

HEAL Community Health Initiatives Planning and Implementation

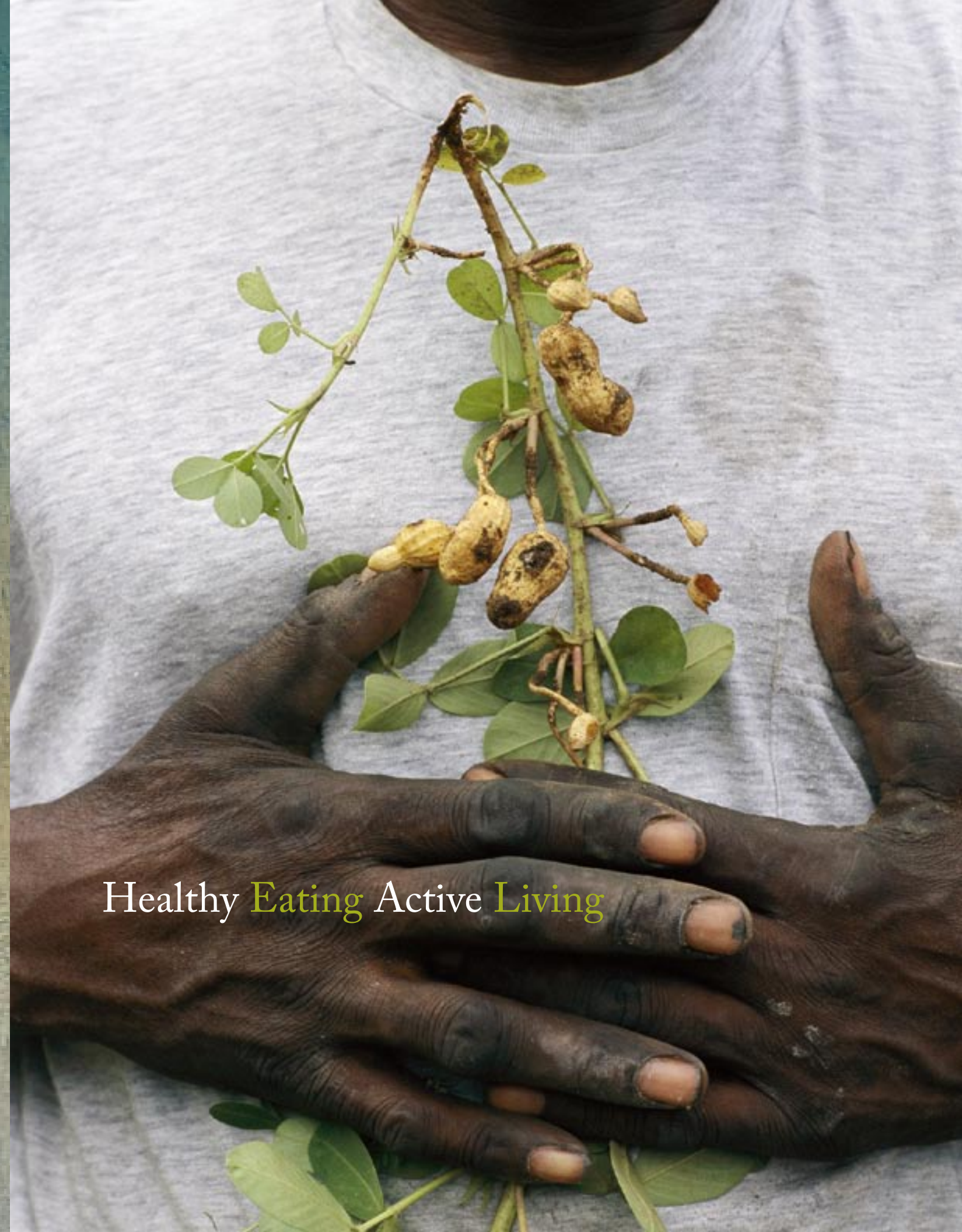
In Northern California, three multi-sectoral HEAL collaboratives – in Richmond, Santa Rosa, and West Modesto – completed comprehensive community action plans after an intensive nine-month planning phase. These initiatives, which will each be funded for \$1.5 million over the next four years, will transform the ability of residents to access healthier, more affordable food, and get physical activity as part of everyday life.

Examples of action-plan elements include:

- Adopting ordinances that require neighborhood markets and convenience stores to have at least 10% of their space designated for fruits and vegetables, including some fresh produce, as a business licensing requirement.
- Working with schools to institutionalize the physical activity component of school wellness policies and the state physical education standards, with 25% of schools offering additional opportunities for student physical activity before, during, and after school by December 2009.

- Implementing nutrition standards SB12 and SB965, California's landmark cafeteria reforms, which set high nutritional standards for foods and beverages sold on school campuses.
- Working with local code enforcement to decrease the number of liquor stores and increase the number of produce vendors.
- Assisting in the formation of a new walking trail.
- Facilitating and promoting farmers' markets where community members can obtain fresh fruits and vegetables.
- Working with local restaurants to increase healthy food choices by 10% by December 2008.

2006 also saw intensive community engagement in Georgia, the Mid-Atlantic States, and Ohio, which began to develop comprehensive action plans informed by the emerging evidence base and reflective of each community's vision, priorities, and expertise. Kaiser Permanente was also actively involved in supporting intensive Community Health Initiatives in collaboration with other funders, including the federal Steps initiative, the Northwest Health Foundation, and The California Endowment.



Healthy Eating Active Living

Working for a healthy environment

Recognizing that people can't live in unhealthy communities and be healthy, Kaiser Permanente has worked toward environmental stewardship for many years, both as an element of good corporate citizenship and as an element of preventive medicine on a truly grand scale. Kaiser Permanente's work toward environmental stewardship includes environmentally responsible purchasing, building "green" facilities, conserving energy, and working to eliminate the use of mercury and other toxic chemicals. Our energy conservation measures prevent more than 70 million pounds of air pollutants annually, and our pollution prevention activities have eliminated the purchase and disposal of 40 tons of hazardous chemicals and diverted more than 1.1 billion pounds of waste from landfills.

In 2006, Kaiser Permanente also provided testimony to the California Air Resources Board in support of regulating formaldehyde in wood products; pilot-tested green design and construction innovations in the building of the Modesto Medical Center, and built the West Cobb Medical Office Building in Georgia following the Green Guide for Health Care.

community health initiatives

Kaiser Permanente's Community Health Initiatives seek to measurably improve the health of the communities that we serve, using an approach that emphasizes public health interventions and changes in policy, organizational practices, and the community conditions that influence health. The thematic focus for Community Health Initiatives is "Healthy Eating/Active Living" (HEAL), Kaiser Permanente's multifaceted strategy to address the obesity epidemic and the myriad health issues that can be a byproduct of poor nutrition and inactivity.

Kaiser Permanente's Community Health Initiatives incorporate both the emerging evidence-base on community-level obesity interventions, as well as the art of community engagement and community mobilization, to bring about significant and sustainable changes.

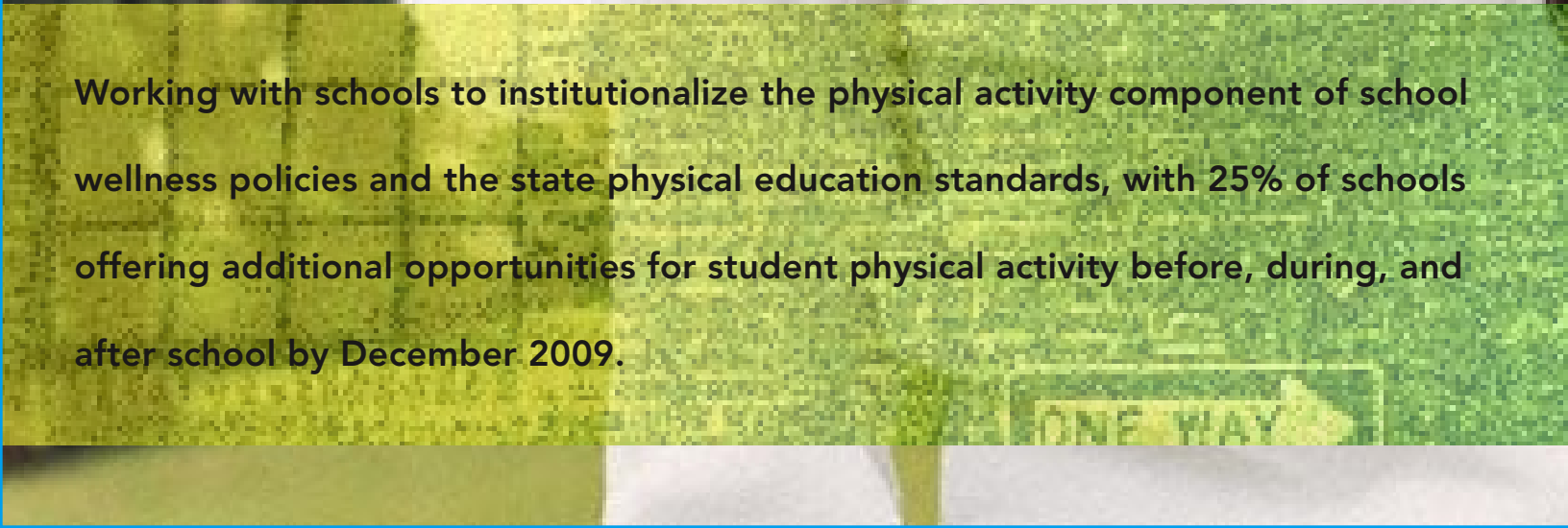
Our role in the sponsorship and support of these initiatives is wide-ranging. The initial five-year, program-wide grants investment exceeds \$20 million, and regions support Community Health Initiatives with extensive evaluation and technical assistance. Kaiser Permanente physicians and staff are involved as coaches or members of community collaboratives, sharing clinical obesity-prevention expertise and our experience with organizational practice changes, such as implementation of our Healthy Picks initiative, aimed at offering healthier vending machine options in our facilities, as well as farmers' market initiatives.

