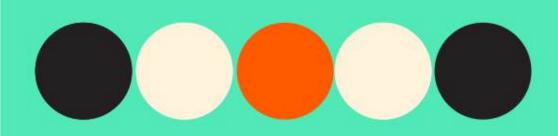
monigle



Capabilities Overview

November 2024

What you'll see today

- 1 About us2 A few case studies

About us



"You can't move people to action unless you first move them with emotion."

- John Maxwell

Humanizing brands, moving people.

Humanizing brands requires deeper human understanding to create meaningful connections

Customers

Leadership

Employees

Communities

Influencers

Investors

Regulators

Moving people requires creating human-centric moments designed to inspire action

Choose

Join

Give

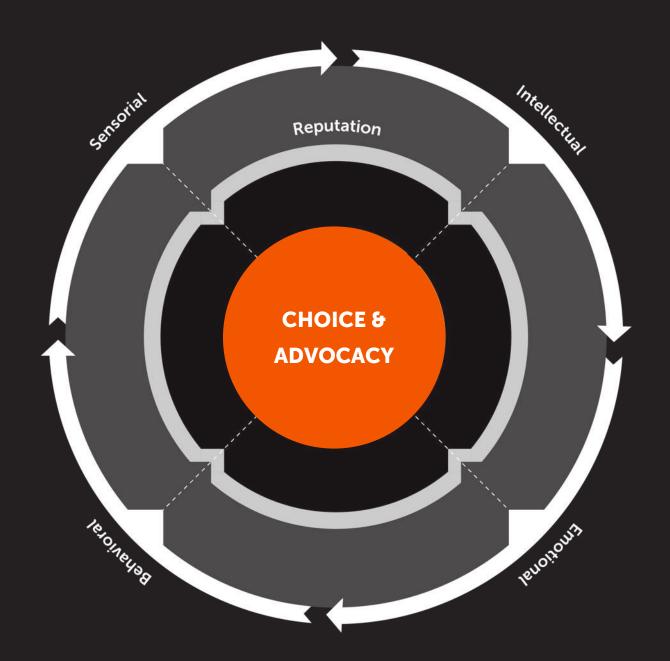
Refer

Engage

Help

Champion

Humanizing starts with understanding what drives choice



Monigle's Humanizing Brand Experience framework is built for today's brand leaders and is proven to drive growth.

The Humanizing Brand Experience framework is based on the latest social science and brand thinking, highlighting the experience-driven actions needed to grow reputation and move people.

At the heart of the framework is a structural equation model that has been validated and proven to drive consumer choice and advocacy. Denver New York + beyond



Independent in structure and spirit

Supported by a powerful network of independent agencies

80+

40+
COUNTRIES



FOUNDED IN 1971

50 years old

TEAM MEMBERS

160

NUMBER OF CLIENTS

1500+

WE SPEAK OVER

20+
LANGUAGES



WHAT WE ARE

A brand experience company

WHY WE DO IT

Move people to action

WHAT WE DO

Humanize brands

01.

Insights

Quantitative
Qualitative
Brand tracking
Brand valuation

02.

Strategy

Positioning
Brand architecture
Value propositions
Content strategy

03.

Expression

Naming
Verbal expression
Visual expression
Sonic expression

04.

Experience

Journey mapping
Experience design
Experience innovation
Digital experience

05.

Culture

Culture design
Employee value proposition
Behaviors and commitments
Values
Employee engagement

06.

Activation

Implementation / conversion Launch Governance and enablement Signage and wayfinding Online brand management **07.**

Advertising

Campaign design
Campaign messaging
Production
Media

08.

Transformation

Go-to-market design
Offering design
Category design
Catalytic design
Resilience design
Leadership design

We bring deep experience working with diverse leading global brands

Microsoft	Schneider Electric	Deloitte.	(UL)	⊘ norton	salesforce
synchrony	: is	Google	wtw	Chevron	iff
W USAA®	Gartner	SEMPRA	DIRECTV stream	BEST BUY.	GE)

And our experience in the health industry is unmatched

	Ballad S Health	Northwell Health	VX> Wake Forest ™ Baptist Health	Stanford MEDICINE	Tenet Health
Cleveland Clinic	PRISM4	®VCU Health₃	╬ Providence	Montefiore Inspired Medicine	MERCY ONE
URC HEALTH _{SM}	MAYO CLINIC	uchealth	Nuvance Health	Catholic Health Initiatives	• Scripps
HONOR HEALTH	Mercy#	Yale NewHaven Health	MUSC Medical University of South Carolina	University Hospitals	MEMORIAL HERMANN
Dana-Farber Cancer Institute	Duke Health	Banner Health	LCMC 9. Health	BWH BRIGHAM AND WOMEN'S HOSPITAL	TEMPLE HEALTH

With expertise working across the entire health spectrum



Gyms/ Wellness Centers



Diagnostics/ Preventative Care



Urgent Care/ **Specialty Centers**



Concierge Medicine



Telemedicine



Digital Health Resources



GUIDEWELL

Diversified Health Solutions



Health Systems



Research Institutions



Specialty Institutions (Cancer, Children's)



Specialty Care (Addiction, Mental, Behavioral)



Insurance/ Payors



Pharmaceutical/ Life Sciences

Wartburg

Senior Living

Communities



Drugs



Retirement Solutions

Staying Well

Health Enablers



Medical Staffing



Medical Devices



Medical Technology/ Solutions



Health Technology Platforms



Health Blockchain Solutions



Direct Health



Distributors



Pharmacy Benefits



Aging Well

Clinical Trials/ Data



Genomics

We're leading the conversation on the future of health through our groundbreaking annual health care consumer experience study— **Humanizing Brand Experience.** Annually, we conduct research with 30,000+ consumers in this body of work alone.



Breadth of experience

Successful brands align business, brand, culture, and experience, which is why Monigle has significant experience across each of these disciplines and enables us to be your long-term partner to drive success

Impact

Our mantra is humanizing brands to move people, and our processes are proven to connect in more meaningful ways to move people to choose you, remain loyal, and be your advocate, which directly drives growth

Agility

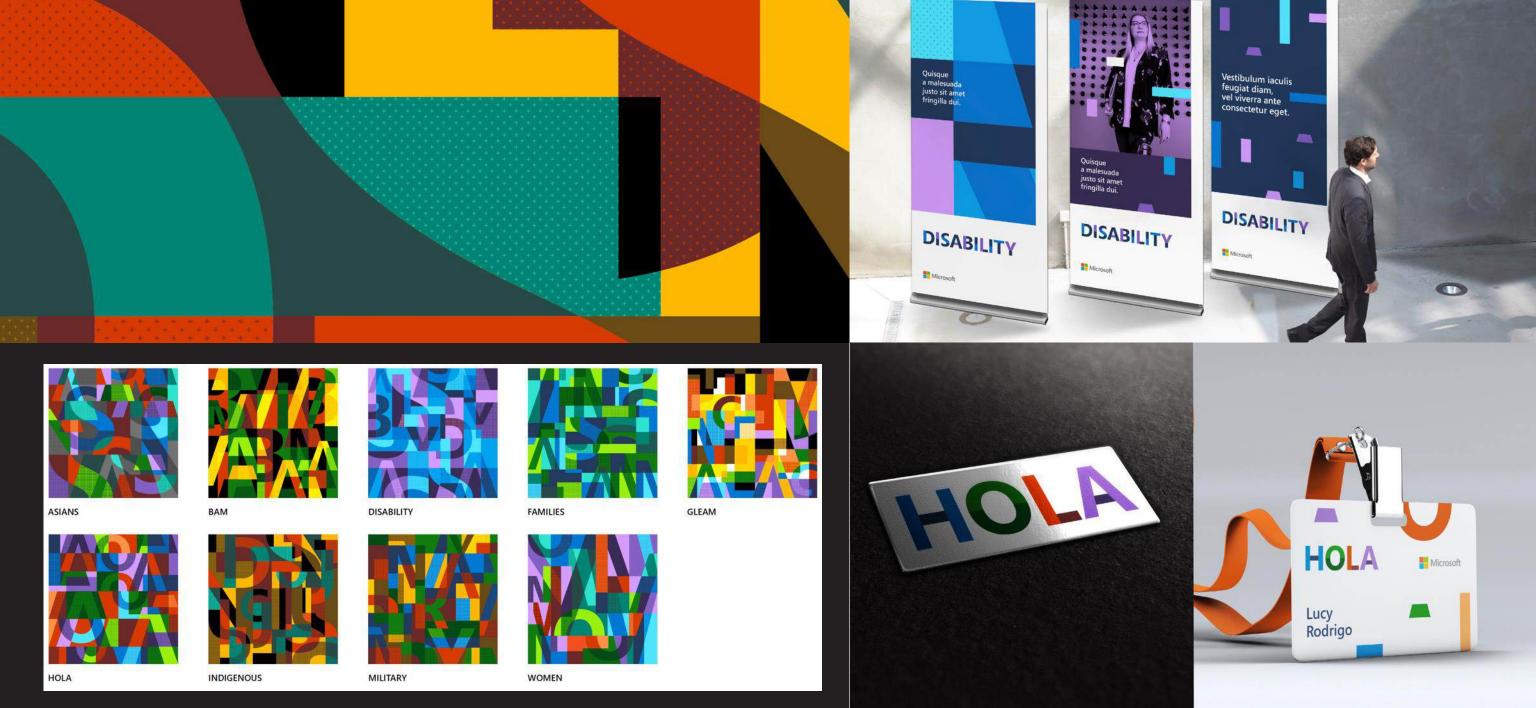
As an independent firm with agile work processes, we can move faster and better adapt to the unexpected with our primary goal being to do what is right for you, your business, and your brand

