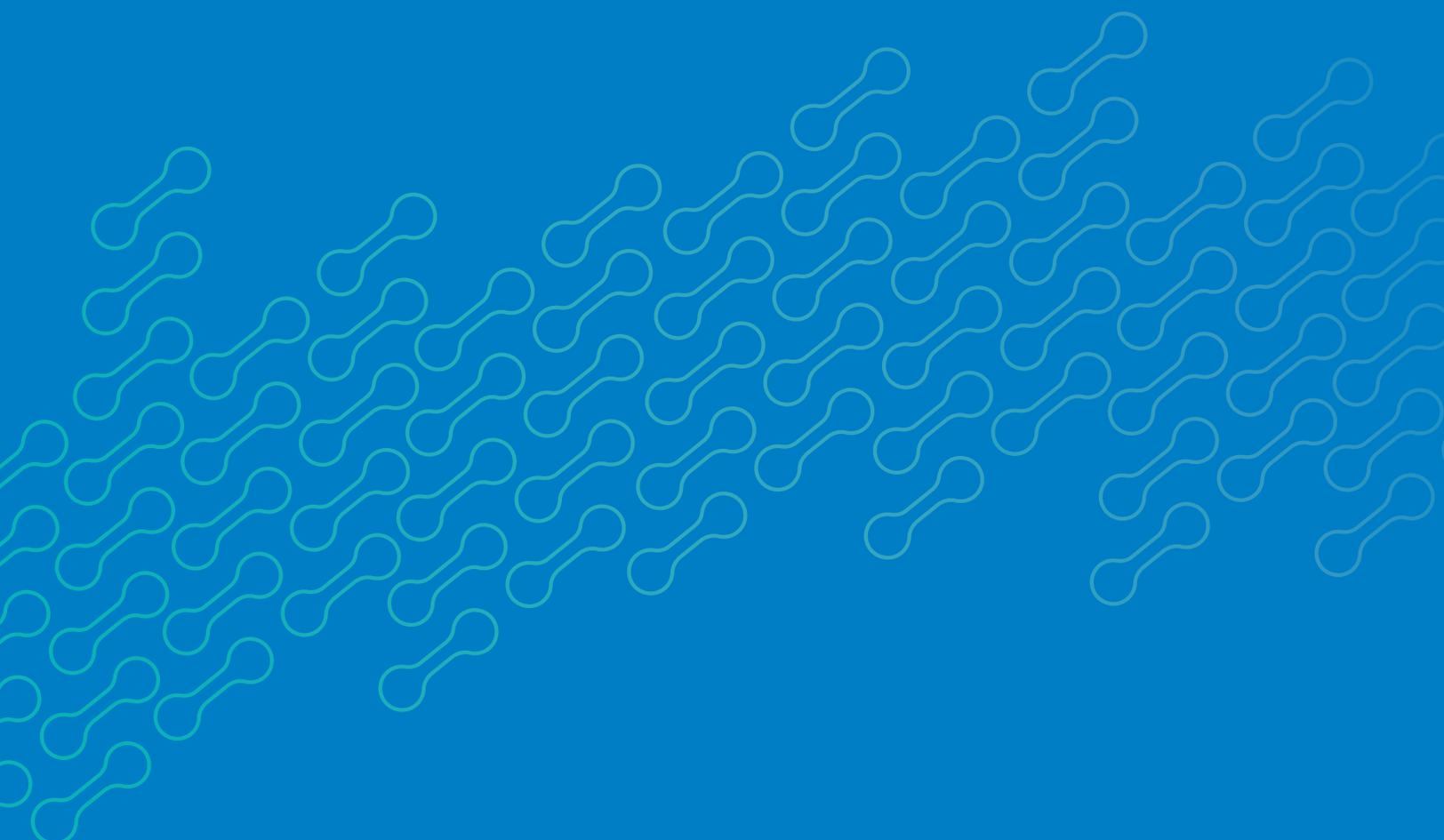


# OneEQ<sup>SM</sup>



**high tech. human.**<sup>SM</sup>



# OneEQ at a Glance

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## COMPANY BACKGROUND

OneEQ Consulting Inc. is a full-service equipment planning and operational consultancy, comprised of 50 in-house consultants, committed to improving clinical outcomes, operational efficiency, financial performance and patient satisfaction with offices in Dallas, Chicago, Los Angeles, New York, San Francisco, Toronto, Vancouver and Washington DC.

