



U . S . T R A D E A N D D E V E L O P M E N T A G E N C Y

September 16, 2019

Quan Pho
Senior Consultant
Initium Health
1401 Wewatta St., Suite 103
Denver, CO 80202

Dear Mr. Pho:

On behalf of the U.S. Trade and Development Agency (USTDA), I would like to thank you for contributing to the success of our recent China Healthcare Executive Leadership Training Program. We are particularly grateful to Initium Health for taking the time to meet with the delegates during their visit to the United States.

Our goal in organizing this visit was to familiarize the Chinese delegates with U.S. best practices in health system operations, including organizational structure, healthcare, and health insurance policies. With your support, we made great progress towards achieving this goal.

As you know, follow-up reporting is an important step in USTDA's ability to evaluate our programs. As you explore new opportunities that might result from this visit, please feel free to keep in touch. In the meantime, our contractor, Meridian International Center, will contact you over the next few weeks to request your initial feedback on the visit. For example, it would be very helpful to receive feedback from you about any policy or regulatory advice conveyed during the visit with the Chinese delegation, and any new opportunities such as cooperation agreements or sales of goods or services that resulted from this visit. I would like to take the time to thank you now, well in advance, for your prompt attention and participation. Your input is critically important for us to be able to continue programs like this one.

Thank you again for your kind hospitality, participation, and support for this USTDA program. I look forward to positive results from our joint efforts.

Sincerely,

A handwritten signature in blue ink, appearing to read "C. Kress", is written over a horizontal line.

Carl B. Kress
Regional Director for East Asia