A few case studies



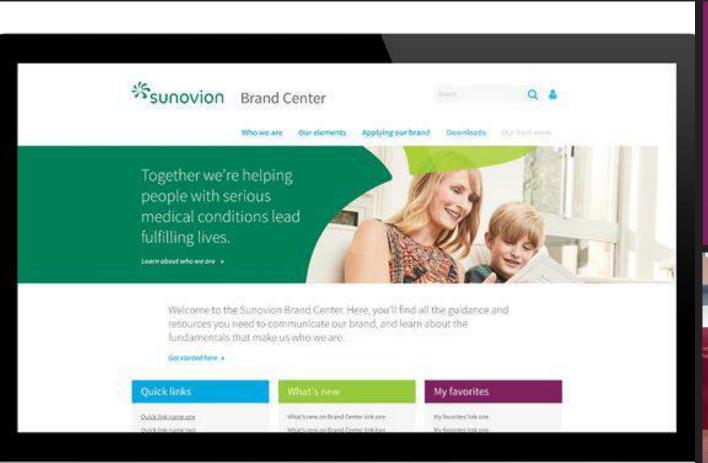


Broadening expression and uniting communities in a diverse and inclusive world





Refreshing an emerging pharma powerhouse to take a more proactive role in the lives of those they serve















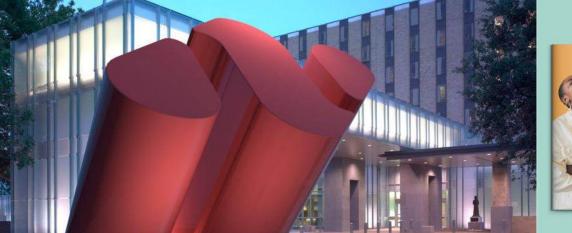
Creating a new definition of health and wellness that brought the strengths of two organizations to the forefront



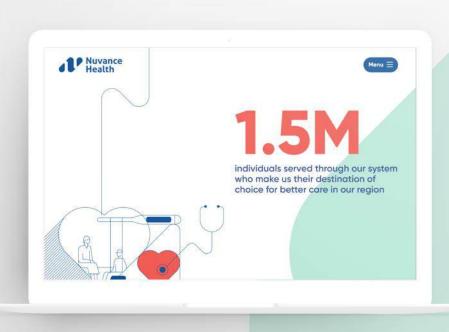


Nuvance Health















Northwell Health

Finding true north in a world of change

- Audience Research
- **Brand Research**
- Experience Innovation
- Brand Platform
- **Brand Architecture**
- Visual Identity
- Verbal Identity
- **Brand Training**
- Asset Conversion
- Brand Tracking
- Sign Design & Conversion
- Digital Patient Experience
- Hospital and Service Line
- Value Propositions

A massive health care system seeks its own truth

Imagine the sheer scale of a rebranding effort that includes 25+ hospitals, 650 outpatient locations, 3,900 employed doctors and more than 60,000 employees. Now factor in a name change to institutions with long histories and a dynamic CEO that continually pushes to rethink how healthcare is delivered. This is the challenge that New York state's largest private employer, North Shore-LIJ, took on. Following the 1997 merger between North Shore Health System and Long Island Jewish Medical Center, the organization grew through acquisition. The massive health care system needed to position itself for tomorrow's care and to fulfill its vision to grow bigger, better and more innovative.

Simply getting the project off the ground was a feat in itself. Chief Marketing Officer, Ramon Soto, arriving after years and years of false starts, overcame disruption and pushback to secure the buy-in of over 100 board members to agree to name changes—for the system and for individual hospitals—that many considered sacred. That's how North Shore-LIJ began its journey to become Northwell Health.

Because New York is a vanguard state in health care, pioneering information exchange and technology, consumers value innovation more in this region than almost anywhere else in the country. The brand purpose had to embody the notion of being cutting-edge, while staying true to Northwell's roots as a boundary-pushing community pillar that provides high-quality all-around healthcare. Borrowing from the mindset of an industry-leading CEO, the brand positioning was built around leadership that focused on continuously defining and redefining the future of healthcare.

As the brand scaled and rolled out across the market, consumers and employees began to understand the power and reach of the Northwell brand. As soon as a year after launch, awareness and understanding metrics were spiking even in a complex media market across the Tri-State region.

Brand 1.0

Positioning

Leadership defining the future of healthcare

Innovation

Systemness

Wellness

(Before)





The Constellation Symbol

The constellation symbol, used in the logo and throughout the design system, signals that Northwell Health is greater than the sum of its parts. The symbol's arrows of different sizes and colors, represents the diversity of minds and expertise that make up the organization, all united with dynamic energy. The upward direction of the arrows is a nod to Northwell's culture of innovation, demonstrating the system's forward-thinking orientation.





























Project Access





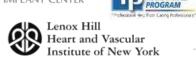




NISHAN & ELIZABETH APELIAN OCHLEAR IMPLANT CENTER



PRN











KRASNOFF QUALITY MANAGEMENT



Women's Hospita

North Shore LIJ PRE













The unified architecture strategy created a powerful connection across a large and diverse system of care

Master Brand



Hospitals



Facilities/Centers and Institutes	Alvin and Dorothy Schwartz Ambulatory Surgery Center Ambulatory Surgery Center Apelian Cochlear Implant Center Bioskills Education Center Brain Tumor Center of the Cancer Institute Broadlawn Manor Nursing & Rehabilitation Center Cancer Institute Center for AIDS Research and TreatmentLong Island Jewish Center for Advanced Medicine Center for Aesthetic Plastic Surgery	Center for Cranial Base Surgery Center for Diabetes in Pregnancy Center for Human Reproduction Gastrointestinal Oncology Center Gynecologic Oncology Center Neuroscience Institute Obsessive Compulsive Disorder (OCD) Center Orthopedic Institute Schein Voice Center The Smith Institute for Urology
Service Lines	Anesthesiology and pain management Bones, joints, muscles, hands, feet Brain and nerves Cancer and blood disorders Center for Head and Neck Oncology Cardiovascular and thoracic services Ear, nose and throat	Environmental and occupational health Heart and vein health Hospice & Palliative Care Kidney disease and hypertension Lungs and airways Mental health Plastic & Reconstructive Surgery

23

Voice Principles

Show and tell.

