



SAINT VINCENT ENDOSCOPY CENTER
 2501 West 12th Street, Ste 8
 Erie, PA 16505
 Tel. 814-833-0071

HOSPITAL PARTNER:
 Saint Vincent Medical Center

Center Opening: Sept 2008
 Annual Procedures:
 Number of Physicians: 10
 Square Footage: 7000
 Procedure Rooms: 3
 Admit/Recovery Bays: 4/6

Physician-Hospital Joint Venture

Community Medical Hospital

REASON FOR THE JOINT VENTURE

Over the past two years, Saint Vincent Health System and Physicians Endoscopy, a nationally recognized firm specializing in development and management of endoscopic ambulatory surgery centers, evaluated the business sense of combining forces and creating a new EASC through a joint venture arrangement.

Slated to open in the summer of 2008, the new center will be located in the Saint Vincent medical suite in Yorktown Center on West 12 Street. Key outpatient services including Saint Vincent Sports Medicine, the Saint Vincent Imaging Center, and a Rehab Solutions branch are also housed in the suite.

The new Saint Vincent Endoscopy Center is another example of the Health System's continuing investment and commitment to providing high-performance care and service to the community.

CONTACTS:

Tom Elliott, Senior VP
 Saint Vincent Allied Health Services
 telliott@svhs.org

Vinod Patel, MD
 Medical Director

Barry Tanner, President & CEO
 Physicians Endoscopy
 btanner@endocenters.com
 Tel. 215-589-9005

POINT OF VIEW

The Hospital

Saint Vincent Endoscopy Center is another cooperative business venture between Saint Vincent Health System and its physicians to provide patients with easy access to advanced services in a convenient location.



We chose to work with PE after doing our homework to identify the best players in the endoscopic surgery arena. PE has supported our efforts and provided guidance to us throughout this entire process. The PE team works closely with us to ensure a high-performance outcome for the center and its patients."

Tom Elliott, Senior VP, Saint Vincent Allied Health Services

OWNERSHIP DETAILS

Group	Equity Level
Hospital	Minority
Physician Coalition	Minority
Business Partner	Minority

FINANCIAL PERFORMANCE – 1st YEAR

VOLUMES	DISTRIBUTIONS	REIMBURSEMENT
Projected	Projected	Projected: Good
		Actual: TBD

Saint Vincent Endoscopy Center

*A Physician-Hospital
Joint Venture*



MEDICAL TEAM

Vinod Patel, MD	Scott Bedwell, MD
Paul Gmuer, MD	Robert V. Kiel, DO
Dinesh Khera, MD	Edward J. Glennon, MD
Segun Abogunde, MD	Patrick J. Recio, DO
Daniele Haupt, MD	John C. Reilly, MD

FACILITY GOVERNANCE

The facility has a three-member Board of Managers comprised of two Class C members (the hospital), and one Class B member (business partner).

MEDICAL LEADERSHIP

Vinod Patel, MD	Medical Director	Voluntary Physician
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ABOUT SAINT VINCENT HEALTH SYSTEM

Inspired by the Sisters of St. Joseph of northwestern Pennsylvania, Saint Vincent Health System is a community of caregivers dedicated to bringing God's healing love to all, and committed to compassion and excellence in the delivery of a continuum of holistic care. Saint Vincent is a faith-based health system that holds as its values:

- Demonstrating compassion in every action, word and deed, system-wide.
- Approaching both care delivery and business development with creativity, innovation and appropriate risk.
- Demonstrating sound financial stewardship of all resources, facilities and business opportunities.
- Maintaining our long-standing reputation of making every decision with honesty, integrity and trust.
- Consistent commitment and passion for excellence at every point of care.
- Promoting a strong sense of family with our associates and local and regional communities.
- The benefits and longevity are only achieved through teamwork, solid partnerships and genuine collaboration.

ABOUT PHYSICIANS ENDOSCOPY

Physicians Endoscopy, L.L.C. was formed in July 1998 with one purpose in mind – to raise the level of patient care and physician satisfaction through the development and management of freestanding ambulatory surgery centers. Our company was raised with an extensive GI focus, but always believed in being an advocate for our partners. Conceived as a business development and management company, we saw the opportunity to give physicians more autonomy and control over their work environment, while increasing their profitability and patient care standards.

Our expertise and commitment also extends to our Joint Venture Partnerships between physicians and hospitals. While most hospitals recognize that they know very little about how to manage a surgery center, which is totally different than managing a large facility with many services, they realize they need to work with their physicians to retain positive relationships.

Combining our expertise with the values a hospital can bring to the venture makes good business sense. The joint venture adds credibility and a referral base to the freestanding center, while still funneling a revenue stream back to the hospital. Moreover, many patients of the ASC are referred back to the hospital for ancillary tests and services. It is truly a “win-win” for both physician and hospital.