

**Chicago Fire Department**  
**November 12 - 13, 2019**  
**Portage Campus**  
**3800 E Centre Ave. Portage, MI 49002**

November 12

|          |  |   |
|----------|--|---|
| 1:00pm   | Welcome and Agenda Review  | Matt VanDerWende  |
| 1:15pm   | Stryker Emergency Care Update  | Matt VanDerWende  |
| 1:45pm   | Customer Update to Leadership Team <ul style="list-style-type: none"> <li>• What is their vision for Chicago FD</li> <li>• What do they want from their partners</li> <li>• What are their areas of critical focus and change</li> </ul> | Customer Leader/ Round Robin Discussion<br>Led by Matt or Brian |
| 2:15pm   | Science and Technology <ul style="list-style-type: none"> <li>• Biphasic defibrillation update</li> <li>• 12-lead STEMI update</li> <li>• New CPR Technology</li> <li>• LIFEPAK 15 V4 technology</li> </ul>                              | Blaine Krusor   |
| 3:15pm   | Break  |   |
| 3:30 pm  | Stryker DATA Solutions <ul style="list-style-type: none"> <li>• LIFENET Update</li> <li>• HealthEMS</li> </ul>   | Kim Malone/Don Bertucci   |
| 4:15pm   | Treatment Innovation   | Meghan Seeger   |
| 5:15pm   | Wrap up and depart   | Matt VanDerWende  |
| 6:00PM   | Dinner   | Zazios  |
|          |  |   |
|          | <b>Wednesday, November 13th</b>  |   |
| 7:00 am  | Van *Steel Fabrication   | Steve Schmidt   |
| 7:30am   | Power Pro / Power Load Overview  | Zac Jordan *Start in room                                       |
| 8:30am   | Facility Tour  | Kevin Cody *Meet at steel fabrication                           |
| 9:45am   | ProCare  | Chris Borowski & Mark Paulus                                    |
| 10:30am  | Transport Innovation   | Lianne Stefurak   |
| 11:15am  | FlexFinancial – Memphis Model  | Matt VanDerWende / Brian Mendonca                               |
| 12:00 pm | Wrap up and depart   | Matt VanDerWende  |

### **Customer Attendees**

|                 |                     |
|-----------------|---------------------|
| Mark Kiely      | Ambulance Commander |
| Juan Hernandez  | District Chief      |
| Jonathan Zaentz | District Chief      |

### **Stryker Attendees**

|                  |                                    |
|------------------|------------------------------------|
| Matt VanDerWende | Senior Director, Sales             |
| Steve Schmidt    | Sales Account Manager              |
| Brian Aschoff    | Regional Sales Manager             |
| Don Bertucci     | Data Solutions Sales Manager       |
| Blaine Krusor    | Senior Manager, Clinical Marketing |
| Kim Malone       | National Sales Director            |
| Lianne Stefurak  | Director of Marketing              |
| Zac Jordan       | Marketing Manager                  |
| Brittany Pence   | Sr. Enterprise Accounts Specialist |
| Brian Mendonca   | Senior Director, Finance           |
| Mark Paulus      | Field Service Regional Manager     |
| Chris Borowski   | Area Director, Field Service       |
| Kevin Cody       | Production Team Leader             |

### **Dinner**

Brian Mendonca  
Brian Aschoff  
Steve Schmidt  
Blaine Krusor  
Don Bertucci  
Brittany Pence  
Matt Van Der Wende  
Natalie Ward  
Mark Paulus  
Chris Borowski  
Chicago FD  
Chicago FD  
Chicago FD

**From:** Juan Hernandez  
**Sent:** Thursday, November 21, 2019 8:57 AM  
**To:** Richard Superfine  
**Subject:** FW: Confidential - RE: Summary of Trip for Approval

Sir,

As requested, please let this serve as the email notification of completing our trip on November 12 through November 13<sup>th</sup> with Stryker Cooperation. The personnel involved were DC Juan C. Hernandez, DC Jonathan Zaentz, and AC Mark Kiely. As previously discussed, this trip was regarding an updating with Stryker/Physio control leadership and upcoming LifePack 15 cardiac monitors, in addition to other accessories. We did not receive honorarium or gifts, but did accept lodging and meals as outlined in the attached updated final agenda. Travel fuel was payed for by the City of Chicago.

Please let me know if you require additional information.

Juan C. Hernandez  
District Chief  
Chicago Fire Department