INTALERE AT A GLANCE

INTALERE®

ELEVATING THE HEALTH OF HEALTHCARE

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INTALERE AT A GLANCE

INTALERE®

Executive Leadership

Julius Heil
President and CEO

Steve Kiewiet
Chief Commercial Officer

Todd Larkin
Chief Operating Officer

Steve Schoch
Chief Financial Officer

Mission

Elevating the operational health of America's healthcare providers

Vision

Be the essential partner for operational excellence in healthcare

Values

Integrity, Passion, Accountability, Innovation, Excellence

About Intalere

Intalere's mission focuses on elevating the health of healthcare by designing solutions to improve our members' financial, operational and clinical performance. We empower our customers and deliver measurable results through our highly personalized approach of creating strategies and programs focused on their goals. From managing their entire spend to strategic consulting around diagnosing particular areas of concern, our unique provider-owned led allows us to leverage nationally recognized best practices in supply chain and patient outcomes to drive efficiencies for our members.

Membership Statistics (As of 12/31/19)

3,717 Acute Care Hospitals	**45,910** Clinics
14,263 Long Term Care Facilities	**119** Physician Hospital Organizations (PHOs)
4,033 Ambulatory Surgery Centers	**1,293** Emergency Services
41,612 Other	**110,947** Total (123 IDNs included)

Membership Growth

Savings and Rebates

$1.4 Billion

Purchase Volume

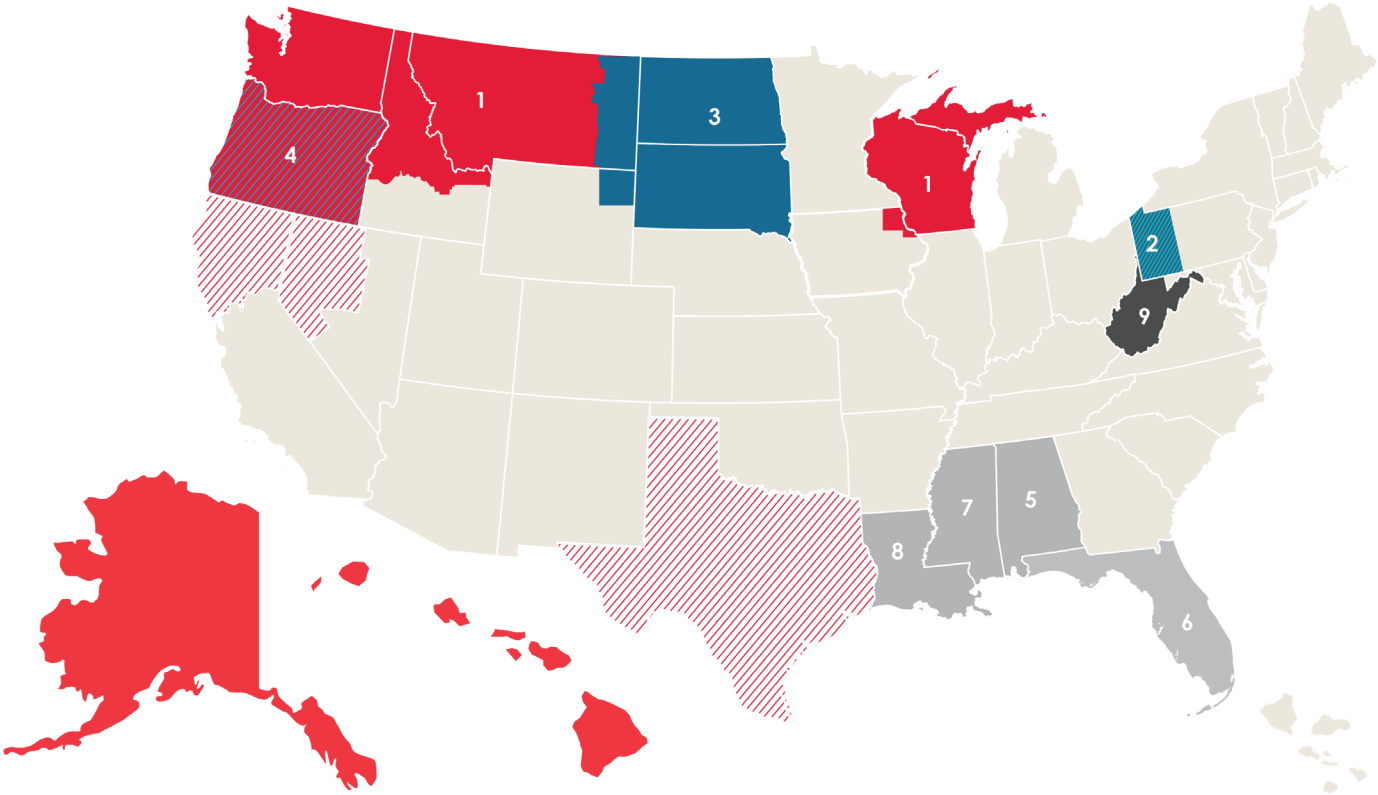
$10 Billion

Intalere Affiliates

Intalere affiliates extend the benefits of membership and provide outstanding member service on a local level. Through this collaboration, affiliate members can use Intalere's comprehensive group purchasing services and supply chain solutions to meet their financial and clinical goals.

Some affiliates, such as Health Resource Services (HRS), Hospital Services, Inc. (HSI), Shared Purchasing Solutions (SPS) and West Virginia Health Services (WVHS), have dedicated field staff who work directly with customers.