## NUMBER OF YEARS IN BUSINESS

**30 YEARS**

## WE'RE HERE TO ASSIST YOU THROUGH:

- Analysis of functional programming to generate the initial FF&E list, budget and utility data
- Furniture, Fixtures and Equipment planning (FF&E)
- Existing comprehensive FF&E inventory analysis, assessment for re-use and asset tagging
- Specifications writing, procurement and reporting
- Logistics and turnkey deployment project management (delivery, installation, commissioning & training)
- Specialized technology consulting
- 3D virtual mockups (VR and 3rd person view)

## WHAT SETS US APART:

- In house consultants from various backgrounds covering all facets of FF&E consulting
- Unique experience with all stakeholder types around the table (Contractors, Architects, Functional Programmers, Client Project Management and Clinical Teams)
- In-house inventory team and software
- In-house up to date FF&E database and analysis tools
- Dedicated IT design and low voltage digital technology consultants
- In-house deployment project management expertise for delivery, installation, activation and training
- In-house CAD/REVIT team specialized for FF&E layouts and virtual mockups (VR and 3rd person view)



# Introducing OneEQ

We're a full-service technology, planning and operational consultancy that balances technology and the human. OneEQ is a new name and a new look for us, but we've been around for nearly three decades working across the healthcare continuum to solve our clients' most intractable and complex challenges.

Rooted in a deep understanding of our clients' business, we know their pain points—clinical, operational and financial—and marshal our expertise to enhance the patient experience, drive improved outcomes and remove inefficiencies.

Our value is inherent to the way we work, and our roster of repeat clients is a testament to our efforts. While we manage some of the largest project budgets in the industry, we approach each project with a customized approach, and we leave one-size-fits-all solutions at the door.

OneEQ is here to help you navigate key decision-making milestones and the budget process with the confidence and peace of mind that comes with years of experience and an array of insights. The result is smart investment decisions that blend the latest innovations in technology and operational efficiencies with proven, patient-centered approaches.

## OUR MISSION

To provide innovative patient care solutions in a dynamic healthcare environment through experience, excellence and integrity.

## OUR VISION

OneEQ planners and technology experts view projects as the sum of the medical equipment and information technology assets needed to optimize Clinical, Operational and Financial outcomes. The end result is a forward thinking facility that enhances the patient experience and enables the owner to become the provider of choice for quality conscious, tech-savvy healthcare consumers.

## CORE VALUES

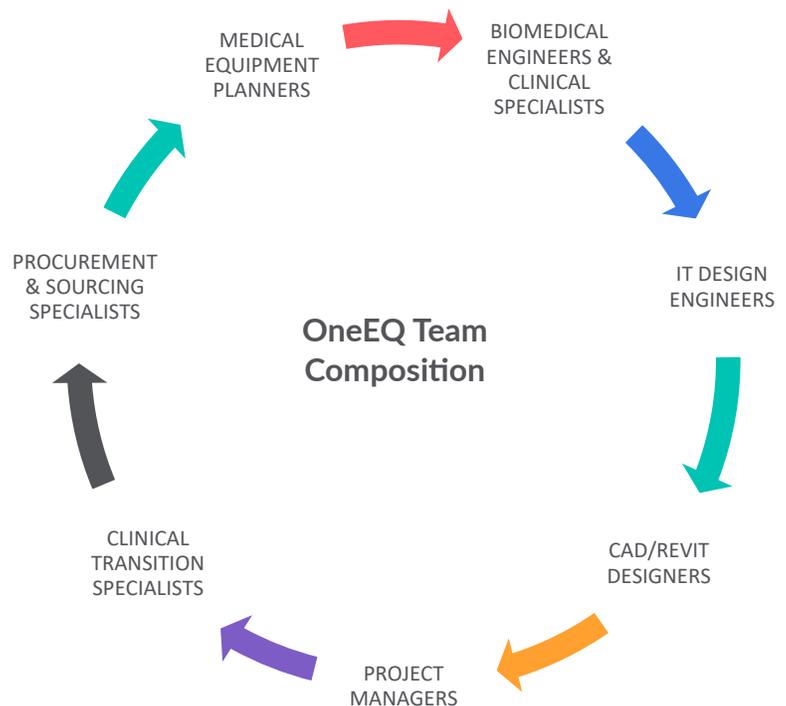
1. **Knowledge:** With 30 years in the business, we understand the challenges our clients face.
2. **Future-Focused:** Because today's solutions won't apply to tomorrow's needs.
3. **Objectivity:** We're about providing accurate, informed solutions— not products.
4. **Agility:** The industry moves at the speed of technology. We're faster.
5. **Patient-Centric:** Our goal is to improve patients' lives.