2006 saw the full-scale implementation of this initiative across the program. There are now 27 intensive, place-based initiatives in Kaiser Permanente communities, including 9 in which we are the principal sponsors, and 18 in which we are a co-funder in partnership with other foundations or government agencies.





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Working with schools to institutionalize the physical activity component of school wellness policies and the state physical education standards, with 25% of schools offering additional opportunities for student physical activity before, during, and after school by December 2009.

We focus **our Community Benefit services, partnerships and funding on four core areas.**



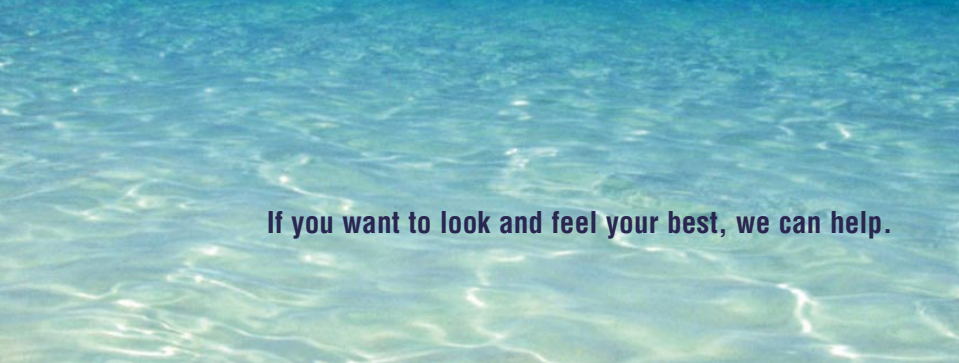
1 **Care and Coverage** for Low-Income People

Kaiser Permanente believes everyone has the right to quality care and coverage. We create and support programs that lower financial barriers so that the uninsured and underinsured can gain access to the care we provide. We accomplish this through the provision of charity care, free or subsidized coverage, and enrollment in Medicaid, S-CHIP and other public programs related (e.g., Medicare Limited-Income Subsidy).

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2 **Safety Net** Partnerships

Kaiser Permanente is committed to building partnerships with community clinics, local health departments, and public hospitals. Through funding, technical assistance, influencing public policy, training and dissemination of care-management and quality-improvement technologies, we help these vital health care providers improve care and expand treatment capacity for the communities and vulnerable people they serve.



If you want to look and feel your best, we can help.

Revitalize your skin. Your life.

Visit Bellflower Plastic Surgery today and find the skin care products you're looking for. And soon you'll be on your way to better skin.

And a better you.

YOUR BEST IS YET TO COME.

SKIN CARE SOLUTIONS BY
BELLFLOWER'S DEPARTMENT OF PLASTIC SURGERY

If you want to look and feel your best, we can help. We offer high-quality products that provide skin care solutions to meet your specific needs.

And they're all right here, ready to purchase—so if you're visiting us for a treatment or consultation, you won't have to make an extra trip. Boost your confidence by enhancing your appearance. Because your best is yet to come.

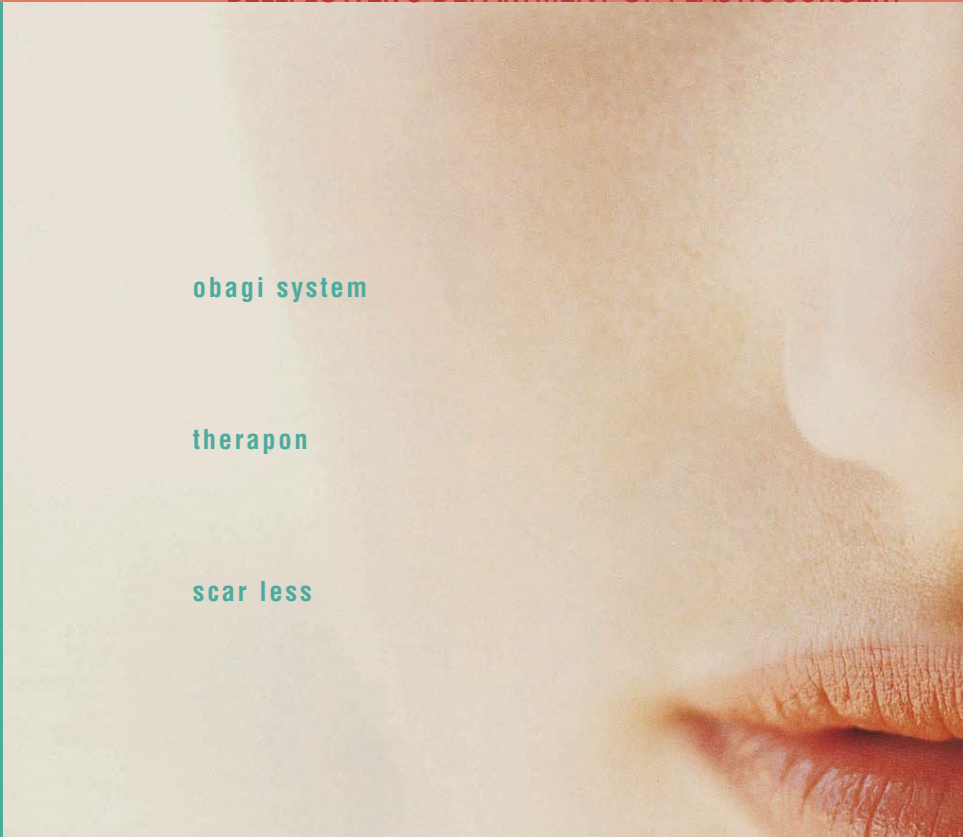
Services described here are provided on a fee-for-service basis. These services are not provided or covered by Kaiser Foundation Health Plan, Inc., and you are financially responsible to pay for them. Clinical services are provided by providers or contractors of the Southern California Permanente Medical Group. Results of services vary among patients and cannot be guaranteed. Kaiser Foundation Health Plan, Inc., and Kaiser Foundation Hospitals may receive compensation for providing facilities and/or other support in connection with these services. For specific information about your health plan benefits, please see your *Evidence of Coverage*.

Photo(s) of model(s) shown, not actual patient(s).

obagi system

therapon

scar less



Interior spreads

Subheads

The easiest-to-read brochures tend to be those with subheads breaking up the copy at least every three or four paragraphs. Like headlines, subheads should be as short as possible and used to entice readers to read the rest of the copy. Subheads should also be smaller than headlines but appear different from body copy.

Line length

Line length should be wide enough to accommodate approximately 20–60 characters in the typeface and type size you are using. Narrower columns create word spacing problems and excessive hyphenation, while wider columns slow down the reader.

Paragraphs

You can separate blocks of text by either indenting the first line or adding space between paragraphs. First-line indents work best with justified text while paragraph spacing works best with flush-left/ragged-right text. Choose one option or the other, but don't use both.

Tints

Tints can be used to call out sections of text. Use colors from the main feel color palette and screen them 20–30%, depending on which color you use.

White space

White space is not wasted space. White space creates contrast that attracts the reader's eyes. Use white space as an organizational tool to communicate relationships and separate elements.