Create a "hook" that gets people engaged.

Identify who you are speaking to, and

consider what they know and where they

Have someone read your work out loud,

and use our brand voice checklist to evaluate.

Share a story, not just a statistic.

Know your audience.

Writing Best Practices

Be confident. Use a strong, active voice.

Keep it simple.

Think clear, concise and straightforward—
don't write more than you have to.

Stay focused. Pick one idea per piece of communication, and stay focused on that story.



When innovation transforms from something cold and technological, to something unmistakably human

When something that was complex and overwhelming, suddenly feels clear

When you feel truly cared for—not just sympathized with, but seen and understood

The feeling that, finally, someone is seeing things from a new perspective ("Finally, someone gets me")



The Turning Point Voice

Voice Principle 1

Think human first

The turning point for healthcare will be when people stop thinking about innovation as tech-led, and start thinking about it as human-led. Our voice shows how we're ahead of the game just by sounding human. Lead with emotion, empathy and warmth. Help people feel supported, understood, and relieved ("Finally, someone gets me.")

Writing tactics:

- Use the first and second person ("you", "we", "us") to create a human connection— when possible, use first names
- Write like a human, not a company: lose the jargon, embrace human expressions, contractions, and emotion
- Simplify complexity wherever we can by explaining it like you really would, in-person

Voice Principle 2

Make vision real

A turning point is a moment of inspiration, that can only be created by those with the imagination to think beyond the status quo and the vision to question what's possible. Invite others to share in our big ideas about the future of healthcare. Energize and excite people by empowering them to imagine what possible.

Writing tactics:

- Create energizing, bold headlines with eye-catching statements about the work we're doing
- Think: "What if...", "Imagine...")
- Always connect big ideas (science, innovations, awards) to what it means for people—paint a picture in their mind

Voice Principle 3 **Shift perspective**

With a new direction comes a new way of looking at the world. Share our unique vision with people by highlighting the differences that our perspective reveals. Create a clear shift in a story, when everything changes for the better. Take something simple—and turn it into something else entirely.

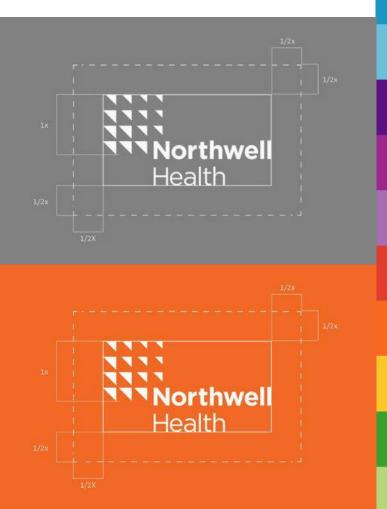
Writing tactics:

- Create a shift (visually, or through storytelling) when everything changes ("Everything seemed impossible. Until...")
- Create human action in unusual context—for example, give hands to an MRI machine; eyes to a needle
- Share a story from a unique perspective (Doctor by day, Dad by night)