# We may look like engineers and planners, but **we think like CFOs.**

## Key Considerations

- Our team has worked together, some nearly 30 years, for some of the industry's leading healthcare providers and complex projects
- Our team provides the most advanced technology integration and interoperability focused expertise and technology specialists required to support technology-focused strategies and solutions
- Our team is available to begin work immediately according to the project schedules
- Long-term reassurance of our firm-wide resources beyond the immediate project team- no constraints for "staffing up" in order to deliver the requirements of the program or if additional tasks are required outside of base scope of services

We bring together multiple vantage points to integrate new ideas with proven best practices when it comes to technological advancements and the role they play in healthcare facility design. Our team encompasses:



## OUR SERVICES



Medical Equipment & Technology Planning



Construction Installation & Coordination



Procurement and Analytics



Logistics Planning & Deployment Operations

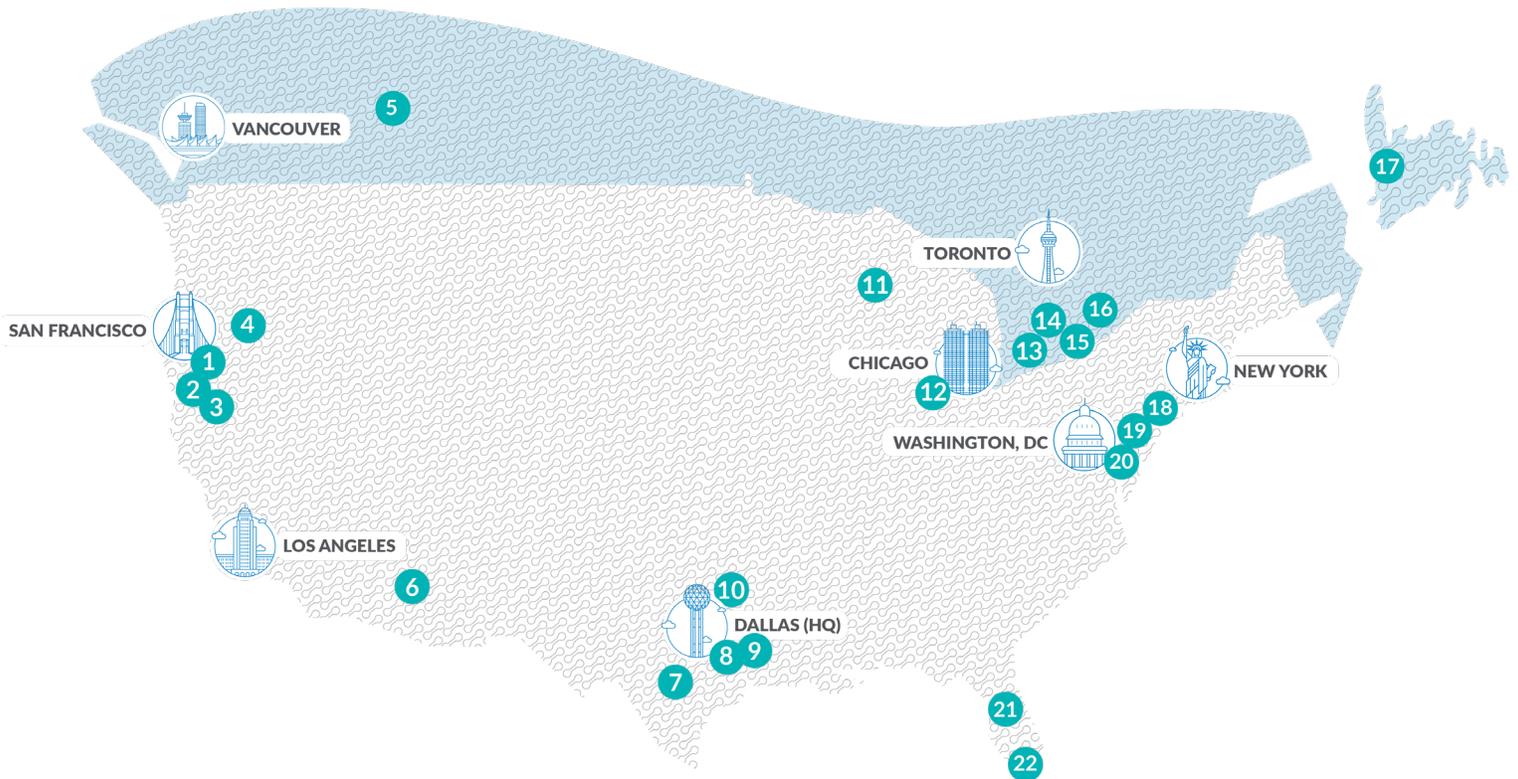


Inventory, Multi-Year Capital Planning & Budgeting



Digital Technology Consulting, IT Design & Complex Systems Integration

# Where We Operate



## Select Client List

1. University of California, San Francisco Medical Center, San Francisco, CA
2. Stanford University Medical Center, Palo Alto, CA
3. Stanford Children's Health, Lucile Packard Children's Hospital, Palo Alto, CA
4. UC Davis Health Center, Sacramento, CA
5. Calgary Cancer Centre, AB
6. Dignity Health Chandler Regional Medical Center, AZ
7. University Health System, San Antonio, TX
8. Baylor Scott & White Health, TX
9. William P. Clements Jr. University Hospital at UT Southwestern, Dallas, TX
10. Texas Health Resources, TX
11. Marshfield Clinics, WI
12. University of Chicago Medical Center, Chicago, IL
13. Milton District Hospital, ON
14. Peel Memorial Centre, William Osler Health System, ON
15. The Centre for Addiction and Mental Health, ON
16. Mackenzie Vaughan Hospital, ON
17. Corner Brook Hospital, NL
18. The Children's Hospital of Philadelphia, PA
19. Adventist HealthCare, White Oak Medical Center, Silver Spring, MD
20. Kaiser Permanente, Washington, DC