Los Angeles Medical Center Cancer Services
3

You're experiencing a flood of emotions. You have questions. A diagnosis of cancer can make anyone feel overwhelmed, and you're certainly not the first person to feel this way. But first things first. Take a deep breath. And take heart, because you're not alone.

While every person deals with a cancer diagnosis differently, it's easier to face when you have a treatment team you can trust. We're here to get you through this challenge. Our staff is ready to help you with quality medical care, personal service, and emotional support.

A treatment team is on your side.
Your treatment begins with your primary care physician and a team of behind-the-scenes doctors and technicians. They'll perform tests for an accurate diagnosis of your condition and help you and your family understand the facts about your condition. You'll have them to guide you through all important medical decisions, including your treatment plan. Your own treatment plan will determine which types of cancer specialists you may see and which specialist may take the lead in your care. Your treatment team may include surgeons, medical oncologists, radiation oncologists, as well as others.

For certain types of cancer, a nurse care coordinator will help manage your care experience, answer your questions, and work closely with the doctors who are treating you. And because treatment is

not only about healing the body, you'll have clinical social workers to help you and your family ease the stress of this life-changing experience.

You may want to learn as much as you can about cancer, your treatment options, and what you'll be going through. The LAMC has a Cancer Resource Center and easy-to-use computer stations in the cancer service areas so you and your family will have access to many sources of helpful and important information.

When you meet with your doctor to discuss your treatment, he or she will explain the opportunities you have to participate in this important work. So stay positive. Some days are going to be better than others, but over the upcoming weeks and months, we'll be doing as much as we can to beat this. **Together.**

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Exercise your freedom of choice

Take your pick. Then take action.
CCM services are available to Kaiser Permanente members and nonmembers.

For more information or to schedule an appointment, please call our Boulder Medical Offices at 303-440-2272, Lakewood Medical Offices at 303-239-7224, or Smoky Hill Medical Offices at 303-699-3670, or for the hearing/speech impaired, 1-800-659-3656 (TTY).

For a list of participating acupuncturists and massage therapists, call Landmark Healthcare at 1-800-638-4557, press 1, then dial extension 3001. Or visit their Web site, landmarkhealthcare.com.

Centers for Complementary Medicine—Live well. Naturally.
Our Centers for Complementary Medicine (CCM) provide nontraditional treatments, including acupuncture, chiropractic care, massage, and mind-body medicine.

You don't need a referral because our CCM practitioners work within the same Kaiser Permanente health program as your personal doctor. They will be familiar with your individual needs.

Landmark Healthcare—for acupuncture and massage
Get a range of acupuncture and massage therapy services at a discounted rate through our relationship with Landmark Healthcare. Just show your Kaiser Permanente member ID card to receive a 25 percent discount off regular rates for examinations, tests, acupuncture treatments, and massage services.

Your path to good health may have many side trails—the doctor's office, a health food store, or the yoga studio near your home. That's why we offer you options to get complementary and alternative treatments. And it's about exercising your freedom of choice.

Click on kaiserpermanente.org/healthyroads to search for health information, locate a complementary or alternative medicine provider, and shop for discounted health products at the online store.

You may also call 1-877-335-2746 toll free to request a list of contracted providers, a member brochure, or a product list.

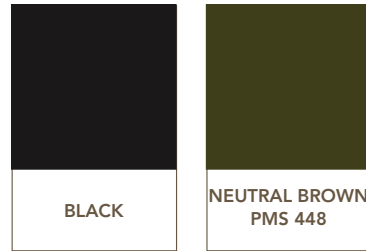
Healthyroads—for chiropractic care, fitness, and online resources

Enjoy savings on services and products through Healthyroads:

- Chiropractic care—25 percent off regular rates
- Preferred membership rates at select fitness clubs
- **Healthyroads for Living**, an online, integrated health program, and Healthyroads, an online store

You can use any of the selected providers, and you don't need a referral from your doctor. And as a Kaiser Permanente member, you can take advantage of free shipping on products ordered through our Web site at kaiserpermanente.org/healthyroads.

2-color examples



When working with two-color collateral, the dominant color must be either black or PMS 448. Also, all images and body copy must be in the dominant color. Do not create duotone images because they do not support the contemporary feel of this system.

INSPIRATION IS WHERE YOU FIND IT.

HEALTHY LIVING FROM KAISER PERMANENTE.
As a Kaiser Permanente member, you've got a wide variety of resources to help you live a healthy life. Let's do it together. To learn more, visit kp.org/healthyliving.

- Healthy lifestyle programs**
Reshape your way of life with personalized online health improvement plans.
- Health Education classes**
Get the support you need to quit smoking, manage your weight, and reduce stress. Or practice yoga, tai chi, and more. Some classes may require a fee.
- Online health and drug encyclopedias**
Knowledge is power. Find more than 40,000 pages of helpful information 24 hours a day.
- Weight Watchers®**
Try exciting new weight management options at discounts ranging from 12 to 23 percent off regular rates.*
- 10,000 Steps® program!**
Get in better shape, one step at a time. You can even track your progress online.
- Healthy discounts**
Get access to complementary medicine,* plus educational books, CDs, and DVDs.

We have the tools. All you need is the desire. Let's get started, and make tomorrow better than today.

kaiserpermanente.org

KAISER PERMANENTE. thrive

Feel the power of knowledge.
The power of a healthy you.
Take charge of your health with our classes, programs, information, online tools, and so much more. Look inside and get started today.

Healthy Living from Kaiser Permanente

LEARN AND LIVE.

KAISER PERMANENTE. thrive

New lifestyle programs for you

Fit Mind. Fit Body.

KAISER PERMANENTE. thrive

IT STARTS WITH **choices**

With Kaiser Permanente, you get what you need to stay healthy, all at your fingertips. So you can connect with what's important in life—your family and friends, your job, the world around you, yourself.

The choice is yours
We offer two great plans to help you lead a healthy life—our traditional plan and our deductible plan. Both plans provide you with Kaiser Permanente's high-quality care for the whole you. For your mind, body, and spirit.

Traditional plan: simple copayments for an array of services
This is the plan you're probably already familiar with. You pay a monthly premium and then a fixed fee (your copayment) for office visits and services. It keeps your costs predictable, which can be a big help when you're on a budget. (To choose this plan, check the HMO option when enrolling.)

Deductible plan: lower monthly premiums
With our deductible plan, you pay a lower monthly premium. That means less money up front from your paycheck. And you pay for most health care services only when you use them. Once you reach your deductible amount for the calendar year, you'll pay only copayments or coinsurance for covered services. (To choose this plan, check the deductible option when enrolling.)

Inside this packet, you'll find more information to help you understand your choices. Review your benefit options and take a look at A Smarter Approach to Health: Introducing your Kaiser Permanente Deductible Plan. Then choose the plan that's right for you and your family.

kaiserpermanente.org

KAISER PERMANENTE.

The best medicine for your child's cold
MAY BE A BOWL OF SOUP.

ANTIBIOTICS AND YOUR CHILD

- Most sniffles, coughs, and sore throats are caused by viruses.
- Most sniffles and coughs last 1 to 2 weeks with or without antibiotics.
- Antibiotics only help sore throats caused by group A strep.
- A throat culture or other strep test is needed to diagnose strep throat.
- Using antibiotics too often can make real bacterial infections harder to treat.
- Taking antibiotics makes it more likely you will catch hard-to-treat bacteria.

It's natural to want to help your child feel better when he or she has a cold. But antibiotics are not the answer. The common cold is caused by a virus and can't be treated with antibiotics. But drinking lots of fluids, like warm chicken soup, can help ease your child's coughing and congestion.

What you should know about the common cold and antibiotics:

- Colds are caused by viruses, not bacteria.
- Antibiotics cannot cure viruses.
- Antibiotics do not help colds.
- Antibiotics can cause side effects.
- Giving antibiotics to your child unnecessarily can make them less effective when they are needed.
- Antibiotics only help sore throats caused by the streptococcal bacteria. Talk to your child's physician to see if your child needs a throat culture to test for strep throat.
- Plenty of rest and lots of liquids can help your child feel more comfortable as he or she gets better from a cold. For more tips, check out your Kaiser Permanente Healthwise® Handbook.

kp.org

KAISER PERMANENTE.

