

Wal-Mart

Wal-Mart Stores, Inc.
702 S.W. 8th St.
Bentonville, AR 72716

Leasing Opportunity

Wal-Mart is leasing space within certain of its stores to value-priced, walk-in medical clinics. Any agreement entered into by Wal-Mart and the medical clinic will create a landlord/tenant relationship only. Rent is determined by the square footage of the space leased, and is set at an independently-assessed Fair Market Value. Wal-Mart tenders possession of the leased space in a “white box” condition. A white box contains sheetrock walls, vinyl tile or cement floor, acoustic ceiling tile, lighting and access to water, and electricity. Upon possession, it is the responsibility of the tenant to complete within a timely manner any remaining build-out necessary to open for business.

Requirements

Medical clinic tenants must share Wal-Mart’s commitment to an everyday low pricing philosophy and customer satisfaction. Leased tenants must also operate seven days a week. Additional criteria considered by Wal-Mart are a prospective tenant’s ability to provide reports to help Wal-Mart understand customer acceptance of the medical clinic concept.

Proposal Information

If you are interested in leasing space within a Wal-Mart store for the purpose of operating a value-priced, walk-in medical clinic, please provide the below information at your earliest convenience to:

Wal-Mart Stores Inc.
Joanna Hill
Mail Stop #0120
702 S.W. 8th St.
Bentonville, AR 72716-0120

Or via e-mail to Joanna.Hill@Wal-Mart.com



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Please answer the following questions to the best of your ability. We will not be disclosing any information pertaining to the lease terms, possible lease locations, etc., and we will not be able to respond to questions seeking additional information. Additional information regarding Wal-Mart stores and locations can be found at www.walmartstores.com and www.walmartfacts.com.

This information is for use by Wal-Mart Leasing Operations to select possible tenants. Nothing in this questionnaire constitutes an offer or agreement to rent or binds Wal-Mart to any future act or agreement.

Please Share the Following Information:

1. Company Name:
2. D/B/A Name:
3. Contact Name:
4. Contact Phone Number:
5. Contact E-mail Address:
6. Dun & Bradstreet Listing Number:

Ability to Serve Target Customer:

7. Describe your target customer and specify if there are any particular patient groups you will not be able to service.
8. What specific healthcare services do you intend to provide? (Please list all ailments you intend to treat, and all diagnostic tests and vaccinations you intend to administer).
9. Describe any other non-medical services you intend to provide.
10. Do you plan to/are you able to accept insurance or Medicare/Medicaid? If so, which ones?
11. How does your pricing compare to your competitors' or to alternatives your customer would consider? (Specific comparison in select geographic markets would be helpful).
12. Do/Will you have an Electronic Medical Records system?
13. Does/Will your IT system provide for the transfer of patient record to the primary care physician (with patient's approval)?
14. Does/Will your EMR system allow all of your locations to have access to patients' history?



15. Does/Will your EMR system exchange or transmit EMR data with/to any other data system(s)?
16. Does/Will your system allow patients to access their patient history remotely? (e.g., from their home computer or some other freestanding access point). If yes, how?
17. Describe any other elements of service or convenience in your business model.

Fit and Consistency with Wal-Mart Brand/Value Proposition

18. Describe your process(es) for quality assurance of the medical services you provide.
19. What is the medical practice oversight structure for each clinic? (e.g., if staffing with nurse practitioners, what is the NP-to-overseeing-physician ratio you intend for each geography? What is the level and frequency of MD oversight on patient care?)
20. If you have an established clinic, describe how you define and measure customer satisfaction.
21. Identify any other partnerships or affiliations that you have in place that could potentially conflict with or enhance your relationship with Wal-Mart.

Strong and Able Business:

22. Do you currently operate medical clinics? How many? How long have they been in operation?
23. Do you have experience operating clinics in a retail environment? If so, where?
24. Describe your organizational structure and share the background and experience of your management team. Please include a copy of your firm's organizational structure and the staffing model for each clinic (e.g., what roles and responsibilities do/will you have working in the clinics and with what corporate support?)
25. Please attach your firm's Dun & Bradstreet Listing number and financial statements for the past two fiscal years.
26. Outline your growth assumptions for the next three years, including key figures such as: projected number of clinics (total and within Wal-Mart), patient mix etc., and estimates for your business (total number of clinics, number of patients per day per clinic.) Also, if applicable, please include an estimate of what percentage of the parent company's total revenue would be derived from the clinic business.

Fit and Consistency with Wal-Mart Physical Locations

- 27. Do you have any physical space/infrastructure requirements or preferences? Please note: Wal-Mart requires medical clinic tenants to have a restroom inside the leased space.
- 28. What are the minimum and maximum square footage requirements for your clinic? (Feel free to include any layouts of clinic design if available).
- 29. In which city and states are you willing/able to operate? Please state your geographic preferences and associated criteria (e.g., minimum of five locations within X mile radius within X months).
- 30. In which cities/states are you not willing/able to operate?

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