May 3, 2010

QUESTIONS AND RESPONSES

FOR:

RFP: Ambulatory Surgery and Ancillary services Partnership

1. Question: Will the Ambulatory Surgery Center need an EMR and Practice Management software solution?

   Answer: Eventually, but operation partners will be selected before engaging potential vendors.

2. Question: What kind of efforts have we made in reaching out to potential physician partners relative to a new Ambulatory Surgery Center in East Meadow? Are there specific practices that we can point potential partners like USP to?

   Answer: NuHealth has been marketing to potential physician groups to create strategic partnerships, including in ambulatory surgery and related services, over the last two year. While NuHealth cannot point to potential respondents to this RFP to any specific group at this time, NuHealth does expect to jointly work with a preferred ambulatory surgery partner to create appropriate partnerships with local physicians and/or physician groups.

3. Question: Which hospitals are currently benefiting from these potential physician partners?

   Answer: All Nassau County hospitals

4. Question: Which commercial insurers are the larger players in our market?

   Answer: Most national providers such as United, Aetna, Cigna, Blues, Oxford, as well as Wellcare HIP, and Magna Care