BELIEVE IN THE POWER OF A HEALTHY YOU.
OF A HEALTHY YOU.
an introduction to KAISER PERMANENTE services

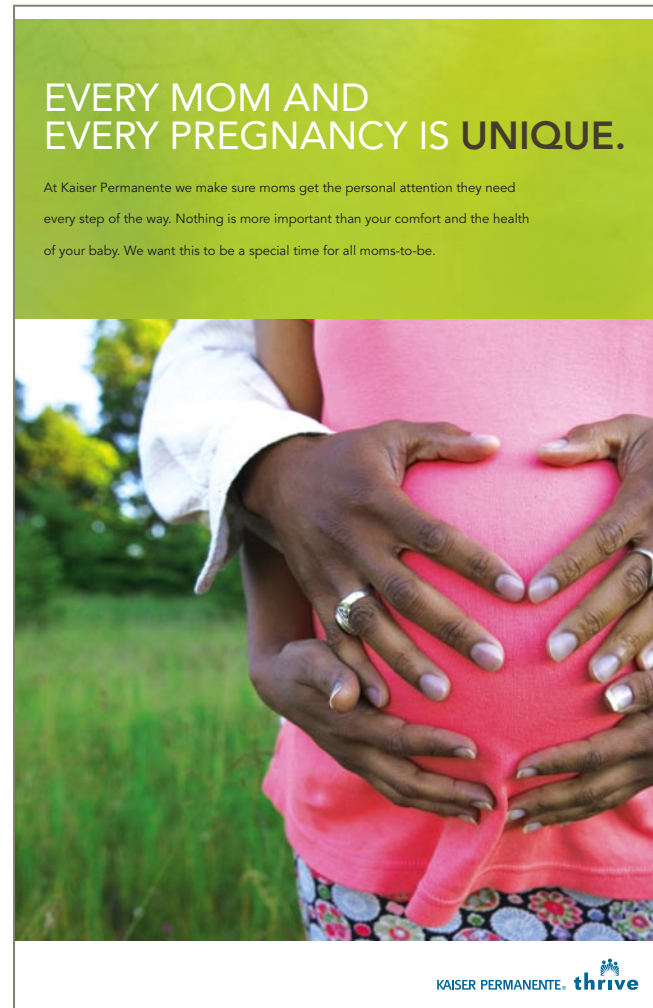
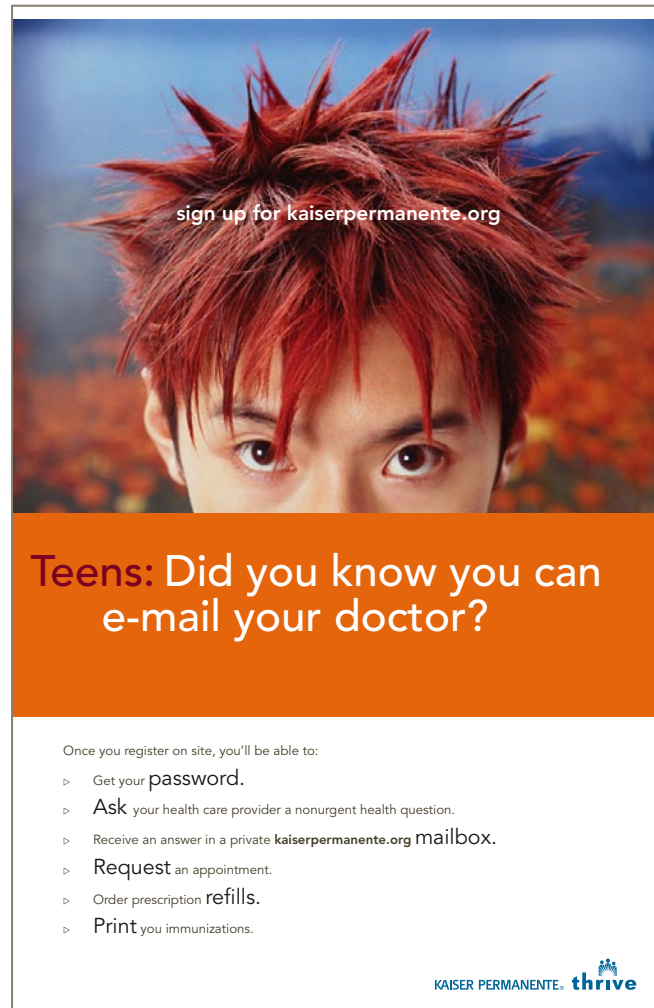
KAISER PERMANENTE. thrive

BELIEVE IN THE POWER OF A HEALTHY YOU.

KAISER PERMANENTE. thrive

Posters

Small amounts of copy can be placed in the color bar to simplify the layout. Posters containing greater amounts of copy need to be formatted differently, with the body copy placed against a white background to aid with legibility.



Banners and signage

When designing banners and signage, there are a few additional things to keep in mind. Headlines should be no more than ten words total. Make sure to increase line thickness because thin lines optically disappear at a distance. Lastly, simplify everything by focusing on one key idea or message.





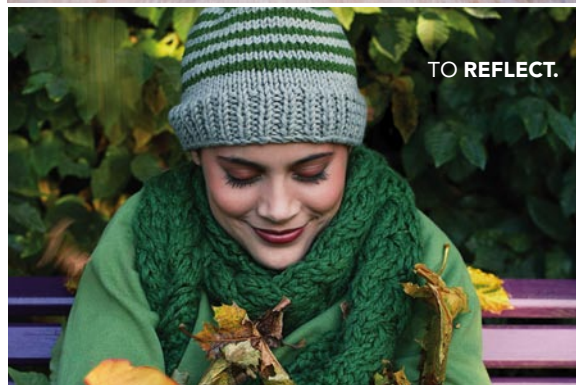
IT'S THAT **TIME OF YEAR.**



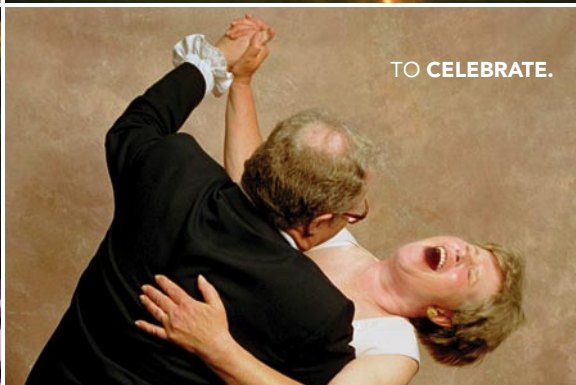
TO BOND.



TO SHINE.



TO REFLECT.



TO CELEBRATE.

TO JUMP FOR JOY.

Our pediatric night clinic is relocating from its current location at 770 E. Calaveras Blvd.

After-hours pediatric care is scheduled to begin April 2 at our medical office across the street on 589 Los Coches St.

Our new location:

589 Los Coches St., Milpitas, CA 95035

- New office hours: Monday through Friday, 5 to 6 p.m.
- Phone hours: Monday through Friday, 8:30 a.m. to 5 p.m.
- Advice (24 hours)/appointments: **(408) 945-2933**
- Cancellations (24 hours): **(408) 945-6180**
- Weekends and holidays: care available at 710 Lawrence Expressway, Santa Clara, CA 95051



