

## **Flint Hills Heart, Vascular and Vein Clinic**

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Dear Jim,

I wanted to write you a note expressing my gratitude for the work you and Spectra did on the planning, development, and execution of my new Flint Hills Heart, Vascular and Vein Clinic. Some people thought I was biting off too much to build a new clinic that included not only interventional suites but also a wound clinic, complete with hyperbaric oxygen chamber, but after a year in practice I have clearly proved them wrong. I have been profitable since day one and the business continues to grow.

I regularly receive compliments from patients and their families as well as colleagues on the appearance and function of the clinic. The layout of the clinic makes the workflow seamless and the area for the HBO chamber, despite a somewhat late addition, is very well integrated.

I know that there are many physicians around the country considering opening up similar office based interventional clinics in an attempt to regain control of their professional lives. While many choose to partner with a national organization, I believe it is a foolish and shortsighted move to give up as much as half of one's future revenue stream simply to avoid a little bit more effort up front. By partnering with you for this project, I not only had the piece of mind that the clinic would be developed to my needs and specifications but also that you would assist me in navigating the initial administrative details and equipment purchases. Best of all, I get to keep 100% of what I earn!

I strongly endorse Spectra for any physicians who are either planning, or who may be just considering opening their own interventional vascular clinic and I would be happy to discuss my experience with them.

Best Regards,

Dr. Ray Dattilo