

Meyers, Robert (COE)

JNO 11-94

From: Meyers, Robert (COE)
Sent: Tuesday, June 14, 2011 12:55 PM
To: 'Guy Malone'
Cc: Knowles, Keith (COC)
Subject: RE: Important Revenue

Dear Mr. Malone:

Based on the facts that you have provided me, you would be required to register as a lobbyist before you meet with representatives from Jackson Health. A lobbyist is defined as a person who on behalf of a third party is attempting to influence a local public official or employee. In your particular case, you want to meet with Jackson personnel consider doing business with your company, as opposed to staying with the current vendor. The fact that Jackson Health would receive a higher rebate by switching to your company has nothing to do with whether or not you are a lobbyist. Therefore, you must pay the registration fee and complete the necessary paperwork before you meet with anyone at Jackson Health Systems.

Should you have any questions, please contact me at your convenience.

Sincerely,

Robert Meyers, Executive Director
Miami-Dade Commission on Ethics and Public Trust

From: Guy Malone [mailto:gmalone@shredquick.com]
Sent: Tuesday, June 14, 2011 9:00 AM
To: Meyers, Robert (COE)
Subject: Important Revenue

Hi Mr. Meyers,

Keith Knowles suggested I reach out to you. We have been in contact with JACKSON HEALTH since February, 2011. We have been urging them to meet so we can explain the reasons that they would receive a much higher rebate from us rather than their current vendor. Within the last month, someone mentioned that in order to proceed, ShredQuick would need to pay \$490 to become a "lobbyist". Keith's personal feeling was we would not since we are trying to give money rather than get money from Jackson Health. Keith directed me to correspond with you and he explained that your ruling would be binding. The following is what has been presented to Ms. Rosa Costanzo, Vice President of Strategic Sourcing and Supply Chain and Chief Procurement Officer and her team.

Please let us know what is right and necessary in dealing with them. Many thanks in advance for your time and consideration.

Guy Malone
866 934-3300

ShredQuick has 4 main "selling" points which you can weigh against your current vendor:

6/14/2011

1. ***We claim to pay the highest rebate in the State.***
2. ***We claim we are the ONLY company who takes the time and INSISTS all of your x-rays are weighed on-the-spot in front of your personnel-eliminates getting "short-changed".***
3. ***Since ShredQuick IS a shredding service, jackets and supporting paper documents associated with an x-ray file (PHI under HIPAA/HITECH) is shred right then and there for FREE. Ask the current vendor if this is something that they provide. This "added-value" can amount to thousands of dollars in addition to our generous rebate.***
4. ***We claim we are the only company who pays you the same day your film is picked up rather than 6 weeks, or more in the future.***

And that's it in nutshell. Please allow us the privilege of providing a competitive quote.

Please give us the privilege to offer a fair an honest quote and then choose the vendor who will provide the best service and the best rebate.

The price of silver has been at an all-time high lately. As of 4/5/11, it was \$42.46 per troy ounce. If you were to process 10,000 pounds of x-rays with us, using the price of \$42.46 per ounce as an example, your rebate check would be \$21,300. And since we weigh the material right in front of you so there is never any chance of making a mistake with your weight. Plus, unlike other vendors, ShredQuick will always issue your rebate the check instantly on the spot.

Our formula is no secret. We want our customers to **KNOW that they are getting the BEST deal.** Let's look at the following example:

To Determine The Amount Of Your ShredQuick Rebate

ShredQuick pays 6% of the market price of silver per troy ounce, per pound of x-rays. Other vendors pay only 5%, or less.

Example: Using 1,000 pounds and the value of silver is \$42.46 per ounce...

1. 6% of \$42.46 is \$2.13 per pound of x-rays.
2. Rebate for X-rays with jackets: 1,000 pounds of x-rays **with jackets** = 500 pounds of x-rays and 500 pounds of paper. 50% of \$2.13 is \$.1.06 per pound for 1,000 pounds or \$1,161 payment to you.
3. Rebate for X-rays **without jackets**: 1,000 pounds of x-rays x \$2.13 is \$2,130 payment to you.

We give you the choice of removing the x-ray jackets. If you were to have us do it, the big advantage to you is ***the jackets are shred for free.***

SHREDQUICK GIVES YOU AN INSTANT REBATE CHECK FOR YOUR OLD X-RAYS... WHILE YOU WAIT!

PLUS WE USE ON-SITE SCALES TO GIVE YOU A CERTIFIED WEIGHT OF THE OLD X-RAYS.

ShredQuick we has been awarded the highest security rating from the **National Association for Information Destruction (NAID)**. NAID acts as an independent auditor. It audits us and certifies our compliance in 22 critical areas including random drug screening of our employees as well as criminal background checks.

Here is a reference from Doug Fuller, Director of Radiology, at Mount Sinai Hospital in Miami Beach:

Yes Please have them contact me at 305-674-2980. Your staff is doing a great job & they're also great to work with !!

Also, Roger Valdes, the film librarian shared with me that both he and Doug claimed that our process, efficiency, and rebate was far beyond their expectations.

The attachment illustrates this unique and fair process

All we ask for now is a brief teleconference (15-20) with each of you and any others who may also participate in vendor selection. Please let me know a day and time within the next 2-3 weeks which would be convenient for most of you. Many thanks!

Call Guy Malone at 866 934-3300