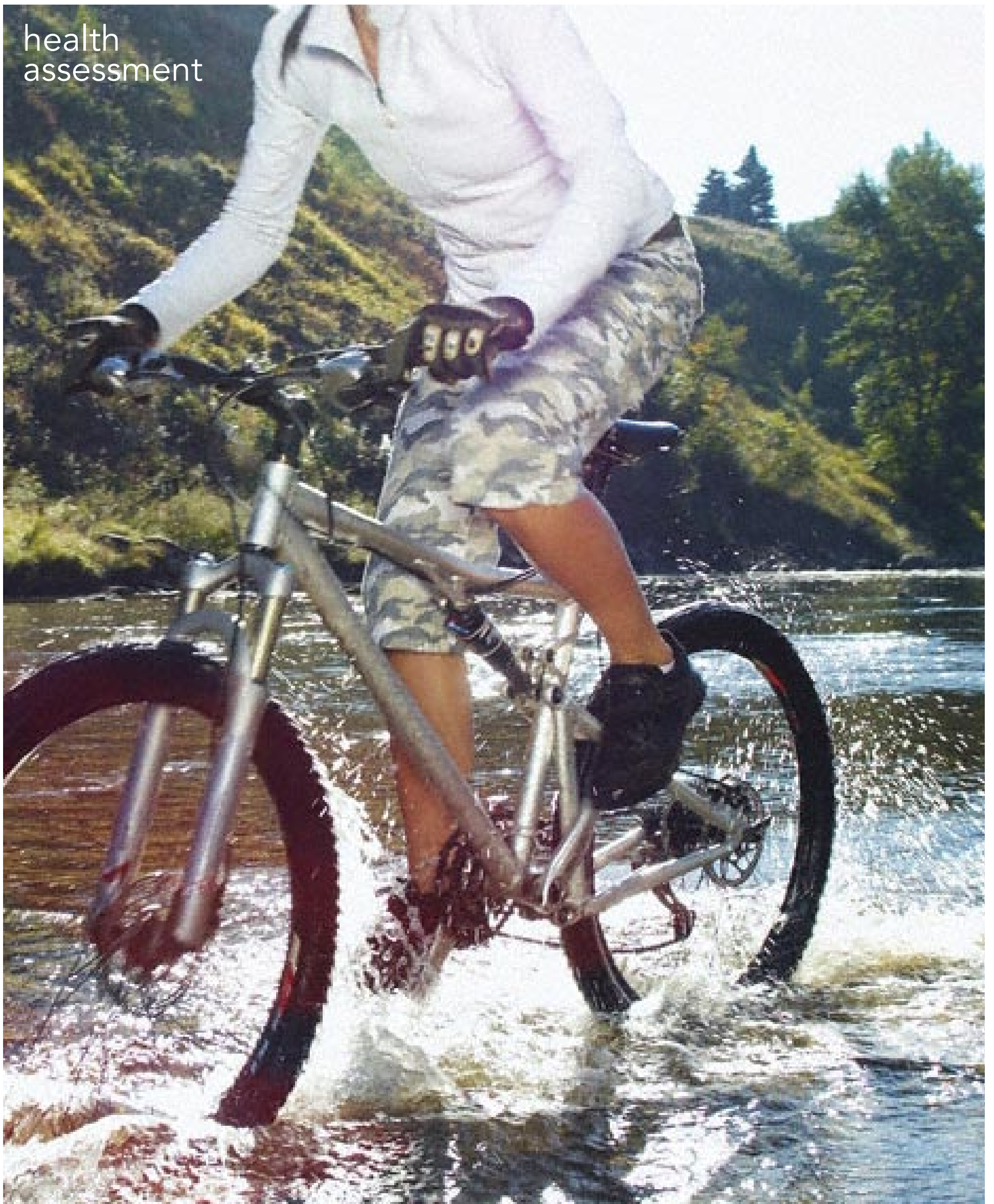
Map not to scale

kp.org



OUR PEDIATRIC NIGHT CLINIC IS MOVING

health
assessment



Steer your health in the right direction.

Behind the wheel you're always in control. Are you the same when it comes to your health? Take an in-depth look at the health choices you make each day and get a personalized plan to improve your well-being. And for completing this online total health assessment, you'll earn a \$25 reward card. Visit kp.org today to get started.

healthworks
by KAISER PERMANENTE®

kp.org

our enhanced web site is making
a big splash.



While you've been playing in the water this summer, we've been doing some playing of our own. The result is our retooled **kp.org** home page, where improved site navigation makes it simpler and more direct for you to get what you need to manage your health online.

Visit **kp.org today** to watch a preview of our refreshed site.

kp.org

A Billion Callers by 2003

BY PETE PETERSON

Global wireless telephony is growing at 25-30% annually while total minutes of mobile usage are climbing even faster — at 45%. Previously, it was widely held that the number of wireless subscribers worldwide would not reach one billion until 2005. We forecast that total subscribers will reach one billion by 2003.

With this new projection, the compound annual growth rate for subscribers over the next five years increases dramatically to 29%, from 20%. Obviously, as wireless networks proliferate and airtime costs decline, worldwide penetration rates of wireless service are increasing.

Revised projections also imply that along with strong subscriber growth handset sales will grow at 37% annually. Over the course of 1999 to 2003, we project that more than 2.4 billion handsets will have been sold. This figure indicates that about 700 million more units will be sold, based on the new one billion by 2003 scenario. With this anticipated increase in demand for wireless telephony, significant additional wireless networks and equipment will be required.

According to the Yankee Group, consumers, rather than businesses, will make the majority of buying decisions and will choose providers based primarily on cost.

The Yankee Group Mobile User Survey also revealed the following:

- 30% of cell phone buyers purchased for security and safety, while 15% cited both business and personal reasons, and only 13% bought for mainly business reasons.

- The number of households with multiple phones is increasing. In 1998, only 28% of households had two or more phones. Already in 1999, that percentage has risen to 32%.
- Cost and special promotions are the main determinants in choosing a wireless service.
- Wireless service is perceived as good and improving — a condition that the Yankee Group believes predicated wireline substitution.
- Purchase decisions based on personal needs rather than business ones favor handset manufacturers that cater to customer preferences.

We believe that existing second-generation technology will be used to accommodate the growth in subscribers. The acceleration in subscriber counts implies that the market will be expanding significantly ahead of the widespread availability of third-generation (3G) technology. (We do not anticipate widespread global deployments of 3G technologies until the end of 2003. The first commercial deployment of 3G is expected in Tokyo, Japan, by the second quarter of 2001.) To accommodate the growing number of subscribers, we expect wireless service providers to accelerate the expansion of existing networks. Service providers are now on the threshold of a significant expansion of network capacity — using existing

technologies such as Global System for Mobile Communications (GSM), IS36, and cdmaOne.

Of the second-generation technology currently available, Code Division Multiple Access (CDMA) is the most cost and capacity efficient, in our opinion. As both capacity efficiency and cost of service are significant to service providers, we expect an increase in the demand for CDMA technology. Companies with technological advantages such as QUALCOMM, the developer and owner of CDMA technology, should benefit from the strong growth in the wireless market. Increasing subscriber counts are expected to encourage service providers to deploy CDMA at a faster rate than other technologies.

In short, accelerated subscriber growth and evolving purchasing decisions are key developments for the wireless communications market. Also, according to the Yankee Group, mobile users believe that reducing service price, providing phone upgrades and improving coverage would be the main routes to improving customer loyalty. Given this environment, not only do companies need to have the additional network equipment to support new technologies but they also need to design products that are available on various technology standards and that reflect customer needs.

For further information, contact Pete Peterson at 415.274.7983 or pete.peterson@vbwco.com.



VOLPE BROWN WHELAN & COMPANY
and The Yankee Group thank
the companies who attended
Converging on Atlanta

at Supercomm '99.
Dinner and presentations from:

Hampton Adams • Senior Analyst • Telecom Software • Volpe Brown Whelan & Company
Pete Peterson • Senior Analyst • Wireless Infrastructure • Volpe Brown Whelan & Company
Tim Savageaux • Senior Analyst • Wireline Infrastructure • Volpe Brown Whelan & Company
Rob Rich • Director • Telecom Group • The Yankee Group

We look forward to seeing you at
Communications Mojo
at PCS '99.

Please join us for dinner
and presentations from:

Hampton Adams • Senior Analyst • Telecom Software • Volpe Brown Whelan & Company
Jim Friedland • Senior Analyst • Telecom Services • Volpe Brown Whelan & Company
Pete Peterson • Senior Analyst • Wireless Infrastructure • Volpe Brown Whelan & Company
Mark Lowenstein • Senior Vice President • Wireless/Mobile Communications • The Yankee Group

House of Blues • 225 Decatur Street • New Orleans, LA 70130 • 504.529.2624

Tuesday, September 21, 1999 • Cocktails 6:00 PM • Dinner 7:00 PM

RSVP to Max Straube at 415.274.4488 or e-mail at max.straube@vbwco.com by Friday, September 10, 1999

JULY 1, 1999

CNET, Inc.

(CNET)

Derek L. Brown 415.274.4494
derek.brown@vbwco.com

Price:	\$57 5/8
Rating:	STRONG BUY
EPS: 1998A	(\$0.12)
1999E	\$0.20
2000E	\$0.32

Upbeat Analyst Day; Reiterate STRONG BUY Rating

The tone of the meeting, which was attended by approximately 75-100 analysts and institutional investors, was extremely upbeat. Based on what we saw and heard, we believe that CNET is well on its way to establishing a dominant Internet franchise as *the* online destination for technology products, services, information, and news. Moreover, presentations by several senior executives reconfirmed our belief that CNET's management is among the best in the industry. ... While the Street may react negatively to this news, we believe quite strongly that this strategy is the correct one for maximizing the Company's long-term potential. (Notes: 1)

JUNE 30, 1999

Anadigics, Inc.

(ANAD)

Pete Peterson 415.274.7983
pete.peterson@vbwco.com

Price:	\$32 3/4
Rating:	BUY
EPS: 1998A	(\$0.01)
1999E	\$0.39
2000E	\$0.66

Upgrading to BUY

The Company manufactures low-cost, high-volume GaAs ICs, which offer inherent advantages over silicon-based ICs, such as higher-frequency operation,

improved noise performance, better linearity, and higher performance versus cost. With a blue-chip customer base in the fast-growing cellular and cable segment, we are optimistic for Anadigics' ability to exploit its high-performance RF IC capabilities. ... Accordingly, we are upgrading ANAD to a BUY rating with a 12-month price target of \$41. (Notes: 1)

JUNE 30, 1999

Motorola, Inc.