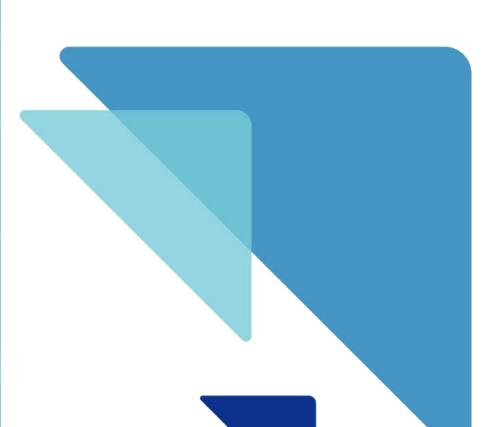


The Sans human friendly simple

























TheSans AaBbCc123





















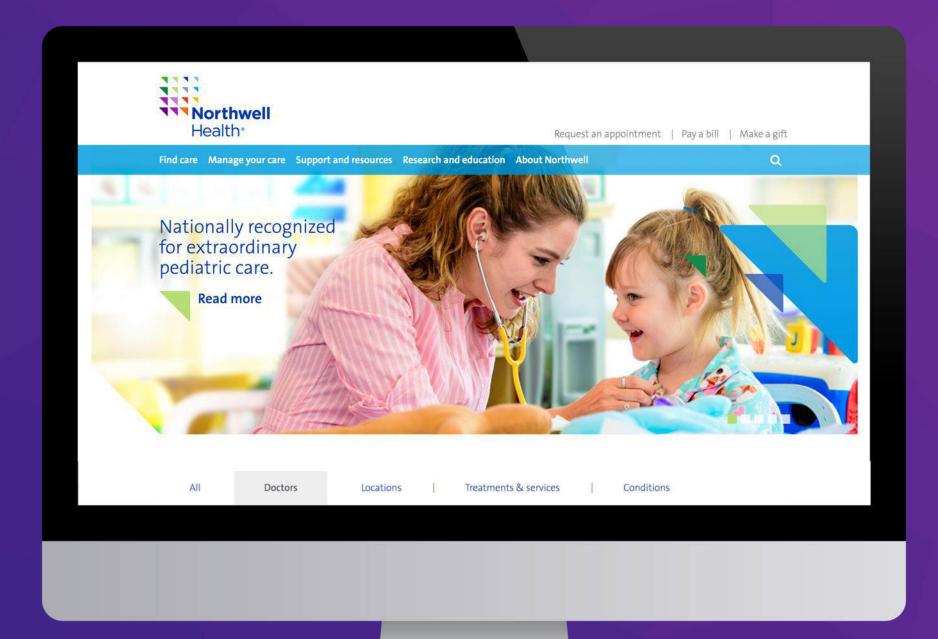
Wellness



Research

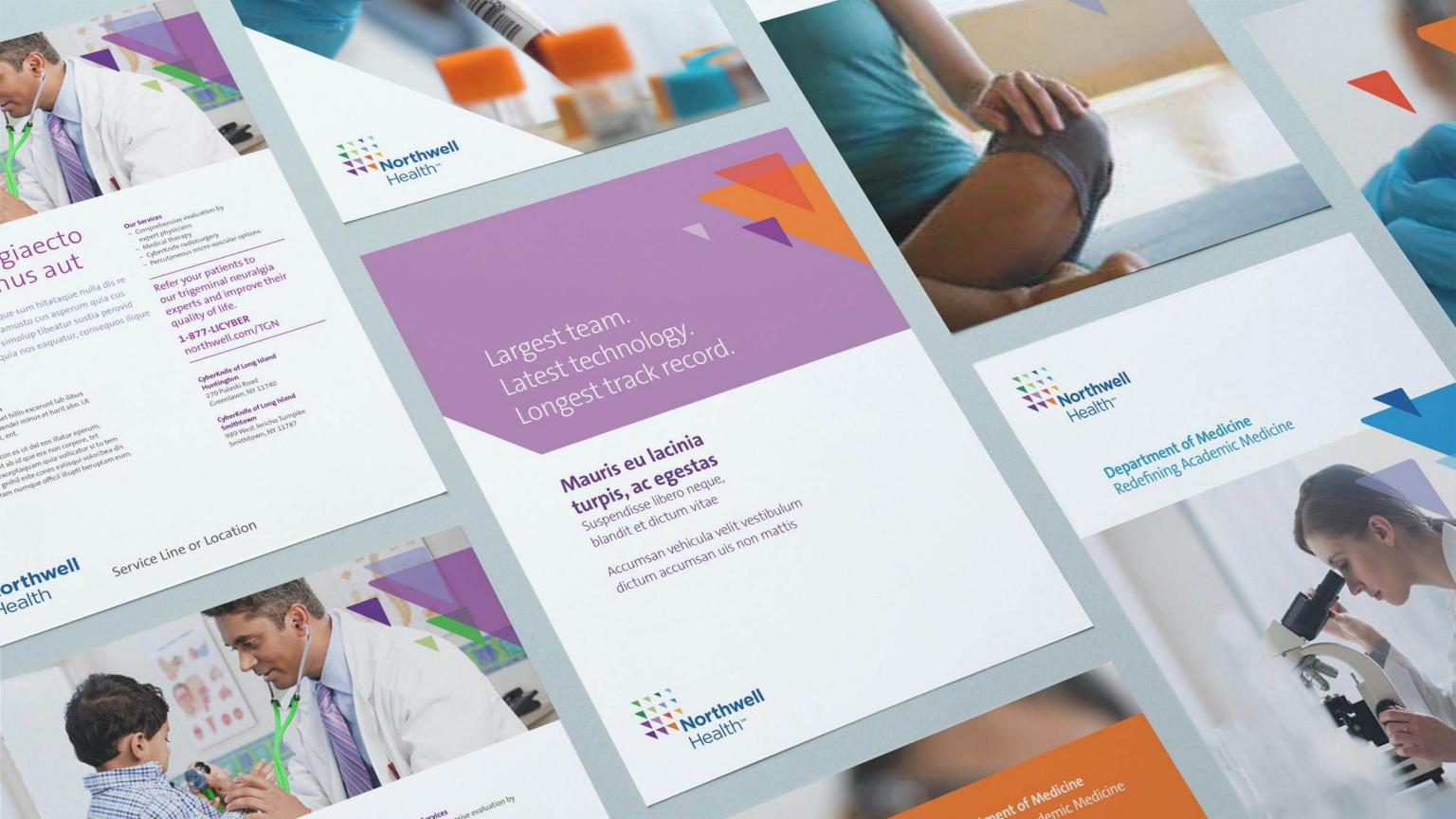


The symbol's multiple arrows, of different sizes and colors, convey the idea that many different parts combine to form a unified entity with dynamic energy. The upward right direction of the arrows is a nod to Northwell's culture of innovation, demonstrating the system's forward-thinking orientation.











Get the latest information straight from our experts.



Aliquam facilisis omdo velum Quisque ullam

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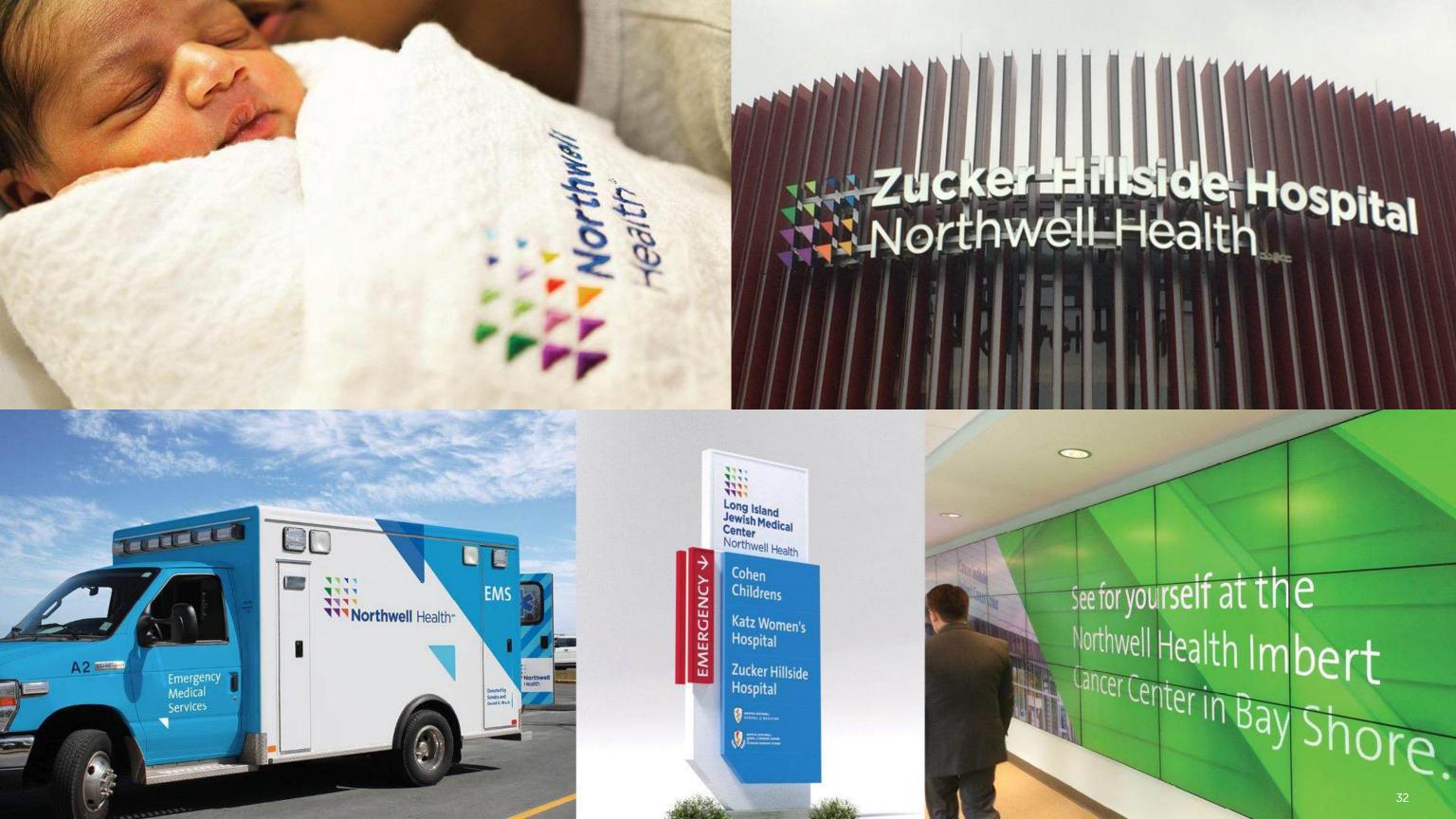
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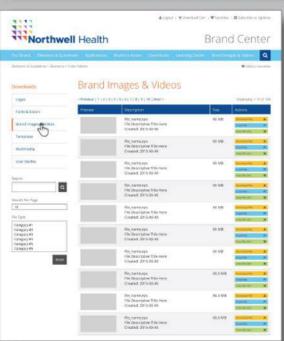
















"For this to be successful, everybody has to have a vested interest in getting this to the right place. And the need to mobilize everybody and move in the right direction has probably been the hardest job. With that said, everybody is ready and energized. We have a really good story to tell and a really good platform to tell it."

Ramon Soto Chief Marketing Officer, Northwell Health

"Monigle has an amazing way of getting corporate players to talk honestly and collaboratively about their established brands and businesses. While respecting the essence of an existing brand, Monigle has a unique ability to find the white space and breakthrough to create a truly unique brand positioning and expression."

Katherine E. Zimmerman Sr. Director of Brand, Marketing & Communications, Northwell Health



Overview

New Orleans is a place unlike any other, filled with a community of patchwork parishes and cultural distinctions all bound together by infectious hospitality and *joie de vivre*. But it's also a community that struggles with consistent quality healthcare, accessibility across its very diverse socio-economic parishes but is ripe for a revitalization of health and health care. Meet LCMC Health, a homegrown health care system weaving together hospitals with 100+ year old legacies empowered to improve New Orleans' health and wellness landscape.

With a deep dive into the role of each hospital in contributing to the local micro-communities across the region, we developed a clear understanding of the raw material that we had to work with—the traits of established institutions that could become a part of a bigger story. The outside-in view of what consumers needed from the brand became the balance to that story.

New Orleans consumers hungered for a more personal, human touch while the place they called home demanded respect for individuality and the realization that each consumer wants and needs an experience as unique as they are. Thus, a new LCMC Health brand was born—one focused on celebrating extraordinary in a world of ordinary through the empowerment of team members to express their own *lagniappe*, a unique concept to Louisiana expressed by "a little something extra" that we each bring to our professional and personal pursuits.

