



June 1, 2016

To: Whom It May Concern  
Fr: Joel Schurke  
Vice President Real Estate & Facility Operations

RE: Open Letter of Recommendation for Walsh Consulting Group, Inc.

It is with true enthusiasm that I write this letter of recommendation for the incredible work Walsh Consulting Group did to support the timely and on-budget opening of M Health Clinics and Surgery Center (CSC) in February 2016. The CSC is a 350,000 GSF multi-specialty outpatient clinic with nearly 2,000 medical equipment items planned and constructed on a fast-track basis.

Walsh stood out for many reasons including:

- Resilient approach to contract negotiations and adaptation to evolving project requirements – Walsh defined a detailed roles and responsibilities matrix that complemented UMP's existing staff capabilities and adjusted as project demands required;
- Collaborative team approach and positive 'can-do' attitude maintained throughout the project – Walsh consistently stepped-up-to-the-table when other consultants lagged or failed in delivering services;
- Deep clinical and surgical operations expertise and communications skills – the Walsh team is lean yet deep in knowledge and experience working with sub-specialists to ensure academic healthcare providers have the right tools to deliver top care; and
- Careful attention to complex detail – Walsh maintained a detailed inventory and budget from specification to acquisition to activation for all of the new and existing equipment for the CSC, keeping us on time and in budget.

I continue to engage Walsh for UMP's medical equipment planning needs. Walsh is a valued and trusted partner supporting UMP in delivering exceptional patient care experience.

I highly recommend Walsh.