21. AdventHealth, Florida Hospital Orlando, FL
22. Baptist Health South Florida, Miami, FL

# Our Experience

New Stanford Hospital



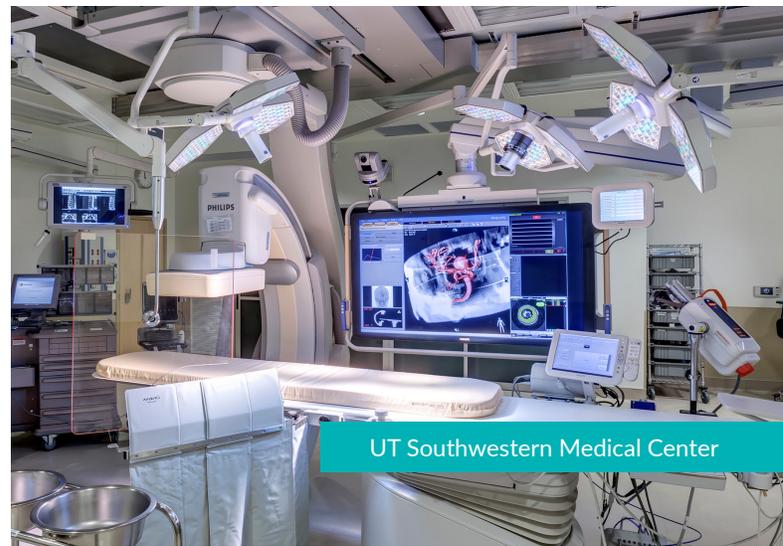
University Health System Sky Tower



UCSD Center for the Future of Surgery



UT Southwestern Medical Center



Lucile Packard Children's Hospital



UCSF Medical Center at Mission Bay



# Our Philosophy

High performance healthcare facilities don't treat patients on their own. It's the ingenuity of the care teams, the efficiencies of their operations, the latest care delivery models, and the innovative technologies that enable the best work. Designing spaces as complex as healthcare environments is further complicated by the extremely complex technologies needed to support them. That's why an integrated equipment planning and low voltage team with a proven process is inherently vital to a project's success.

While our project management philosophy follows our proven delivery model, our solutions are not one-size-fits-all; we custom tailor our team to your unique vision for your project, pulling from our talented team of specialists and their collective lessons learned across the country. From the start, we create a common understanding that serves as the basis for design and evaluation criteria—allowing this mechanism to inform the design rather than follow it.

OneEQ has earned a leadership position in the healthcare design and construction industry, due in part to our highly skilled people, our proven processes and our deliverables. We bring a strong design collective made up of specialized staff in the areas of medical and information technologies; architectural design and construction; purchasing and procurement; deployment logistics; operational transition planning and facility activation. **There are a few key tenets that distinguish us from others in the field. Those include:**

## CLIENT-CENTERED COLLABORATION

Our Project Delivery Method relies on true collaboration taking place from the beginning of the project, with the client at the center of the process. Breaking down traditional silos, architects, engineers, managers, designers, constructors and trade subcontractors work side-by-side with the client in the design, documentation, and delivery phases of the project. You will sit at the table with us as a true partner.