Brand Essence

Mantra

We celebrate extraordinary in a world of ordinary

Attributes

Being authentically New Orleans Championing originality

Always looking forward

(Before) (After)

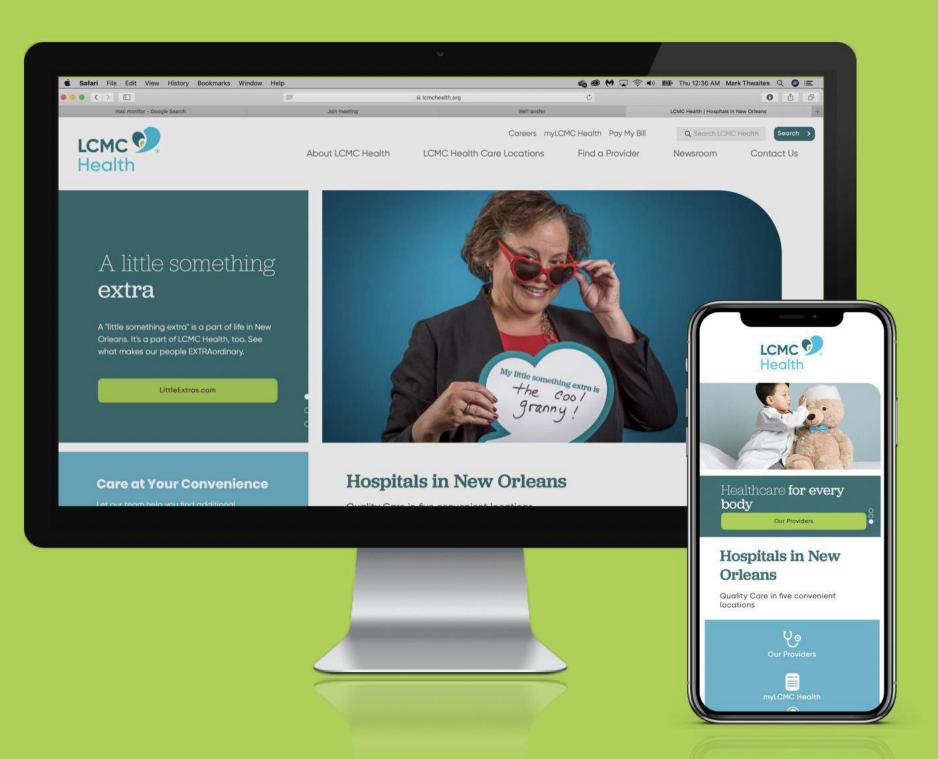




How do you bring extraordinary to life in a real, human way? That became the design challenge as we worked to craft a new visual expression of the brand. To build that human connection, we wanted to borrow a cue to which we could all relate.

The heart icon became a clear point of differentiation for the brand that depositioned the very technical, innovation-oriented competitor against this more emotional connection. And this connection has guided the experience ever since.

If you have ever been to New Orleans, you know that a little something extra is part of life here, because a little extra is the difference between ORDINARY and EXTRAORDINARY. Know that feeling you get when someone goes above and beyond? That is what this brand taps into: A Little Something Extra. We built this brand to deliver a personality that would not only be true to the region but would allow each employee to interpret what a little extra means to them and customize the delivery of their own extras. Since this brand is built around the employees, we knew that before we launched the brand externally, we had to get internal audiences engaged and excited.



Logos **Color Palette** Typography **Photography** System device and icons

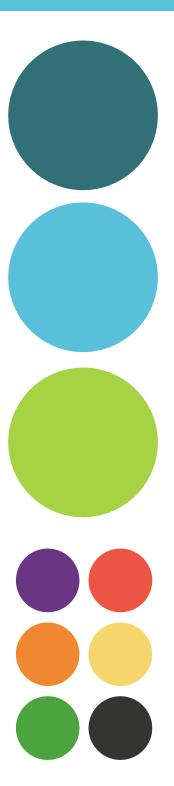








University 9 **Medical Center New Orleans** LCMC Health



Jubilat

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Gilroy Regular/Regular Italic AaBbCcDdEeFfGgHhliJjKkLIMmNnOoPpQqRrSsT

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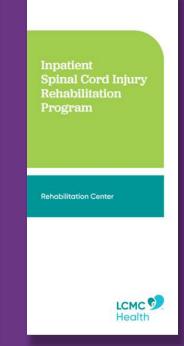






















Health





right where you need it







The brand was launched to incredible internal excitement and energy during a leadership roadshow that included a CEO-led second line, a live band and immersive experiences for employees at each hospital and office space that educated audiences and provided them with interactions that expressed the brand experience. The internal launch theme, built around littleextras.com, has guided the celebration of lagniappe across the system and continues to be used today to celebrate and elevate the work of employees and communities across LCMC Health. Through our first phases of brand research, we are seeing incredible momentum around the brand—the most in the market—that is translating to understanding and choice among audiences across the market.

SOMETHING EXTRAG







Put a smile on! They're contagious —in a good way!

Share your own little something extras at littleExtras.com



How many compliments can you give out today?

Share your own littl something extras o



Write someone a thank you note, just for being themselves.

Share your ov something ex LittleFatros co



Create y own littl cause fo celebrat

our own little ng extras at



your tle for ation.

Share your own little something extras at LittleExtras.com



Make every
day "bring
your little
something
extra to
work" day.

Share your own little something extras at LittleExtras.com

























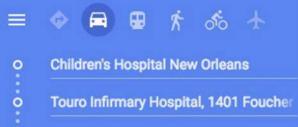






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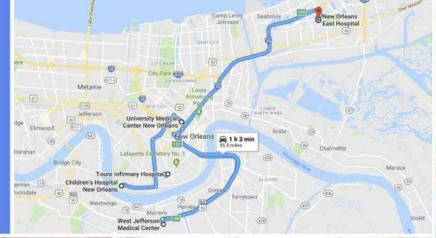




University Medical Center New Orleans,

West Jefferson Medical Center, 1101 M

New Orleans East Hospital, New Orlean





































The response to our new brand has been positive and powerful. The most significant value is what it has done for our culture and employees. Brand launch brought people across the organization together and you could feel their pride in being part of something bigger, our health care system. Our people are energized by our very human brand that clearly communicates our story and empowers our employees to do that 'little something extra' every day. We're now focused on sustaining that magical launch day feeling and hardwiring it in everything we do, internally and externally. Engaged and proud employees create a great culture and that positively impacts what's most important to us, our patients and community.

⁻ Christine Albert, MPP, APR, Senior Vice President, Marketing and Communications, LCMC Health

UNC Health

A new horizon in health where empathy and expertise intersect

Brand Platform

Brand Architecture & Nomenclature

Research

Naming

Visual Identity

Collateral & Stationery

Signage Program

BEAM

Brand Video

Digital Toolkit

Activation Planning

Training Video

Infusing expertise and innovation in a 70-year-old organization

UNC Health Care has strong historic roots dating back over 70 years but was facing an identity that was outdated and didn't properly reflect their aspirations as a system—their focus shifted to empowering health, not just health care, and caring for people across the state of North Carolina. In addition, the system was undergoing a larger scale transformation effort culturally and operationally to provide a modern, integrated approach to meet patient needs. As they looked to transform as a system, they needed to bring their brand along on that journey.

A robust discovery process, including internal interviews and consumer insights, confirmed a positioning for the system at the convergence of empathy and expertise, allowing it to stand out from local competition, including academic-focused Duke Health and community-focused Novant Health. Research also supported the decision to drop the word "Care" from the name, allowing the system to stretch beyond typical health care boundaries and reflect its future ambitions.

With these insights in mind, we created a visual identity that proudly displays the duality of the system, maintaining the traditional Carolina Blue that the system has proudly displayed since 1952, while introducing a new, modern secondary color palette. A robust socialization process helped to navigate the relationship between the health system and university, driving buy-in across the system. We simplified the system's brand architecture to reinforce the idea of ONE UNC Health and supported the activation process to introduce and integrate the new brand across the system. The result is a modern, aspirational brand that reflects the intersection of empathy and expertise, propelling the organization on their path of transformation.