(MOT)

Pete Peterson 415.274.7983
pete.peterson@vbwco.com

Price:	\$94 3/8
Rating:	BUY
EPS: 1998A	\$1.69
1999E	\$1.99
2000E	\$2.92

Initiating Coverage with a BUY Rating

The Company has taken several restructuring initiatives, which have led to increased efficiencies and the positioning of Motorola to capture market share. The Company also offers a broad range of product line in handsets and systems. It is because of these and other strategic initiatives in addition to its number-two position in the handset market that we rate MOT a BUY. MOT is currently trading at 37 times our current forward 12-month estimate of \$2.51. Based on an industry average multiple of 34, we are initiating coverage of MOT with a 12-month price target of \$118. (Notes: None)

JUNE 30, 1999

Powerwave Technologies, Inc.

(PWAV)

Pete Peterson 415.274.7983
pete.peterson@vbwco.com

Price:	\$30 13/16
Rating:	BUY
EPS: 1998A	\$0.28
1999E	\$0.63
2000E	\$1.03

Initiating Coverage with a BUY Rating

We believe the Company is the leading RF power amplifier supplier with the broadest product portfolio and strongest original equipment manufacturer (OEM) distribution relationships. It is because of these and other strategic initiatives, in addition to its leading position in the \$1 billion and growing power amplifier market, that we rate PWAV a BUY with a 12-month target price of \$40. (Notes: 1)

JUNE 30, 1999

RF Micro Devices, Inc.

(RFMD)

Pete Peterson 415.274.7983
pete.peterson@vbwco.com

Price:	\$67 7/8
Rating:	BUY
EPS: F1999A	\$0.52
F2000E	\$0.96
F2001E	\$1.36

Subscribers Projected to Reach 1 Billion by 2003

We project that wireless subscribers will reach 1 billion by 2003. Focusing on a large wireless market, RF Micro Devices is a pure-play radio frequency (RF) component supplier for wireless applications. We believe the Company offers a compelling opportunity for investors given that (i) the cellular market is

Health Care Services (continued)

COMPANY	TICKER SYMBOL	RATING	PRICE 7/14/99	MARKET CAP (M)	FYE	F1999 EPS ESTIMATE	F2000 EPS ESTIMATE	NOTES
IDX Systems Corporation	IDXC	Neutral	\$ 19.25	\$ 513.1	Dec	(\$0.26)	NA	1,2
IMPATH Inc.	IMPH	Neutral	\$ 26.00	\$ 215.2	Dec	\$1.14	NA	1,2
Lumisys Incorporated	LUMI	Neutral	\$ 3.50	\$ 34.4	Dec	\$0.08	\$0.24	1,2
Mediconsult.com	MCNS	Buy	\$ 13.00	\$ 240.9	Dec	(\$0.17)	(\$0.08)	1,2
MedQuist Inc.	MEDQ	Strong Buy	\$ 45.06	\$ 1,593.4	Dec	\$0.86	\$1.10	1,2
Pediatrix Medical Group, Inc.	PDX	Buy	\$ 18.69	\$ 301.0	Dec	\$2.03	\$2.55	None
Pharmaceutical Product Development, Inc	PPDI	Strong Buy	\$ 26.25	\$ 654.0	Dec	\$1.14	\$1.55	1
Physicians' Specialty Corp.	ENTS	Buy	\$ 9.50	\$ 89.4	Dec	\$0.83	\$1.08	1
Professional Detailing, Inc.	PDII	Buy	\$ 30.50	\$ 371.5	Dec	\$0.86	\$1.05	1
QuadraMed Corp.	QMDC	Buy	\$ 9.38	\$ 232.3	Dec	\$0.82	NA	1
Quintiles Transnational Corp.	QTRN	Buy	\$ 39.94	\$ 4,382.3	Dec	\$1.39	\$1.85	1
Shared Medical Systems Corporation	SMS	Neutral	\$ 57.38	\$ 1,551.1	Dec	\$3.14	NA	None
Sunquest Information Systems, Inc.	SUNQ	Buy	\$ 16.75	\$ 259.8	Dec	\$0.83	NA	1,2
UroCor, Inc.	UCOR	Buy	\$ 4.94	\$ 54.7	Dec	\$0.30	\$0.60	1,2
VitalCom Inc.	VCOM	Neutral	\$ 2.00	\$ 16.4	Dec	(\$0.13)	(\$0.04)	1,2

Medical Technology & Devices

Phillip E. Nalbone 415.274.4431
phil.nalbone@vbwco.com

COMPANY	TICKER SYMBOL	RATING	PRICE 7/14/99	MARKET CAP (M)	FYE	F1999 EPS ESTIMATE	F2000 EPS ESTIMATE	NOTES
ArthroCare Corporation	ARTC	Buy	\$ 26.94	\$ 256.0	Dec	\$0.51	\$1.21	1,2
Bionx Implants, Inc.	BINX	Neutral	\$ 4.31	\$ 39.4	Dec	(\$0.27)	(\$0.14)	1,2
Boston Scientific Corporation	BSX	Buy	\$ 45.31	\$ 18,206.7	Dec	\$1.12	\$1.36	None
CONMED Corporation	CNMD	Buy	\$ 31.06	\$ 483.6	Dec	\$1.76	\$2.08	1
Endocardial Solutions, Inc.	ECSI	Buy	\$ 9.75	\$ 88.0	Dec	(\$1.30)	(\$0.21)	1,2
EndoSonics Corporation	ESON	Neutral	\$ 8.00	\$ 146.3	Dec	\$0.27	\$0.41	1,2
Guidant Corporation	GDT	Buy	\$ 55.31	\$ 16,936.7	Dec	\$1.34	\$1.60	None
Medtronic, Inc.	MDT	Buy	\$ 74.87	\$ 45,030.0	Apr	\$1.53A	\$1.85	None
Micro Therapeutics, Inc.	MTIX	Buy	\$ 11.00	\$ 74.2	Dec	(\$1.93)	(\$1.16)	1,2
MiniMed Inc.	MNMD	Buy	\$ 81.37	\$ 2,443.2	Dec	\$0.70	\$1.18	1
Novoste Corporation	NOVT	Buy	\$ 21.06	\$ 237.0	Dec	(\$2.40)	(\$2.04)	1
Optical Sensors, Inc.	OPSI	Neutral	\$ 1.00	\$ 8.8	Dec	(\$1.22)	(\$0.45)	2
OrthoLogic Corp.	OLGC	Neutral	\$ 2.47	\$ 62.7	Dec	\$0.02	\$0.24	1,2
Radiance Medical Systems Inc.	RADX	Buy	\$ 2.75	\$ 29.1	Dec	(\$1.04)	(\$1.35)	1,2
ResMed Inc.	RESM	Buy	\$ 33.25	\$ 518.7	Jun	\$1.03	\$1.27	1
SpectRx, Inc.	SPRX	Buy	\$ 7.87	\$ 63.1	Dec	(\$0.76)	\$0.12	1,2

Notes

1. Volpe Brown Whelan & Company maintains a market in the shares of this Company.
2. Volpe Brown Whelan & Company has been an underwriting manager or co-manager for this Company in the last three years.
3. Volpe Brown Whelan & Company or entities associated with Volpe Brown Whelan & Company has/have an investment position in this Company.
4. An employee of Volpe Brown Whelan & Company is a director of this Company.
5. The analyst(s) covering this Company has/have an investment position in the stock.

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August/September 1999

DATE	ANALYST	SECTOR	DESTINATION
August 3-4	Andrew MacPherson	Assisted Living	Boston
August 10-11	David Breiner	Enterprise Infrastructure	New York
August 11-12	David Steinberg	Drug Delivery & Biopharmaceuticals	Boston
August 12	Charlie Finnie	Interactive Media	Southern California
September 8-9	Phil Nalbone	Medical Technology & Devices	Boston
September 8-10	Edward Keaney	Health Care Services	Midwest
September 9-10	Tim Savageaux	Telecom Equipment	Southern California
September 14-15	Derek Brown	Consumer Internet	Midwest
September 14-16	Pete Peterson	Wireless Communications	New York/Philadelphia/Baltimore
September 14-17	Andrew MacPherson	Assisted Living	Southern California/Midwest
September 15-16	Charlie Finnie	Interactive Media	Denver/Texas
September 21-22	Derek Brown	Consumer Internet	Boston
September 21-23	Edward Keaney	Health Care Services	Philadelphia/Baltimore/New York
September 23-24	Tim Savageaux	Telecom Equipment	Denver
September 30-October 1	Phil Nalbone	Medical Technology & Devices	Midwest



BROKERtools

MEDICAL PROVIDER NETWORKS

Help clients make the most of a new opportunity



MEDICAL PROVIDER NETWORKS AND YOU

Your guide to helping clients make the most of a new opportunity

You've probably heard about the changes to California's workers' compensation laws, but if you're like most of us, you may not be sure what the new medical provider network (MPN) ruling means to you and your clients. While brokers aren't expected to be MPN experts, we would like to help you understand this important new legislation and how Kaiser Permanente is responding to it.