## TEAM MENTALITY

We recognize that our client isn't just the hospital or health system; it's the end-users, architects, consultants, CM agents, constructors and other authorities as well, all working together to support a common goal: improving the lives of patients and their families. We pride ourselves in our ability to serve as part of the owner team as well as part of the construction team, providing synergy between the two.

## FOCUS ON THE FUTURE

We design with the future in mind because we know technology is in constant change. As our design progresses, we ensure that the decisions we make are going to be sound throughout the life of the building. This focus on future flexibility provides our clients with facilities that will support multiple generations of imaging systems, interventional platforms and evolving clinical delivery systems.

## PIONEERING APPROACH

While we look to the future, we are also focused on the present. We aim to break down the silos of past operational models in design and construction and employ lean methodologies which facilitate clear decision-making while reducing waste in time, effort and other valuable resources. This unique approach transforms the industry standard and offers significantly more value to the owner through radical reductions in unforeseen design changes and change orders, better value, and on-time project completion.

## COMMUNICATION + DECISION SUPPORT

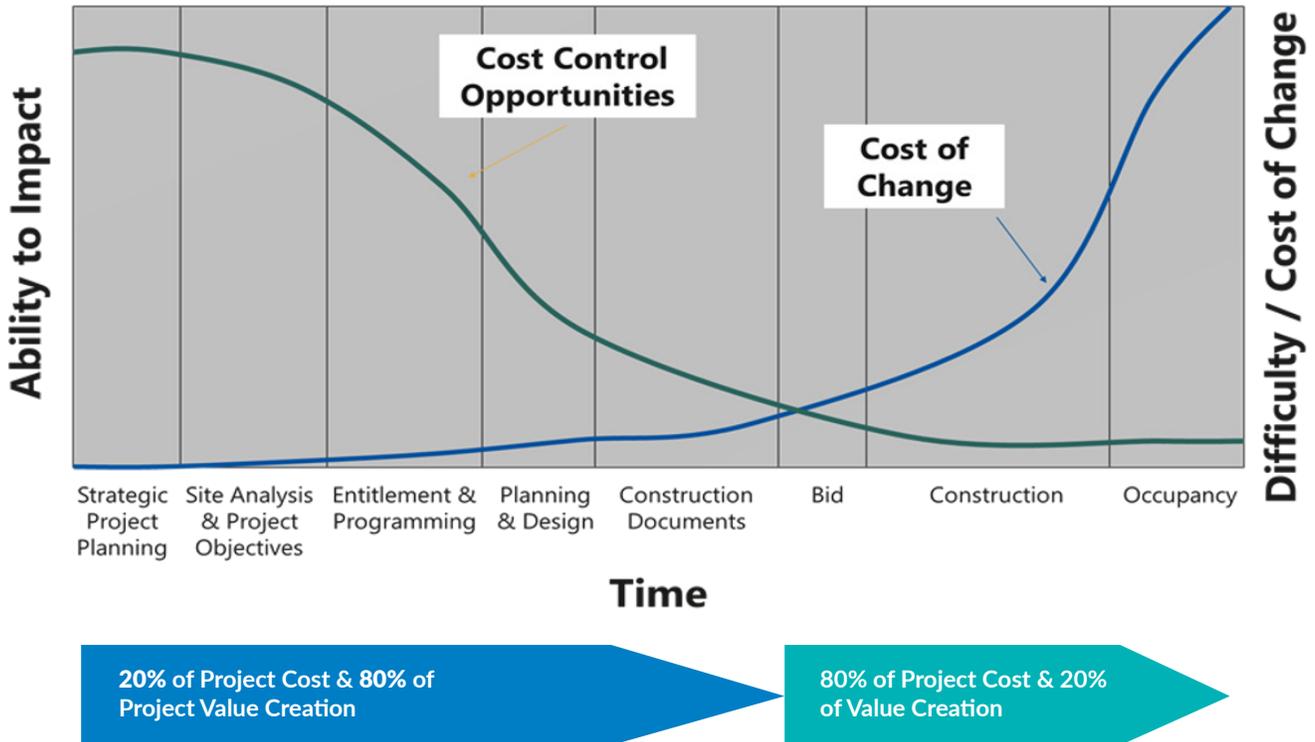
Frequent communication and validation from start to finish is the key to a well-coordinated project, leading to a successful documentation set. While we're sometimes the last people to the table on a contract, we can have the most impact on a project.

## BEST VALUE

Technology is one of the most investment-heavy parts of a complex project. That's why we work closely with Supply Chain to understand existing equipment standards, preferences and any Group Purchasing (GPO) agreements and integrate these guidelines with our industry knowledge to identify the best possible value in new equipment purchases.