Brand Essence

Mantra

Ensure a healthy future for all

Attributes

Approachable

Transformative

Optimistic

(Before)

(After)



UNC HEALTH

The new UNC Health name and logo mark are symbolic of a commitment to the health system's transformation strategy. That strategy was developed to ensure an ability to care for the people of North Carolina as customers adopt new technologies and expect a new kind of health care delivery. The logo embodies the essence of UNC Health's vision: a new horizon in health where empathy and expertise intersect.



















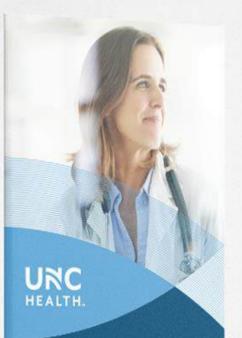


URC HEALTH

Conquering cancer together

Que recture pedigna tion serae iliquun dicatus et ferferis qui volorpo remp orro

unchealth.org



Find your doctor

Finding your doctor has never been easier

From primary care providers to specialists, UNC Find-A-Doc is your resource for finding the right care close to home.

Begin your search at uncfindadoc.org or call (984) 974-632

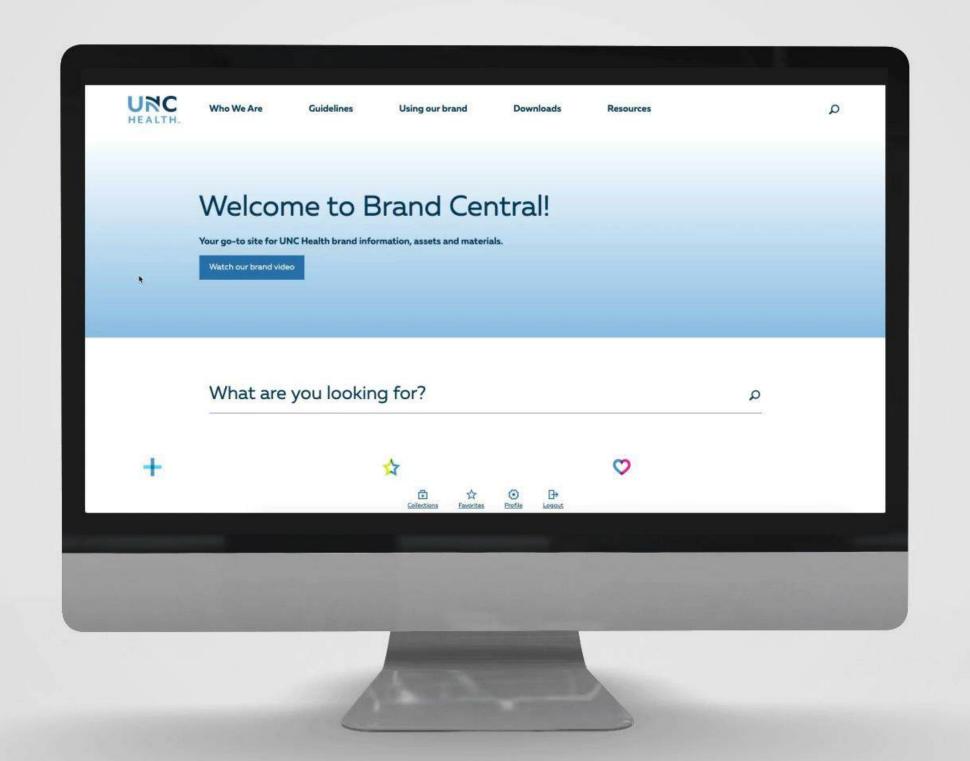
unchealth.org

How we care for your family

UNC HEALTH.

unchealth.or





UNC.

Who We

videlines

Using our brand

ownloads

ources

٥

Guideline

Using o

ads Reso

Resources

Add to Favorites

EALTH.

Who We Are

Guidelin

Using our brand

Dov

Resources

Photography

☆ Add to Favorites

Introduction

UNC Health Living

UNC Health Caring
In use

Misuse

Introduction

Our UNC Health photography is authentic, bright, clean and cool.

AUTHENTIC



BRIGHT



CLEAN



1

Our photography is a memorable and recognizable visual element that reflects the more human, emotional aspects of our brand. Through style and content, we can merge the empathy and expertise that our brand embodies. We have two palettes for UNC Health photography — Living an Caring. Our Living images represent the healthy lifestyle and positive outcomes of our expertise and care. Our Caring imagery portrays the people involved in and the environments where our communities experience our care.

All imagery should be professionally executed, well-lit and thoughtfully composed. Backgrounds should be clean, simple and uncluttered. Content should be candid, never posed or staged. We wou encourage you to use our images with more diverse populations to show the breadth of our co-worker and patient populations in North Carolina.

UNC Health Living

When producing or selecting Living photography, follow the key principles below.

- · Capture everyday people in positive, healthy lifestyle activities.
- Subject matter should be warm, human and diverse.

 Color tops should be seed along and bright.
- Color tone should be cool, clean and bright.
- Lighting should be very bright, but still natural.
- Subject should feel authentic and natural.
 People can be alone or connecting with each other.

Brand voice

Our voice principles

Principle 1: We are approachable

Style guide

Add to Favorites

Our voice principles

Principle 2: We are transformative What are voice principles?

Principle 3: We are optimistic

Brand voice

Brand voice

Voice principles are the feelings that deliver tone. Our principles directly align to our brand personality traits, and aid us in embodying the feeling we want our audiences to have when they engage with us.

If our voice was embodied by a person, that person would be:

Your high-achieving but down-to-earth friend who lives down the block. She has a PhD and has traveled the world, but she still comes over for barbecues and picks up your kid at soccer when you're stuck at work.

She's the person you go to when you feel lost or confused because she listens and then gives real advice – advice you can put into action. (And she always responds to text messages quickly, sometimes even with a phone call.)

She knows what she's talking about and isn't afraid to tell you something you might not want to hear. But she never bosses you around or criticizes you; she respects your knowledge and opinions. Talking to her makes you feel cared for, reassured and confident that you will get through a tough time.

Principle 1: We are approachable



At UNC Health, we are committed to combining the head and the heart. By uniting empathy and expertise, we ensure every North Carolinian has affordable access to a new standard of health.

An example of what we mean:

At UNC Health, we are committed to improving the health of all North Carolinians, through everyday patient care, ongoing research to improve people's lives, and inspirational encounters where we hope everyone we meet feels comfortable and included, asks questions, and leaves their interaction feeling heard and empowered about their health.

WHAT WE MEAN

We sound empathetic, warm, rational, inclusive and emotional.

WHAT WE DON'T

We don't sound judgmental, authoritarian, superior or cold.

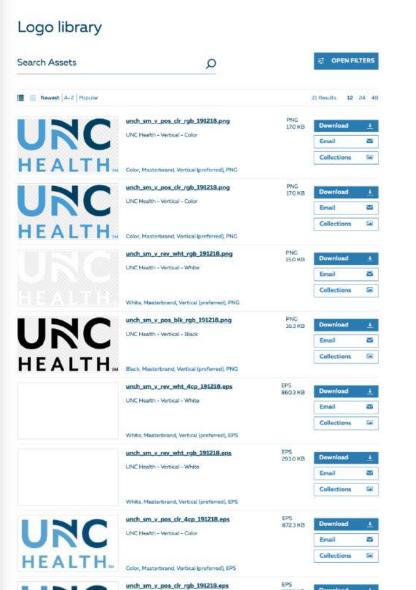
HOW WE WANT AUDIENCES TO FEEL ABOUT US

We want our readers to feel comfortable asking us anything.

