

Pediatric Home Service Opened for Business in 1990

We were originally known as PHRS...Pediatric **H**ome **R**espiratory **S**ervice

PHS is privately and solely owned by our founder, **Susan Wingert**.

The company began with six employees, five respiratory therapists and one accountant. Of the five founding therapists, four are still with the company and one retired.

Growth

Since 1990 the company has grown well beyond just a small respiratory business.

In 1995 we added a **In-Home Asthma Management** division mainly in response to the needs of our existing patients. Many of our kids developed **chronic asthma** and needed help to identify household and environmental triggers. We also help them to understand how to better manage their condition with the right medication and environmental changes.

In 1996, we added our **Infusion Department**, hired nursing and pharmacy staff and built our own on-site pharmacy. Our main infusion services include lab draws, nutrition support (TPN) and immune-deficiency therapy (IVIG). We also provide antibiotic treatment, pain medication, chemotherapy and our latest addition to our infusion service has been to provide enzyme replacement therapies. We are continually looking to offer additional services.

We have a nutrition team of three clinical dietitians to support our patients and families. Our medical social worker is invaluable to our families in areas where our clinicians simply don't have the expertise.

On January 3, 2011 PHS opened our new Private Duty Nursing Service. We are excited to offer our patients another level of care that keeps them at home where they belong.

Reason for Business

Susan Wingert intuitively knew that children would **thrive in their home** environment—better for kids, families and caregivers. She saw a unique need for homecare for **medically-fragile children**—this had never been done before.

Physicians weren't always willing—they were **fearful and reluctant to send kids home**.

She found a special niche and developed a company with expertise in *taking care of the child*.

PHS is dedicated to the care and comfort of the technology-dependent child and we're dedicated to providing a thorough orientation for each new staff member.

PHS is Unique

We don't do wheelchairs, crutches, commodes or the "usual" DME equipment. Our DME equipment consists of the high-tech machines needed by our patients and the supplies that support that equipment.

Unlike most homecare companies we don't work primarily with the adult or the geriatric population.

We're different because we work exclusively with children (a few rare exceptions) and we offer a very broad spectrum of care and clinical staff.

PHS built a superior reputation and expertise in the health care community due to our prolonged existence and special niche for taking care of every patient with a vast range of diagnoses. We are the "go to" company for pediatric homecare and are known as the company that delivers care from the heart.

Company Facts

PHS' first year of business saw \$350,000 in total revenue, and larger facilities.

Last year, we reached \$26 million in revenue and are on track in fiscal year 2011 for \$28 million in revenue.

PHS currently employs 147 staff—half are in clinical departments including Respiratory Service, Infusion Service, Pharmacy Service, Private Duty Nursing Service, In-Home Asthma Management Service, Education Service, Nutrition and Medical Social Work. The other half are in our support services including Customer Service, Billing, Warehouse, Biomedical, IT, Marketing & Sales, Regulatory Affairs and Human Capital.

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PHS has earned the Joint Commission's Gold Seal of Approval™