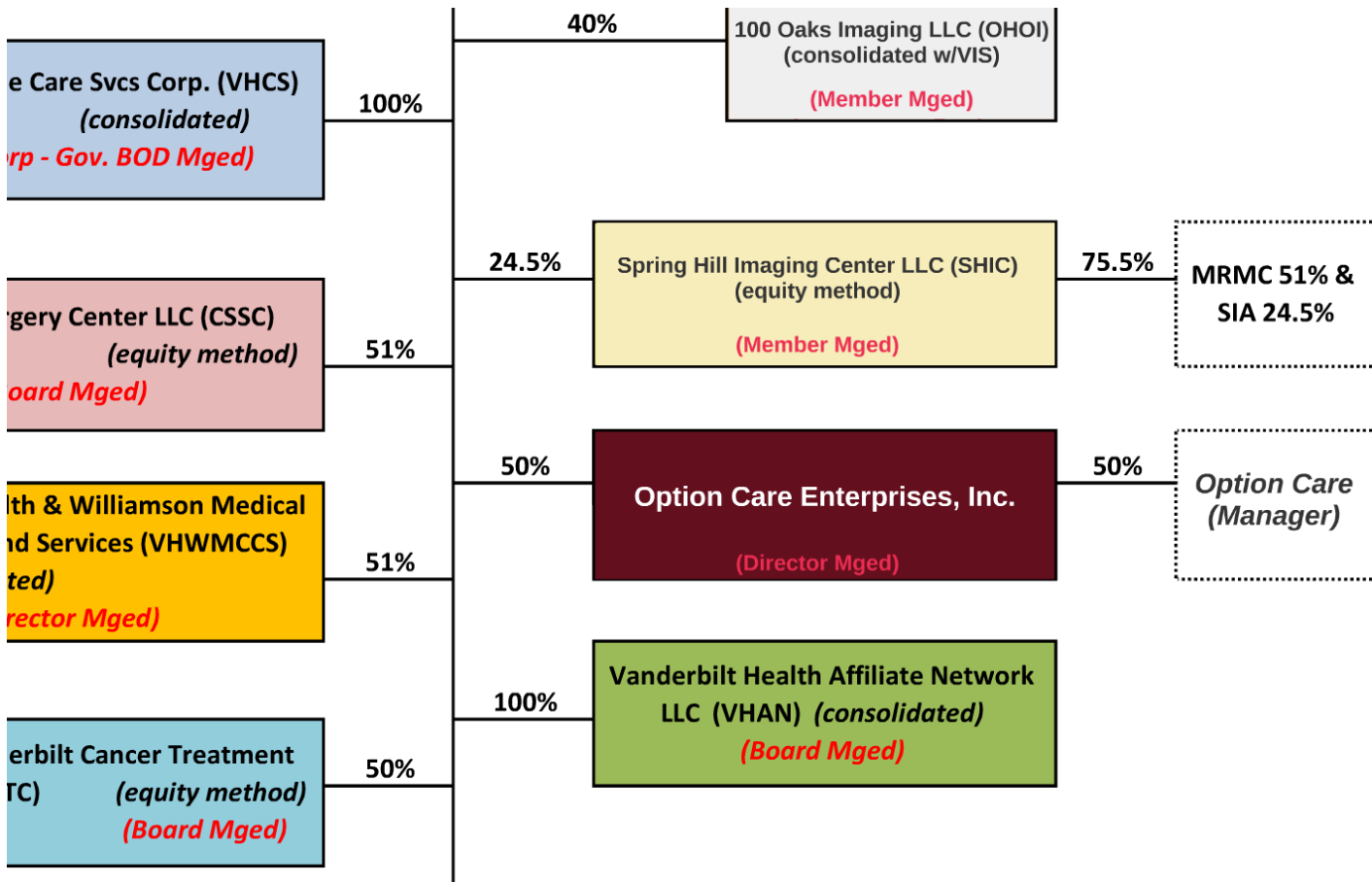
Partnership

Access

Community



Note> Unless otherwise noted by "Manager" in partner's block, VU|VUMC manages the indicated entity.



The World Around Us is Changing...



- Rapidly Increasing Demand
- Accelerating Cost Pressures
- Consolidation in Every Channel
- Increasing Regulatory Burdens
- Demand for Outcomes
- Quality Required
- Political Chaos

Vanderbilt / Option Care Joint Venture



History

What has happened?

Partnerships

Who are we partnered with?

Clinical
Excellence

Results

Future

Where are we going?

Vanderbilt / Option Care Joint Venture



History



What has happened?

- Joint Venture Signed
 - Not a preferred provider
 - Patient preference remains
- Indigent contract

SCHEDULE 1 STATEMENT OF MEMBERS' INTERESTS

As of 12/31/2009

<u>Member</u>	<u>Value of Capital Contribution</u>	<u>Membership Interest</u>	<u>Financial Rights</u>
Vanderbilt Health Services, Inc. D-3300 Medical Center North 1611 21st Avenue South Nashville, TN 37212		50%	50%
Option Care Enterprises, Inc. 485 Half Day Road, Suite 300 Buffalo Grove, IL 60089-8806	300	50%	50%

Option Care Overview



Option Care is one of the nation's leading home infusion service providers.

- Network of 92 specialty infusion pharmacies for reliable, safe, and just-in-time product delivery
- More than 90 alternate treatment sites provide additional locations for patient care
- Access to more than 1,800 clinicians with local experts in complex conditions
- Local clinicians build relationships with patients and providers



Option Care is ACHE accredited and USP 797 compliant.

Option Care has US coverage to provide infusion therapy for nearly all acute and chronic care patients.

The Vanderbilt Result



Key Results:

- Increased hospital revenues due to reduction in length of stay
- Increase patient access to care
- Clinical liaison integration
- Electronic record integration

Vanderbilt / Option Care Joint Venture



Future



Where are we going?

- Expanding VUMC Footprint
- State of the Art Facility
- Flagship & Model for all Option Care
- Clinical Studies



The Best Strategic Partnerships

How to Build Strategic Partnerships

1. Who can make money with you for your business?
2. What do they bring to the equation?
3. Trial period before marriage
4. Keep it even
5. Have a strategy and stick to it
6. Have a way out

Nothing better than traditional values

Good old fashion:

- ***Leadership***
- ***Culture***
- ***Management***

Daniel (6 year old male)

Presented to the Vanderbilt Monroe Carroll Children's Hospital at Vanderbilt with

Nausea/vomiting

Abdominal pain

Decreased urination

Diagnosis: Focal Segmental Glomerulosclerosis (FSG)

His only desire in life:

Riding go-carts and fishing with his dad



Plan of Care

- IV antibiotics
- Corticosteroids
- Diuretics
- Albumin replacement
- Reinforced teaching
via Face Time

Readmission

2 Month LOS

Constant contact and touch with Option Care



Including:

Thanksgiving & Christmas Holidays

Upon Discharge

Continued original plan of care
Peritoneal catheter placement
Wait list for kidney transplant

Now:

Riding go-carts and fishing with his dad



What



*Leverage creative
partnerships*

Why



*Deliver patient care
and provide access*