HOW WE BRING THIS

"I really want people to know that it's OK for you to talk with your primary care provider if you are feeling depressed, anxious or have any other concerns about your mental health. You don't have to wait for an appointment with a psychiatrist." - Dana M. Neutze, MD, PhD is an associate medical director at UNC Family Medicine Center at Chapel Hill. "How a Primary Care Provider Can Help Improve Your Mental Health." Health Talk bloo

Logos



66

Over the last year, Monigle has played an influential role in not only leading development of our new identity, but in the socialization and on-the-ground prep to make this change real across our system. Thanks to their partnership, we are proud to present a brand to the world that reflects the duality of our organization and illustrates our commitment to being a positive force for all of North Carolina.

- Elizabeth Hite, Executive Director, Brand & Marketing

Luminis Health

Illuminating a new era of healthcare to a community

Discovery

Brand Strategy

Naming

Brand Platform

Brand Architecture

Partnership Strategy

Verbal Identity

Visual Identity

Activation

Teaser and Launch

Brand Behaviors and Book

Guidelines

Brand Training

LIGHTING THE WAY WITH EASE AND SIMPLICITY

Industry Context:

In recent years, a new expectation has been set in the healthcare industry to shift the focus to a more patient-centric business model. However, while many brands strive to bring higher levels of humanity to their approach, few have embraced it as wholeheartedly and holistically as Luminis Health.

Challenge:

We began with two unique health systems with one shared goal: to transform people's care for the better. In order to do so, the new brand, culture, and voice had to be seamlessly integrated, externally and internally. Both organizations needed to come together around something that mattered.

When combined, these health systems stretched across nearly the entire state of Maryland, from Washington DC to Baltimore—a highly competitive region for healthcare. Our opportunity was to position against the big academic medical centers by offering something different: a simpler, more personal, more human approach.

Research showed that consumers want to feel prioritized, and want to be involved in their care. Ultimately, they want to be treated like a person that matters. Our new brand had to show how a small system with a big heart could deliver all of that, and more.

Strategy:

We focused the new brand around a single, essential concept: making healthcare refreshingly easy. This strategy not only aligned with what people want from their care experience, but also helped distinguish Luminis in a highly-competitive market. We elevated the big benefits of a "small" system: locations are easy to navigate, not huge and overwhelming; providers are embedded in neighborhoods, not big cities; and doctors have more time to care for individuals, instead of treating them like another number.

We set out to create a brand that looked, sounded, and felt as bright and welcoming as this refreshing approach. The Luminis name became our North Star, radiating the simplicity, humanity, and optimism of the strategy. Every detail, from the colors, to the photography and illustrations, to the language used in messaging, was developed to reflect and connect with the people served.

Results:

The new Luminis Health brand is a beacon for hope, healing, and a better approach to care—on a personal, and industry-wide level. With a positive energy and momentum that not even the challenges of 2020 could dim, Luminis Health promises a refreshing, simple, and whole-heartedly human experience that sets a new standard for personalized, patient-centric healthcare in Maryland and beyond.

Stakeholder perspective

"The opportunity is unbelievable. We can impact an entire community. There is a lot of excitement around this."

Luminis Health leveraged a three-pronged approach of consensusbuilding and buy-in to ensure a successful outcome

Internal leadership

- Initial participation in Discovery interviews to represent both organizations and their goals
- Share directions and options with leaders at each organization and later as a combined c-suite team
- Bi-weekly meetings with Tori Bayless,
 CEO, on progress and decisions (some meetings were internal-only, others included Monigle)
- Regular presentations with both sets of Board of Directors

Employees

- Focus Groups included as part of discovery process to represent both organizations
- Each phase included a workshop that welcomed HR, IT, and frontline staff as crucial participants
- Included at key decision points to provide input and make decisions



Communities and local officials

- Initial research via quantitative surveys
 with consumers and community
 influencers that spanned all geographies
- Government representatives were included in Discovery interviews
- Socialization with local mosques and churches before brand change was publicly announced
- Other local care organization including fire stations, EMTs, and schools were also involved before launch and invited to participate

Key insights from our research pushed the brand positioning to a unique and ownable space

Stakeholder perspective

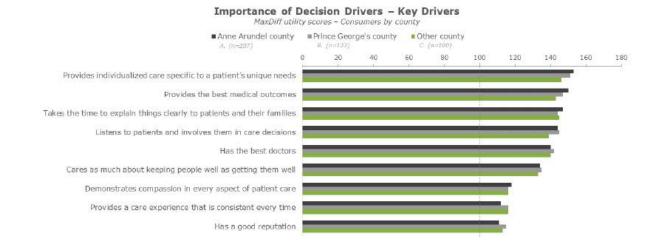
"If you're just going to be another hospital, you're not going to out-Hopkins Hopkins."

People wanted a more personal and human experience, a health-partner

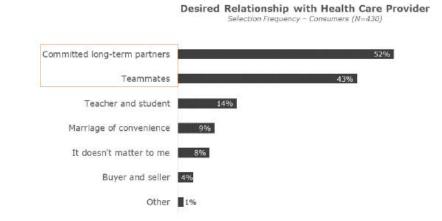
Consumers want to feel like the top priority when they receive care



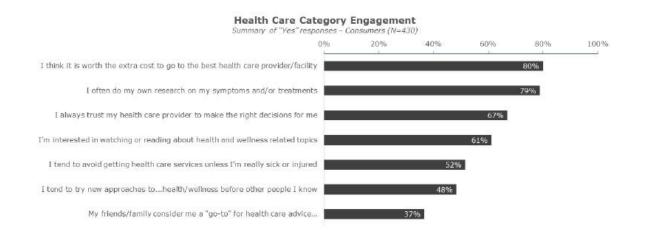
Our research shows that consumers from our region want a human and empathetic experience with quality care



They also want to work together with their provider like partners and teammates



Our consumers are willing to pay more for the best care and are active participants in their care



Brand Essence

Promise

Refreshingly easy

Purpose

Removing barriers to health

Pillars

Innate understanding

No one knows this community better than we do, and it shows. With expertise and understanding, we make each person feel like they're the only one that matters.

We are attuned.

Keeping people in the know

We work side by side with our community and patients in ways that matter most, ensuring that they're educated and informed, so they can take control of their health.

We are **forthright**

Expertise within reach

As an agile system of care, we're creating a new force in health care, delivering highquality care in an optimal way by expanding our footprint, mobilizing our services and enhancing health in our communities.

We are **exceptional**.

The Luminis Health brand architecture and naming conventions are designed to build the brand and help patients easily find their way

Nomenclature Decision Tree

Naming a service or entity and confused

about where to start? Follow the decision

tree to determine which descriptor to use.







1: System

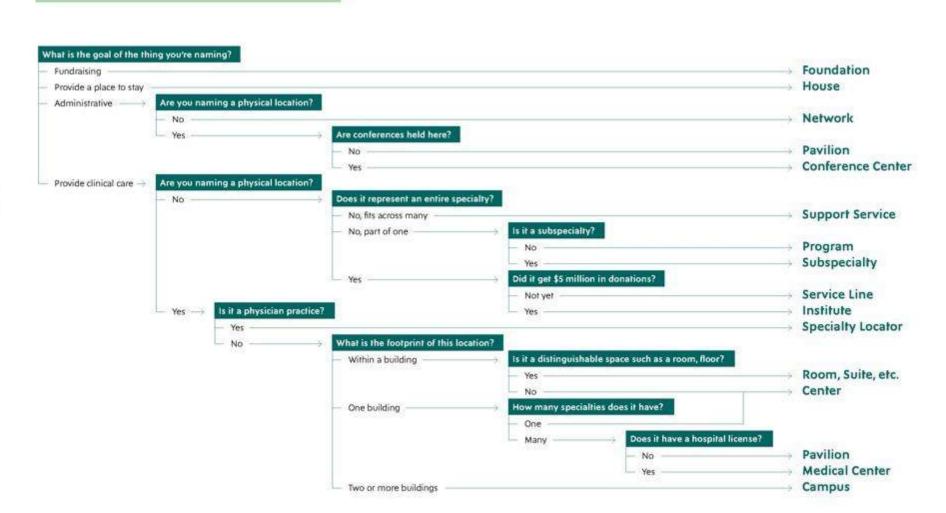
Our masterbrand, represented by the Luminis Health logo, is prominently placed with high visibility.