## COMMITMENT TO QUALITY

Quality assurance is inherent to how we work. A proactive, preventive process consisting of planned and systematic activities supports our firm-wide commitment to quality.



## Unique Qualifications

Our firm offers uniqueness and diversity in many arenas in the industry. With planning and design, our teams work collaboratively to manage a consistent connection of medical equipment and technology design coordination throughout the process from start to finish. The team is dedicated to quality assurance in delivering fully coordinated document releases throughout the process.

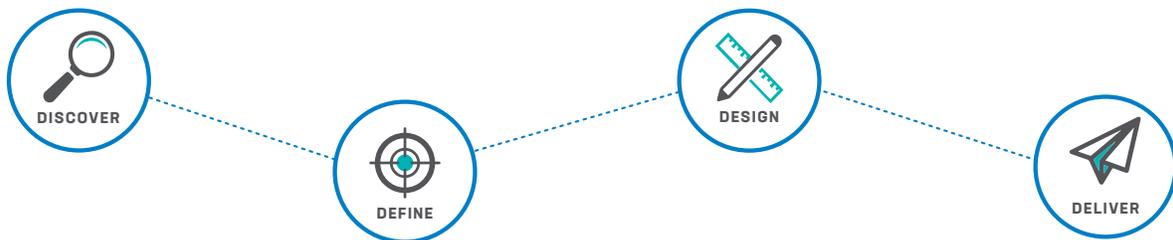
As a client advocate, our procurement team has established many working relationships with different companies to give us access to surplus equipment from closing hospitals and/or organizations who are divesting hospitals and healthcare institutions. Current relationships have proven to identify significant equipment cost savings for our clients, most often reducing their overall project cost.

# Our Approach

We have a long tradition of leading with the future in mind. Our passion is improving the patient experience through the thoughtful and appropriate merging of people, processes, and technology.

Our collective insights—represented by a deep bench of expertise across clinical planning, equipment planning, and technology infrastructure—give us a broad lens through which we analyze a challenge. Our process begins with a select team of experts who are dedicated to the collective solution-based mission to capture, analyze, and propose answers to some of the most complex technology questions in healthcare. These answers are not always new technologies, but rather design enhancements enabling the future deployment of yet-to-be defined technologies.

By creating a collaborative environment that engages all stakeholders, our team develops a roadmap that's refined through the course of the project to arrive at the best solution. By implementing at “the last responsible moment,” we ensure key technologies are specified at the appropriate time to ensure stakeholders the most advanced solutions.



## PROBLEM SEEKING

### DISCOVER

The most successful projects kick off by establishing decision making protocols, metrics of success, communication methodology, and goals at the very beginning of a project, ensuring key stakeholders are on the same page from the very start. Strong technology visioning during this phase, bolstered by careful current-state analysis, gives us steady footing to formulate an appropriate solution within the program requirements, culture, regulations, and existing relationships.

### DEFINE

During this phase, we conduct a deep dive into the constraints, opportunities, and challenges set forth by the project. As a team, we align the ideas, resources, and technological considerations that will bring the project to a successful finish.

## PROBLEM SOLVING

### DESIGN

Our design philosophy for technology infrastructure and systems is centered around flexibility toward the future, ensuring the heavy investment in technology will maintain its usable value over the life of the structure. Our team engages in group design meetings known as charrettes to help gain momentum and consensus with key stakeholders.

### DELIVER

Deliverables are the result of our focused research, design and coordination efforts for the technology and bring to life the concepts and agreements reached through the many hours of collaboration across the entire program.

# Collaboration & Innovation

OneEQ is a unique company that benefits greatly from a dynamic culture that encourages people to be their best, always seeking to help our clients succeed and prosper from our innovative ideas. From redefining an industry to making a meaningful experience for patients and staff, we have a passion for making a difference.



