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TESTIMONY OF DAVID SANDERS, MD, CEO ZOOMCARE, ON SB 8
To The
SENATE COMMITTEE ON HEALTH CARE AND HUMAN SERVICES
February 4, 2013

Chair Monnes Anderson and Senate Committee Members

Outline of Key Remarks:

- ZoomCare Facts
 - Founded in 2006
 - Family owned Oregon company
 - 150 employees
 - 120,000 Oregonian rely on ZoomCare for illness, injury and preventive care
 - 20 clinics primarily in Portland metropolitan areas
 - ZoomCare Salem opened last month
- Key Milestones
 - In 2010, legislature established national model for physician assistants and physician practice model. Other states adopting the Oregon model.
 - In 2012, legislature with SB 1565 enabled physician assistant dispensing through a novel approach which brought the dispensing locations under Oregon Pharmacy Board regulation
 - ZoomCare implemented the statute and rules effectively with close collaboration of the Oregon Medical Board and the Oregon Pharmacy Board.
 - ZoomCare retained a consulting pharmacist who joined our clinical management team.
 - All ZoomCare physician assistants were trained per the joint board curriculum.
 - All ZoomCare neighborhood clinics were prepared and all staff trained per the Pharmacy Board rules.

- All clinics were inspected by ZoomCare's consulting pharmacist.
- Pharmacy Board has already conducted inspections of our clinics.
- Program is successful and has worked as the legislature envisioned. Patients receive timely affordable point of care treatment where practical, and ZoomCare continues to work effectively with neighborhood pharmacies for a wide range of treatments that are best supplied by pharmacies.
- Next Steps
 - Now SB 8 enables nurse practitioners to participate as full colleagues with physicians and physician assistants.
 - Nurse practitioners have long dispensed successfully in rural areas.
 - SB 8 builds off the success and model advanced in SB 1565.

The ZoomCare Story*

(* Note: "Sarah" is the shorthand way we refer to the patient to whom ZoomCare caters)

Before 2006, when "Sarah" had a need for urgent medical attention – the choices were not great:

- If she called her doctor's office, chances were that she couldn't get an appointment right away...and might not for several days.
- If she went to the emergency room at the local hospital...it was overcrowded and expensive (for her and the system).
- If she showed up at the urgent care center, chances were she got a number and had to wait for hours to be seen.

ZoomCare changed all that.

Starting in 2006 "Sarah" could ask for a same day appointment and be seen by a doctor, nurse practitioner or physician assistant at ZoomCare's first neighborhood clinic. ZoomCare pioneered "healthcare on demand" and patients liked this new idea. Two clinics grew to 13 neighborhood clinics in Oregon, two in Seattle, Washington, one in Vancouver, Washington and one in Boise, Idaho.

Today "Sarah" has her choice of 17 modern ZoomCare clinics where she and her family can get complete primary care – blood tests, x-rays, medical exams and the medicine she needs – for a broad range of illnesses, injuries and preventive care.

And patients at ZoomCare get the advantage of advanced technology in setting their appointments and reading lab results on a handheld device:

- If "Sarah" wakes up on Saturday and needs to go to the doctor's office, she gets on her computer to use "live scheduler" to pick the time and most convenient clinic for her exam.
- "Sarah's" lab results will be sent immediately to her computer or smart phone using secure technology and a doctor or physician assistant can hand her the medicines she needs, saving her the time of a separate pharmacy visit.
- "Sarah" knows what the visit will cost – and she will use her insurance or self-pay option, thereby avoiding any follow-up bills.

Portland, Oregon based ZoomCare is a privately-held company started in 2006 by David Sanders M.D. and Albert DiPiero M.D.

For more information visit our website at www.ZoomCare.com and www.Facebook.com/ZoomCare

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