Your clients will turn to you for guidance in making educated decisions about the new MPN rules. This brochure can help you answer their questions.

Please note that some aspects of the workers' comp reforms are still under review and may change.

What is an MPN?

A medical provider network (MPN) is a group of physicians and allied health professionals set up by a self-insured employer, workers' comp insurer, or joint powers authority to treat occupational injuries. Senate Bill 899 reforms workers' comp laws to allow eligible parties to set up an MPN to deliver care to injured workers for the life of a workers' comp claim. MPNs enable you to help your clients develop a cost-effective way to ensure that their employees receive quality occupational health care. Without an MPN, employers and insurers choose where an injured worker receives care for only the first 30 days of a workers' comp claim.

Self-insured employers and carriers can create an MPN by contracting with individual providers or groups of providers, or they can choose a provider network already established by someone else. For example, a self-insured employer could apply to establish an MPN based on our Kaiser On-the-Job® occupational health centers and specialty physicians.

If your client is insured for workers' compensation, their carrier can set up an MPN for the company. All MPNs must be approved by the Division of Workers' Compensation.

New rule, new advantages for your clients

Establishing an MPN can mean:

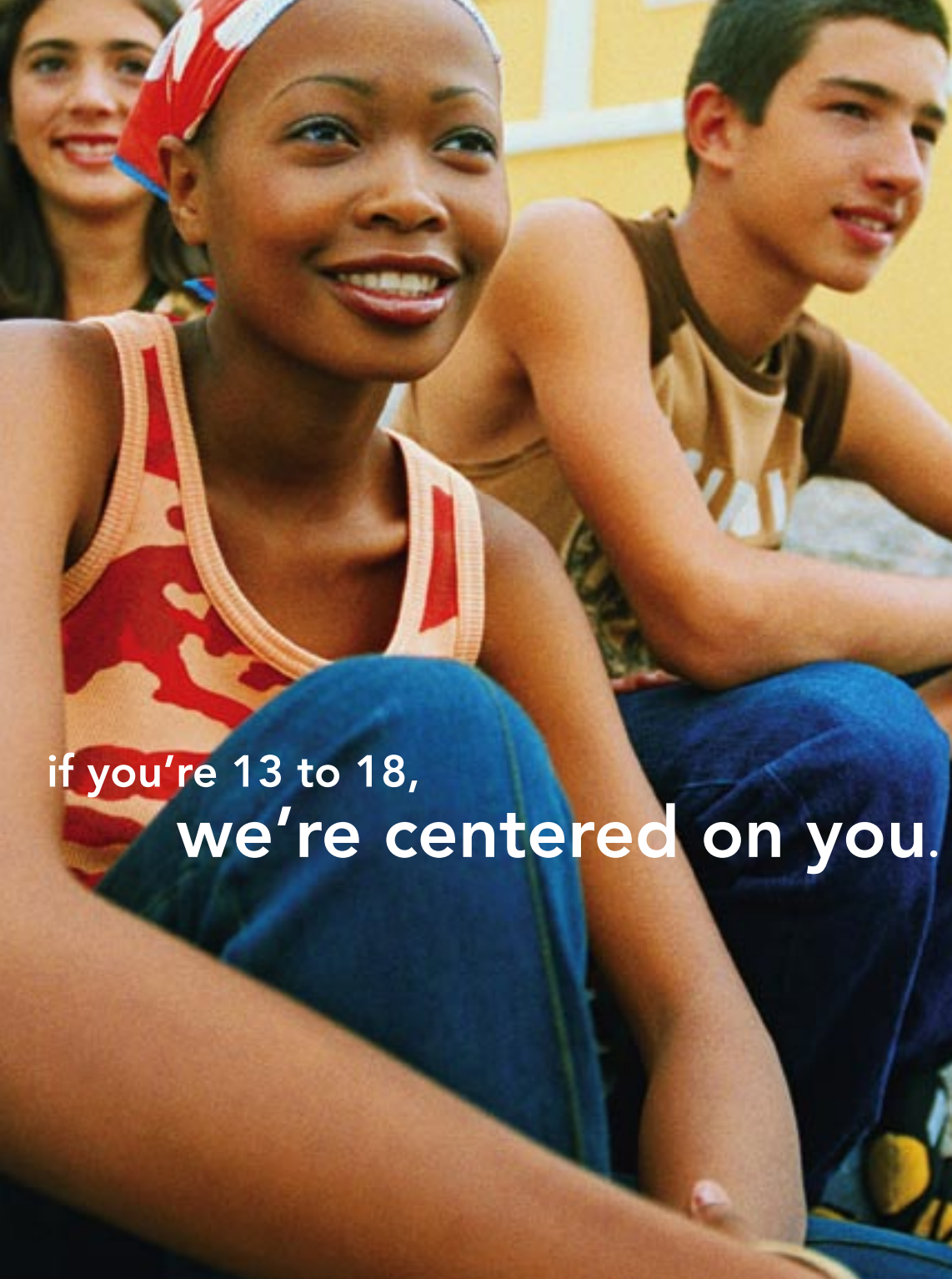
- More control over workers' comp costs
- Ability to ensure the quality of care employees receive
- Opportunity to help employees return to work sooner
- Lower temporary disability payments
- Increased company productivity

Help clients choose carefully when setting up an MPN

Many companies will launch networks to take advantage of increased employer demand. Not all networks are equal, however. To ensure that a network can meet your client's needs, ask about:

- **The network's success with workers' comp care**
Be sure that the network your client chooses has a good track record of successfully helping injured workers return to health.
- **Patient satisfaction**
Does the network have a history of good marks for patient satisfaction? How is patient satisfaction measured?
- **Physician selection and evaluation criteria**
Find out if the network's occupational health physicians are qualified according to American College of Occupational and Environmental Medicine (ACOEM) guidelines. Also ask how physician performance is evaluated and how often.





if you're 13 to 18,
we're centered on you.

At the Teenage Medicine Center:

If it's on your mind or body, it's probably on this list. Here are the services we offer:

- General physical exams (along with camp, school, and sports physicals)
- Growth and development (including short stature; delayed puberty)
- Acne and skin care
- Evaluation for substance abuse
- Sexually transmitted diseases
- Depression
- Nutrition and weight issues
- Eating disorders
- Birth control

We're also big on education. We occasionally hold classes and seminars on the following subjects, but if you have any questions, we can probably give you all the information you need through discussion and literature.

- Reproductive health education
- Pregnancy testing and counseling
- HIV testing
- Sexually transmitted diseases—prevention and treatment
- Health eating education
- Tobacco education
- Weight management class

And there's more:

If you need other teen services at the Los Angeles Medical Center, we have doctors and nurse practitioners in just about every specialty to help you. You'll find services like the Teen OB Clinic, behavioral health/counseling, Addiction Medicine, teen education, help for attention deficit hyperactivity disorders and neurology/sleep disorders, and sports medicine.

Luis Roberto Zeledon, MD, Adolescent Medicine.

Our staff is led by Dr. Zeledon, also known as Dr. Z. Trained in Chicago, Oakland, and Los Angeles, Dr. Zeledon has specialized in teenagers his entire career because you're his absolute favorite group. He's strictly all teenagers all the time. He's worked with a variety of teens, from troubled girls in a low-security prison to average 14-year-olds with the flu. Dr. Zeledon, who has been practicing medicine since 1990, says, "This is a place for teens to feel empowered, focused on, and safe."

Mariela Nava, MS, nurse practitioner.

Mariela has been working with teens since 1999. That's a huge upside for Mariela, who heads up our center with Dr. Z. She'll discuss anything that's on your mind, explain a procedure, or define a weird-sounding condition—in other words, she's got the 4-1-1.



a place to feel empowered and safe.



have your cell phone call ours.

So, just drop in. We're at 4700 Sunset Blvd., 1st Floor, Los Angeles, M-F 8am-5pm.