Some affiliates are also part of Intalere's alliance program. For example, Health Resource Services (HRS) and Strategic Resource Partners (SRP) are both members of the Intalere National Health Alliance (INHA). This provides them with another level of resources in terms of aggregation, as well as regional and custom contracting opportunities.



1. Health Resource Services (HRS) - Includes Hawaii and Alaska
   (HRS) Non Acute Overlap with Intalere
2. Healthcare Council of W. PA (HCWP) (Multiple Locations, No Specified Geography)
3. Hospital Services Inc. (HSI)
4. Strategic Resource Partners (SRP) Overlaps with HRS for Non Acute Care
5. Support Health/AL Hospital Assoc./AL Diversified Health Services
6. Support Health/FL Hospital Assoc./FHA Management Corp.
7. Support Health/LA Hospital Assoc./ShareCOR
8. Support Health/MS Hospital Assoc./MHA Solutions
9. West Virginia Health Services (WVHS)

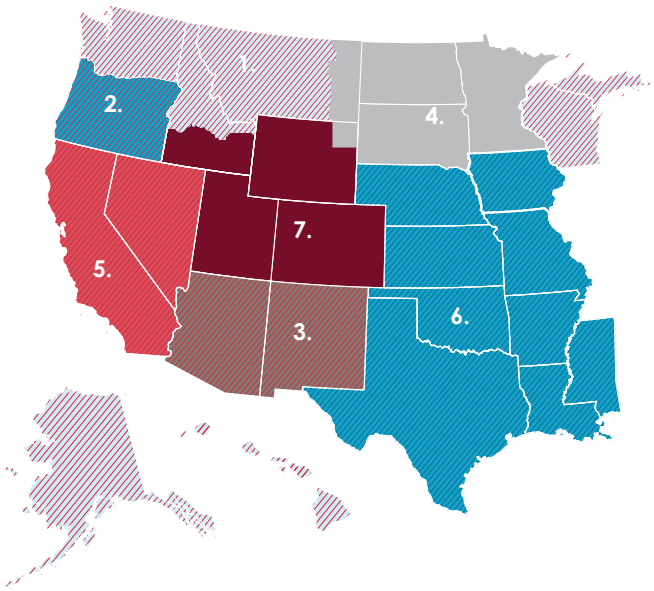
Intalere Alliances

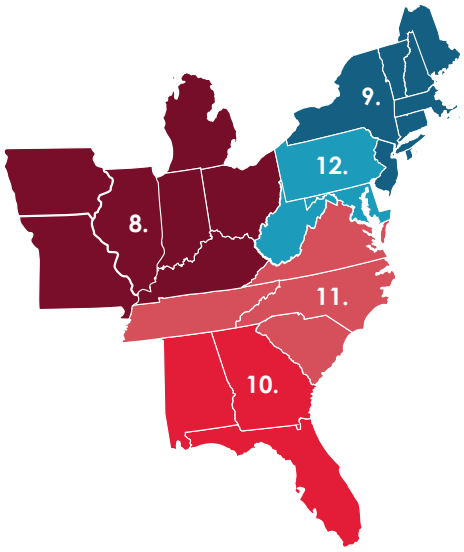
An Intalere alliance is a regionally committed, virtual IDN of multiple non-related facilities that negotiate collaboratively to reduce supply acquisition costs through preferred pricing and distribution programs. By aggregating their area purchase volumes, these members further the benefit from Intalere national supply contracts accessing higher tiers and uncovering custom-contracting opportunities.

The membership of the group is clearly defined and governed with Intalere providing support for structure, commitments and process as well as industry expertise and vendor communication. Individual members must be committed to each other's needs as well as to those of the group to attain success. Alliance agreements are only made available to Intalere members, so a Participation Agreement must exist or be executed before an organization may join one of our alliances.

Intalere regional alliances allow members to collaborate to drive improvement in their quality and financial outcomes. An Intalere regional alliance provides a forum in which individual members, regardless of size, can drive additional savings through the aggregation of their purchasing volumes resulting in improved profit margins, increased revenue shareback and shared best practice information.

Initiatives that start in one of the smaller alliances often become initiatives for the larger alliances, further aggregating volume and negotiating power. Additionally this structure provides valuable feedback to Intalere and is one way in which the members' voices are heard in the entire contracting process. An example of this is how several western alliances "roll up" into the Intalere National Health Alliance and all eastern alliances roll up to form the Intalere Eastern Alliance (IEA). In addition, two representatives from each eastern alliance form the IEA Leadership Council, an additional conduit for member feedback.





West Alliances

1. HRS (Health Resource Services)
2. SRP (Strategic Resource Partners)
3. IARC (Intalere Arizona Regional Council)
4. NSA (Northern Star Alliance):
5. WAHR (Western Alliance of Healthcare Resources)
   Includes WAHR affiliate program
6. WAHR Affiliate Program
   - Iowa (IA) – Acute Care only
   - Missouri (MO) – Non-Acute Care only
7. HARM (Healthcare Alliance of the Rocky Mountains)
   - Part of WAHR Affiliate Program

East Alliances

8. IKOINM Alliance
   - Iowa (IA) – Non-Acute Care only
   - Missouri (MO) – Acute Care only
9. INEA (Intalere Northeast Alliance)
10. ISEA (Intalere Southeast Alliance)
11. IVANST Alliance (VA, NC, SC, TN)
12. Keystone Alliance

IEA (Intalere Eastern Alliance): Includes all eastern alliances