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EXCELA HEALTH ANTICIPATES GROWTH IN WESTMORELAND COUNTY

GREENSBURG, PA, October 24, 2012 ... Excelsa Health intends to expand its presence in Westmoreland County over the next two years, consolidating outpatient locations to provide coordinated care and partnering with communities on health and wellness initiatives.

Based on the success of recent renovation and expansion at Excelsa Square at Norwin - the health system's outpatient site in North Huntingdon Township, - Excelsa Health intends to replicate the patient care concept in Hempfield and Unity. Farther east in the county, the health system will also be working hand in hand with the Ligonier YMCA to enhance the health and wellness of the residents the Ligonier Valley.

Michael D. Busch, Excelsa Health Executive Vice President and Chief Operating Officer, outlined the rationale behind this strategy during a media briefing October 24: "The idea is to present a patient centered medical home in a multi-specialty facility, mirrored after successful models at such leading national health systems as the Mayo Clinic. We applied this concept in our Diagnostic Associates internal medicine practice in December 2011, and continued it at Excelsa Square at Norwin where it's being met with great success.

"From a business perspective, bringing services together improves efficiency and lowers costs, but most importantly, it makes things more convenient for patients and promotes quality throughout," Busch said. "Excelsa Square at Norwin is a beautiful, friendly environment where patients can see their family doctor or a specialist, get all their testing done, have surgery and physical

therapy all under one roof. This coordination of care is central to creating an exceptional patient experience because it improves access through a team approach that puts the patient first. And patients are responding, not just to the look and feel of Excelsa Square but to their care providers. It is evident that the staff take pride in customer service and work collaboratively to meet their needs.”

Excelsa has been studying various site plans to determine the best locations in Hempfield and Unity. “We are still in the planning phase, but we expect to bring together various physician specialties, diagnostic and therapeutic services, currently located in multiple locations in these communities,” added Busch. “The goal is to consolidate, not duplicate, services so our patients don’t have to bounce around the county or leave the area to get the care they need. And as with our other projects we’ll be using local contractors and labor as we move ahead.”

Excelsa Health is also advancing its continuous improvement process in the design of each location to foster maximum efficiency and availability of services, and limit or eliminate needless waiting. This approach is patient-focused and streamlines the care experience.

In the months ahead, Excelsa will be coming before various Hempfield and Unity Township governing bodies to present more detailed development plans and seek regulatory approval to proceed. Likewise, Excelsa officials will be continuing discussions with the board of directors at the Ligonier Y to advance programming and development in the Ligonier area, as the Y begins to formalize plans based on a recent community needs assessment.