

August 23, 2012

Dear Friends and Colleagues,

Here's how the Naples Daily News described our role while announcing the NCH affiliation with Mayo Clinic last week: *"Health care has been the mainstay of our community and its economy, through thick and thin."* I couldn't agree more.

Our clinically significant collaboration with Mayo Clinic is a great step forward for NCH and very important to our community's quality of life. Our announcement, not unexpectedly, has received positive support from community leaders locally and friends from around the country. And here are answers we've shared to the most frequently asked questions about our new relationship:

**Q: Why did NCH and Mayo Clinic choose to work together?**

Mayo Clinic, established more than 150 years ago, has long been known as the most trusted name in health care. Research shows that nearly all individuals needing more specialized care (tertiary or quaternary) than what is available in southwest Florida would choose Mayo Clinic for care. NCH's medical staff is outstanding and our quality has been recognized over the last decade with more than 100 awards. We are the only system in the region to be recognized—twice—as one of the top hospitals in the nation by *U. S. News and World Report*. We are considered among the top 10% in the nation for cardiac surgery by the Society of Thoracic Surgeons; one of 215 hospitals in the nation and one of only five in Florida as being "Most Wired" in information technology; and the recipient of many other awards recognizing quality and safety. Having Mayo Clinic knowledge and expertise available will only enhance our knowledge and service, and accelerate our journey to become even better.

As you might imagine, Mayo reviews potential network members carefully. A comprehensive and meticulous evaluation of NCH's clinical, financial and cultural dimensions was conducted, and our position in the region assessed, before receiving an invitation to join the Mayo Clinic Care Network. Having a patient-centered culture; compassionate, competent, and caring colleagues; and high ethical standards made this a natural fit for both institutions.

**Q: What will NCH gain in terms of service quality in the collaboration with Mayo Clinic?**

NCH physicians will have access to the clinical expertise of Mayo Clinic's physicians as well as Mayo Clinic disease management protocols. Further, there will be unique access to advice in a patient's care plan between our providers and those of Mayo Clinic. The relationship also presents opportunities with electronic connectivity and web-based expertise for expanded medical education and the sharing of best practices.

**Q: What does the future hold for our relationship?**

Mayo Clinic plans to elevate their medical discoveries to therapies over the next five years with three areas of focus: (1) growing or regenerating tissues and organs from patients' own cells; (2) tailoring treatments to fit specific genetic backgrounds; and (3) exploring health care redesign. It's a plan that will accelerate the transfer of knowledge to delivery, a plan that is centered on patients everywhere, and in southwest Florida through NCH.

*"The package is all about collaboration,"* summarized the Naples Daily News—a collaboration that will benefit us all and our community for many years to come.

Respectfully,



Allen S. Weiss, M.D., President and CEO

P.S. Feel free to share *Straight Talk* and ask anyone to email me at [allen.weiss@nchmd.org](mailto:allen.weiss@nchmd.org) to be added.