Mock-up at Lucile Packard Children's Hospital

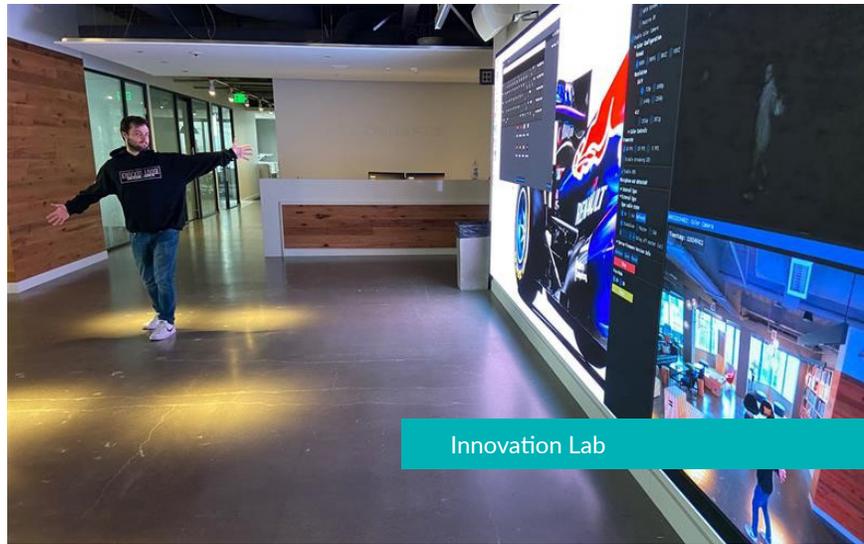


Global Strategy Work Sessions

Collaborative Project Delivery Process



Innovation Lab



Creativity Workshops



# Integrating User Input

As we collaborate with users and other stakeholders during SD, we document these discussions to aid in the development of design guidelines and help guide conversations with project leadership and key decision makers.

Balancing stakeholder input, design constraints and budget goals is key to ensuring the medical equipment and technology systems are within the project parameters and of the highest quality. User sign-offs of final design documents in the DD and CD phases ensures our work meets the expectations of project stakeholders.

# Project Control

We contribute to the project controls methodologies by actively engaging as subject matter experts of the medical equipment planning, installation, procurement, logistics, technology design and capital planning. This engagement starts as early as possible in the planning phase and continues as we proactively call attention and address potential budget and schedule impacts during the DD and CD phases.

Participating in full-wall schedule sessions and pull planning is customary for our team. We contribute to the QA/QC of the project through a continuous effort by participating in design reviews, consultant coordination sessions during the DD and CD phases, and pre-construction clash detection coordination with all trades. During construction, we conduct regular field observations with actionable observation reports, review schedule of values/pay apps, and assist with owner-furnished components to facilitate well-coordinated deployments.



# Coordinated Project Delivery

Our participation in highly integrated projects is structured to ensure our team makes the most effective use of our expertise utilizing a lean approach. We place an experienced project manager to be the main point of contact and act as the project liaison for all aspects of the project. We supplement the project manager with a group of dedicated planners whose disciplined expertise effectively delivers a responsive and responsible design which exceeds our client's goals and expectations.

With the project manager acting as a central control point, we can ensure that the project delivery team is provided with a clear line of communication, and we allow the deliverables to be produced by experts with a keen eye for detail and quality. These experts will attend meetings and create observations reports as needed to ensure design and implementation are on schedule, within budget, meet the clinical needs and exceed quality requirements.

Our collaboration tools used with the project delivery team include meeting minutes on technical matters, periodic status reports and design issues log with action items.

# BIM/Revit Capabilities

OneEQ employs a dedicated in-house CAD/Revit team with extensive healthcare experience. Our team has expertise in a wide range of software, allowing us to perform seamless BIM coordination through all phases of the project with the architect, contractor and all MEP consultants, as required.

As a fundamental part of any healthcare design project, the integration of medical equipment within the design team's BIM model should be performed as part of the coordinated design effort. As such, we have developed a dedicated, internal BIM team who works interactively alongside our equipment planning and design teams. We have developed tools that correlate between the Attainia database information and the BIM model for QC coordination efforts.

Our BIM team will directly support each of our planning teams to ensure uniform BIM equipment standards are applied and directly interact with the architectural design team. The Revit models will be built at an LOD 300. All available dimensional information, utility specs, manufacturer, model and more will be in the parameters of each family.

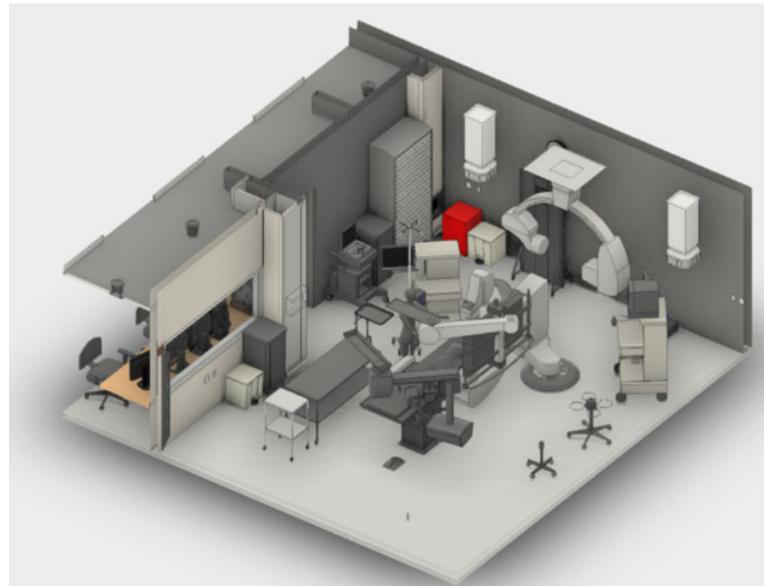
Our BIM production systems are distributed across multiple offices worldwide and are hosted as close to the project production team as possible to increase efficiency and reduce system latency. As subconsultants, we are capable at adapting to existing project BIM standards or establishing our own if none exist. We follow industry wide BIM practices for ease of collaboration with multiple clients and projects simultaneously.

