



INTER OFFICE MEMO

TO: All Employees

AT:

DATE 10/17/85

FROM: Charles R. Scott

AT: Health Industry Services

SUBJECT: ORGANIZATIONAL CHANGES -- HEALTH INDUSTRY SERVICES

Under our rapidly changing environment, it has become increasingly obvious that recognizing external trends and changes in the external environment is essential to our success. The Purchasing of Hospital Services program is one area where accurate information concerning the various publics is essential. Changes in professional's and provider's attitudes and their approaches to the marketplace must be carefully considered in our strategic and operational planning.

Because of the increasing need for complete and accurate data and an overall improvement in our programs relating to professionals and providers, Alton Fisher has been named Vice President of Professional and Provider Relations. While this will be Alton's primary responsibility, he will continue to actively participate in the Purchasing of Hospital Services program. Alton brings to the organization 11 years of experience as a hospital administrator and will now be able to focus his efforts on strengthening our relationships with our various professional/provider groups.

To assure continued progress in the Cost Containment area formerly under Alton, Tony Hubbard has been named Director of the Purchasing of Hospital Services program. This title emphasizes our determination to be successful in our Purchasing of Hospital Services endeavor; however, Tony will also be responsible for all cost containment activities and will report directly to me. Tony has been with the Corporation for 16 years in a number of capacities, most recently as Director of Corporate Planning. In that role, Tony has dealt with a number of complex issues and has developed a support network in the organization which will be necessary in his new job. Most recently, Tony has been instrumental in the planning of the Purchasing of Hospital Services project.

These changes are effective immediately and your cooperation with Alton and Tony in their new roles will be greatly appreciated.

A handwritten signature in black ink, appearing to read "Charles R. Scott".

CRS/kk1