THEME

KAISER PERMANENTE'S NEW ONTARIO MEDICAL CENTER WILL PROVIDE OUR MEMBERS AND COMMUNITY CONVENIENT ACCESS TO HIGH-QUALITY CARE AND SERVICES.

HEADLINE

Bringing Good Health close to home

IMAGES



KAISER PERMANENTE
ONTARIO MEDICAL CENTER IS NOW OPEN.

Bringing Good Health
close to home

kp.org

KAISER PERMANENTE.

Kaiser Permanente
Ontario Medical Center is now open.

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close to home

Kaiser Permanente Ontario Medical Center is now open.

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KAISER PERMANENTE ONTARIO MEDICAL CENTER IS NOW OPEN. Lorem ipsum dolor sit amet consectetur adipiscing elit, sed diam nonummy egestas tempor incididunt ut laore et dolore magna aliqua erat volutpat. Ut enim ad minim veniam, quis nostrud exercitation.

MAP AREA

kp.org

KAISER PERMANENTE.

COLORS



THEME:

BUILDING/GROWING

HEADLINE:

good health from the GROUND UP

IMAGES:

THE THEME IS EXPRESSED THROUGH 3 AREAS: INDIVIDUAL, COMMUNITY, AND KAISER PERMANENTE.

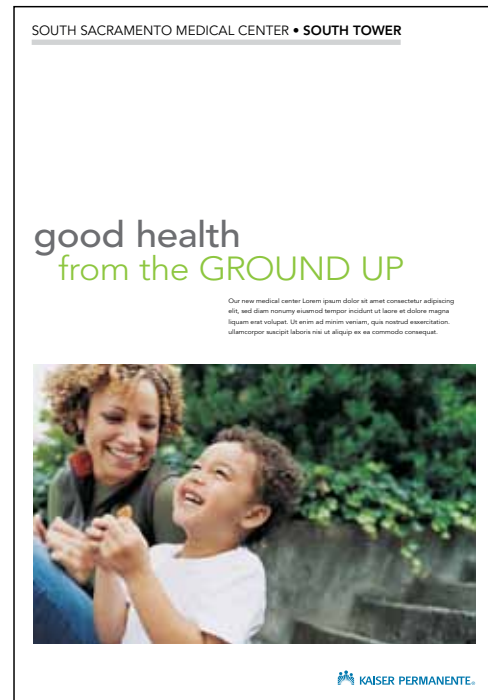
Individual



Community



Kaiser Permanente



Individual



Community



Kaiser Permanente

TONE:

FRIENDLY, ACTIVE, OPTIMISTIC, FAMILY-ORIENTED, CARING, SUPPORTIVE, WELCOMING, DIVERSE, COMMUNAL, TEAMWORK, ACCESSIBLE, CONTINUALLY IMPROVING, COLLABORATIVE, ADVANCING, CONFIDENT, INNOVATIVE, EXPERIENCED, RESOURCEFUL

COLORS:



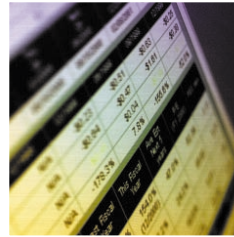


WORK ANYWHERE ANYTIME

Improve what you do today

From exploration and production to refining and distribution, the key to competitive advantage in today's oil & gas industry is shortened cycle times and better asset utilization.

Meanwhile, new e-business technologies are transforming the way oil and gas companies use and share information to support critical business processes.



As new technologies emerge, they create new challenges:

- Access to applications while in the field or offline.
- Global bandwidth and connectivity challenges.
- Ad-hoc collaboration with multiple external 3rd parties.
- Ease of use and training issues slowing e-business adoption.
- Integration of wireless technology into manual business processes.

Consilient's Sitelet™ technology is designed to solve these challenges for an increasingly mobile and global workforce. A Sitelet is a "wrapper" that includes mini-applications, documents, Web content, and workflow, which an employee receives as part of their regular e-mail. They can work with the Sitelet offline, add content, and forward it to their peers. The Sitelet keeps track of where it's been, and knows how and when to integrate with back-end business applications. Using Sitelets to extend your company's current application investment, you can allow employees to do ad-hoc collaboration, work with applications and data while not connected to the network, and still maintain central workflow visibility and data integration.

Examples of processes that may benefit from Sitelet technology include:

- Security, health, safety, & environmental applications requiring offline access and ease of use.
- Well Services -- Specification, procurement, field ticket reconciliation.
- Project management and performance monitoring applications requiring remote or mobile access.
- Global budgeting and financial reporting.
- Collaborative commerce with marketers, suppliers, and subcontractors.

A project example using Sitelet technology was sponsored by the security organization at an oil & gas super-major to track internal investigations in the field. Prior to adopting Consilient technology, they relied on a complicated application whose interface was confusing and hard to use. Access to the system required a high bandwidth network connection, a significant challenge for investigators dialing in from remote parts of the world.

Using Consilient's Sitelet technology, these users now interact with dynamic incident reports sent directly to their e-mail inbox. Because Sitelets provide off-line functionality, investigators can update reports even when they are not connected to the intranet. They can freely redirect Sitelets to managers anywhere in the company to inform them of corrective action. Best of all, the new Sitelet-based application leverages the existing technology infrastructure, while improving usability and worldwide adoption.

Consilient is a privately held company based in Berkeley, California. Consilient partners with leading systems integrators to implement its technology including Accenture, Cap Gemini Ernst & Young, and SAIC.

BENEFITS INCLUDE

VISIBILITY INTO THE BUSINESS PROCESS

WORK OFF-LINE, WHERE YOU WANT

EASY-TO-USE FRONT END

EXTENDS CURRENT APPLICATIONS

INCREASED PRODUCTIVITY

Consilient, Inc.
91 Bolivar Drive
Berkeley, CA 94710



*Join us for a
Breakfast Briefing Session*

with Netrana, Consilient,
and Context Integration

September 20, 2001
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PeopleSoft

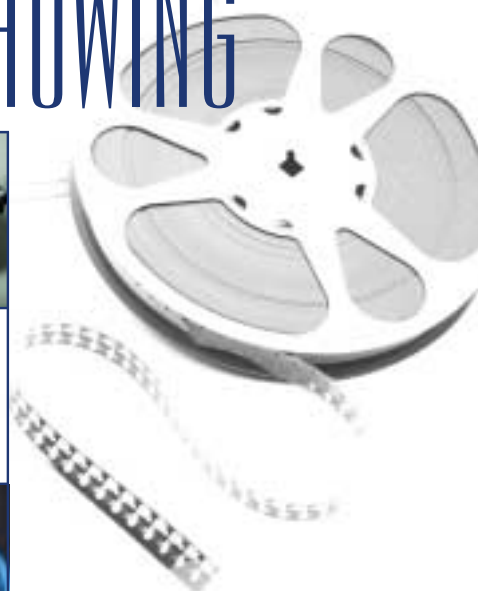
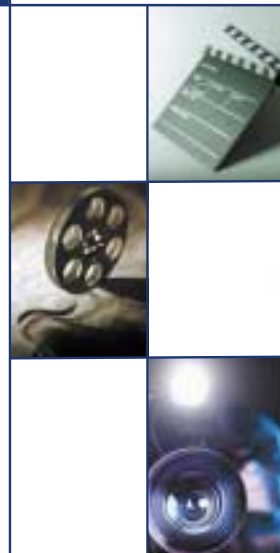
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About PeopleSoft

PeopleSoft is a worldwide leader in eBusiness solutions offering Customer Relationship Management, Supply Chain Management, Human Resource Management, Financial Management, Professional Services Automation, and Learning Solutions for a range of industries. PeopleSoft supplies eBusiness applications, consulting, and education for large and medium-size enterprises that desire flexibility, speed, and lower cost of ownership in the Internet economy. With more than 4,000 customers and 7,000 employees, including 2,400 consultants, and products installed in more than 90 countries, PeopleSoft leads its customers in achieving the highest value from eBusiness solutions.

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8

What does

mean to you?

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Alliances



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On July 11, PeopleSoft announced

PeopleSoft 8

a new category of software and services

that **turn** your customers, employees, and suppliers into a business competitive advantage. With over **100** enterprise applications and more than 50 **new** applications **tailored** to today's eBusiness needs — all in a 100% **Internet** architecture — PeopleSoft **8** represents the most significant **change** in our industry since the introduction of **client server** applications.

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The Age of Information

means people **powering** the internet.

PeopleSoft 8, a new generation

of people — customers, **employees**,

suppliers — **empowered**,

connected, revolutionizing

business processes and **customer**

relationships.

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