## Collaborative Software

Our use of collaborative software systems is driven by the projects we work on. While our firm uses various collaboration tools for internal consumption and information exchange, this does not preclude us from using others' systems, and we are not partial to any one solution.

### Our corporate collaboration tools include:

- **Microsoft Teams**– Cloud based audio and video communications, Instant Messaging, and team calendars
- **Microsoft OneDrive**– Cloud based file repository, exchange and archiving
- **Newforma**– Cloud based drawing and image file exchange for external collaboration
- **Bluebeam Studio**– Cloud based PDF mark-up and collaboration tool for field staff and design reviews



# Collaborative Software & Design Database Systems

Along with our corporate collaborative software, there are various tools and design database systems we utilize to maintain communication throughout the project's lifecycle.

	USED ON EVERY PROJECT	PROJECT-TO-PROJECT BASIS
<b>COLLABORATION TOOLS</b>		
<b>BlueBeam Studio:</b> Cloud based PDF mark-up and collaboration tool for field staff and design reviews. This is our primary tool for document control, design collaboration and field verification/validation.	X	
<b>BIM 360:</b> Drawing Mark-Up tool	X	
<b>NavisWorks:</b> Clash Detection 3D Modeling and Coordination		X
<b>Proliance:</b> Cloud based project based collaboration tool for RFIs, Submittals, Pay Apps, and other project accounting functions		X
<b>PlanGrid:</b> Cloud based project drawing and field mark-up repository and exchange tool		X
<b>ProjectWise:</b> Cloud based record drawing set (as-built) repository		X
<b>Multi-Vista:</b> Cloud based project progress photographic service. Room-by-Room level 3D photo service documenting every phase of construction from earthwork to completion		X
<b>V-Planner:</b> Visual planning solution for collaborative design and construction management		X
<b>DESIGN DATABASE SYSTEMS</b>		
<b>Attainia:</b> Tracking medical equipment as well as any IT End-User-Devices (EUD) on projects where these services are under our responsibility.	X	
<b>Project Inertia:</b> Project Database used for the facilitation of inspection requests, punch list tracking		X

# Coordination & Communication

There are several methods used by OneEQ to assure continuous coordination and maintenance of quality, budget and schedule:

## Dedicated Project Managers

Our dedicated project managers will be responsible for all phases of the design and management of this project. They have been responsible for managing many projects of similar scope, scale and complexity and will be accessible 24/7 throughout the life of the contract.

## Clear Roles and Responsibilities

We believe strongly in the abilities of our professionals, but any project must have a clearly defined resource structure. All team members will have clearly defined roles and responsibilities throughout the life of the project, and these assignments will be clearly communicated to you. It is the responsibility of the Project Managers to ensure that all team members are performing up to expectations and within the realms of their expertise.

## Mutually Established Decision-Making Process

We will work with you to define the process through which decisions are made, including the nature and quality of presentations and expected deliverables, so that lines of communication and reporting are clear.

## User Meetings

Our design professionals attend user meetings and provide feedback for incorporation into the overall minutes. We participate in design team and consultant coordination meetings to ensure the overall design is in line across all project delivery team disciplines.

## BIM

By using BIM (Revit), we ensure that the equipment and IT/Low Voltage design is carried out onto a single model containing all information for a coordinated drawing deliverable.



We use these methods to maintain collaboration, and we don't hesitate to pick up the phone to have a more lengthy, in-depth conversation when details or other nuances can't be easily conveyed over email or other written media initially. Our goal is always to act as your partner throughout the entire process and ensure a seamlessly coordinated project delivery from start to finish.

# Get in Touch

Contact us to learn more about how OneEQ can strengthen your team and help create the next generation of healthcare environments.



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