



HEALTH CARE COMPANY: WINNER

AMERICAN DIABETES WHOLESALE

VP/GM: Chris Maguire
2501 N.W. 34th Place, Suite 35,
Pompano Beach 33069
(877) 241-9002, ext.401
cmaguire@americadiabeteswholesale.com

Staying true to its mission has helped American Diabetes Wholesale make diabetic supplies more affordable, especially for the uninsured and under-insured, says Chris Maguire, the company's VP and GM. With a strong team mentality, the company possesses a shared vision, compassion and customer care standards needed to serve the diabetes community.

"Employees having a team mentality is imperative to our success," Maguire says.

The company serves customers who pay out of pocket for testing supplies. It provides top-quality, brand-name diabetic supplies and over-the-counter pharmacy items at prices up to 60 percent lower than retail



MARK FREERKS

prices. This includes blood glucose monitors, glucose test strips, lancets, and other supplies. It has found success via long-term

working relationships with physicians, certified diabetes educators, registered nurses and other providers. As such, the company

has become a resource for health care professionals to help their patients maintain healthy and active lifestyles.

The company also supports the Juvenile Diabetes Research Foundation, the American Diabetes Association, the American Association of Diabetes Educators and Eye

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Chris Maguire | VP/GM, American Diabetes Wholesale

Care for Kids, volunteering time and sponsoring health fairs, fundraisers and other community events. Even as the company faces fast growth, its focus has helped it manage the quick pace of change.

"It is important that you stay on track and not get distracted by every opportunity that comes your way," Maguire says. "Don't be afraid to get the best people on your team and invest in great partners. You can't get where you want to go alone."

Meridian Pain & Spinal Diagnostics Salutes South Florida's Health Care Leaders

Meridian Pain & Spinal Diagnostics congratulates Dr. Ronald F. DeMeo and the other professionals recognized as finalists for the South Florida Business Journal's Excellence in Health Care Awards. These distinguished professionals are leading pioneers in our community.

Dr. DeMeo, a renowned surgeon and pain management specialist, established Meridian Pain & Spinal Diagnostics to improve the quality of life for people with chronic pain and spinal disorders. The Coral Gables facility earned national recognition as a center of excellence.



Dr. DeMeo didn't stop there. Recognizing a need for better radiation protection in the health care industry, he developed and patented the Demron line of garments, blankets and shields. Later, he enhanced the fabric to meet the needs of the military and first responders for total protection from all radiation, nuclear, biological and chemical threats. Today, Demron is deployed worldwide and his company, Radiation Shield Technologies, has become a global leader in personal-protection systems.

It is our commitment to excellence and innovation that inspires us to acknowledge the accomplishments of Dr. DeMeo and all health care professionals in South Florida.



www.meridianspine.com
(305) 448-6166

HEALTH CARE COMPANY: FINALISTS

HOSPITALHOSTS.COM

President, ThreeInOne Inc.: Valerie Szymaniak
1200 N. Federal Highway, Suite 200,
Boca Raton 33432
(888) 680-9793
support@hospitalhosts.com



Valerie Szymaniak has a vision as president of ThreeInOne Inc., the Internet-based service provider that developed HospitalHosts.com. This vision focuses on the business about which she is passionate, which, in turn, has helped her keep her efforts defined to her target market with an understanding of its recipient and end-user. This helps her "understand their needs and challenges, and approach your business from their perspective ... to formulate the whys, hows and whens of the business."

Surrounded by a strong team, HospitalHosts.com helps people who must travel far from home to receive medical care. Almost always, these traveling patients are accompanied by a loved one traveling with them to offer support.

"Surrounding yourself with the best people - and letting them do what they do best - is the key to building a successful company," Szymaniak says. "Even the grandest of visions and the most detailed of plans can languish if you don't have the right people in place. Your people have to share your vision for the company ... or else it won't be achieved."

IOS HEALTH SYSTEMS

President/CEO: Andrew L. Carricarte
5500 S.W. 75th St., Suite 202, Miami 33155
(877) 467-1467
alc@ioshs.com



A health care company's core principles must be centered on enhancing the overall quality of the healthcare industry, while focusing on benefiting providers and patients alike, IOS Health Systems President/CEO Andrew L. Carricarte says. The company, which provides Web-based electronic health record systems, currently has the largest number of ambulatory EHR installations in South Florida, with a 99 percent customer retention rate.

IOS - which has grown 350 percent, year-to-date - provides a suite of easy-to-use and affordable solutions that allow physicians to better manage their practices by applying powerful technologies that result in a better quality of life, lower costs and improved patient care.

A successful company must be "relentless in the pursuit of providing a service or product better than it is currently being offered on the market," Carricarte says. "The success that we have experienced at IOS stems directly from the team that we have created and their ability to consistently pull together for our common mission. We've built an extremely open environment in which everyone is encouraged to challenge, question and hold each other accountable."