2: Key access points

Medical centers and major service lines are treated typographically, in a highly visible location.

3: Wayfinding

Practices, sub-specialties, support services and locators appear as remote descriptors or in the context of copy and address blocks.



And the naming strategy is driven by unity and simplicity

We are unified under one masterbrand.

How do we deliver on our experience of being refreshingly easy? One way is by unifying everything we do under a single system brand (our masterbrand), we can focus our resources and bring the organization together in an efficient and scalable way. This strategy allows us to:

- · Simplify our portfolio
- Make it easier to access our system and benefit from the value it creates
- Organize our entities and offerings in a cohesive fashion
- Give clinical services and facilities distinct visibility while elevating our masterbrand
- · More efficiently build equity in Luminis Health

The chart below outlines the levels of our brand architecture and where enhibes fall within this structure. The following page illustrates how these entities are treated visually in application.

Brand Architecture Level

1: System Represents Luminis Health and all that we have and do within our system. This is our only logo.	System brand	Luminis Health logo
2: Key access points Significant offerings of our system include medical centers and major service lines.	Medical centers and major service lines	Remote typographic descriptor
3: Wayfinding Helps guide people to the care and locations they're looking for.	Practices, sub-specialties, support services and locators	Remole hypographic descriptor

Entities Included

Visual Treatment

Guideposts for our names.

We start with a general approach for our names:

- Lead with Luminis Health: Luminis Health is our brand and represents all we do. It's the first element of all our names.
- Be descriptive: Step into the consumer's shoes and use easy-tounderstand language to clearly describe our offerings. Avoid unique or or ambiguous names that consumers won't immediately get.
- Avoid acronyms/initialisms: They may be short, but acronyms and initials cause confusion, dilute the message, require further explanation and can be problematic for search engines.
- Limit to last name: While donors are critical to our system and growth, their names add complexity. When possible, use only last names of our donors.
- End with the descriptor: Provide critical information first, and then follow with a descriptor. Instead of "Center for X," write "X Center."
- Meet regulatory and accrediting standards: Comply with regulatory and credentialing requirements set by The Joint Commission, Centers for Medicare and Medicaid Services, etc.

Naming convention	Definition	Formula	Donor apportunity?	Receives marketing dollars?
Foundation	A separate nonprofit organization that supports the programs and services of a medical center. It operates independently, yet its goal is to raise money for the medical center and to increase community awareness.	Medical Cerder Name + Foundation	No	Yes
House	A location where patients, patients families or long-term residents (i.e., nursing home) can stay or live.	(Last Name) + (Specialty/Locator) - House	Yes	Yes (not always)
Network	A collection of health providers, such as physicians, hospitals and post-acute specialists, that join together for a specific purpose. Networks are led or organized by Luminis Health.	Purpose + Network	No	No
Pavilion (on medical center campus)	A building on a hospital campus that provides clinical care and/or supports primarily educational or administrative functions.	(Last Name) + Pavilion	Yes	No ·

Locator name

The locator name helps patients and visitors understand where the entity is. Use the below list, in order, to select the most appropriate locator name:

- 1. Neighborhood or development
- 2. City or town
- (if the area is too small to have a neighborhood name)
- 3. Street name
- (if the city or town has multiple locations)
- Cardinal direction or address number (if there are multiple locations on the same street, within the same office park, campus, neighborhood, etc.)

When we have multiple practices at the same location, now or in the future, the signage, collateral and advertising should use specific addresses, including building names and suite numbers, for further wayfinding.

Include this information with other contact information such as web addresses and phone numbers to help people find their way.

Descriptor name

We distinguish our services and entities by creating systematic descriptors that can be used across our entire system.

Use the chart on the following pages as a blueprint for naming our services and entities:

- · Classify a service or entity under the right naming convention
- · Find the formula for naming a certain service or entity
- · Determine whether a service or entity is a donor opportunity
- Check whether a service or entity receives marketing dollars









The name **Luminis** is representative of light—the energy you can see, symbolizing shedding light on complexity in order to simplify it. The **logo** expresses light, forward movement, dimension and optimism, representing the commitment to being a beacon of light for our communities. The symbol, an evolution of the original lantern mark, is designed with geometric facets that speaks to clinical expertise and precision.

The brand essence drove the visual and verbal expression

AaBbCc 123

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We communicate with boldness and simplicity.

Even something as simple as a typeface can still tell a story. This can be seen in the sharp and precise angles of our primary typeface, Ysans, and in the unique casualness of our handwritten font, Caveat. Like many of the other elements in our system, these two fonts work in harmony to balance our expertise with our humanity.

Ysans is our primary typeface. It's straightforward and easy to read.



Our color signal is green, with a touch of sunshine.

Where green celebrates our scientific side, our warmer tones celebrate our humanity. The depth of our palette ensures that we can create dimension and effectively leverage color as a tool to communicate. These color formulas are optimized specifically for our brand and should be used in place of PANTONE® or Adobe® color references.

Emerald

pms: 2402

cmyk: 100, 9, 60, 0 rgb: 0, 157, 136 hex: #009d88

White

Seafoam

pms: 2254

cmyk: 35, 0, 42, 0 rgb: 169, 215, 170 hex: #a9d7aa

Starlight

pms: 7499

cmyk: 0, 4, 28, 0 rgb: 255, 240, 193

hex: #fff0c1

Jade

pms: 2248 cmyk: 66, 0, 48, 0 rgb: 76, 190, 160

hex: #4cbea0

Sunrise

pms: 149

cmyk: 0, 28, 58, 0 rgb: 253, 191, 122

hex: #fdbf7a

Forest

pms: 7719

cmyk: 100, 2, 46, 49 rgb: 0, 102, 98 hex: #006662

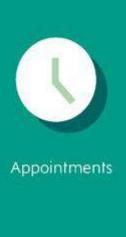
Midnight

pms: 316

cmyk: 100, 16, 33, 66

rgb: 0,71,81 hex: #004751

Iconography is simple and inspired by light and dimension







Prescriptions

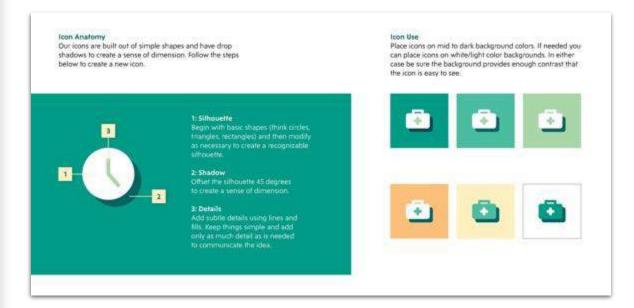


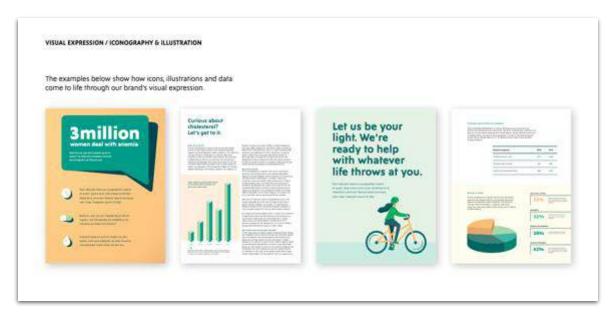




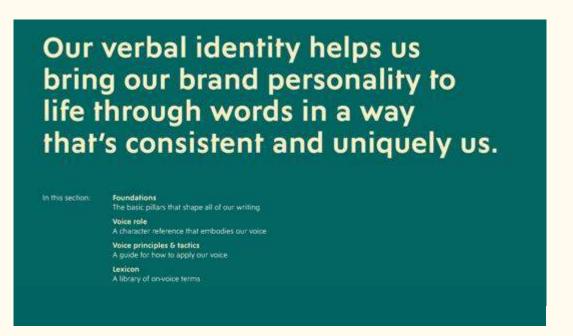
Services



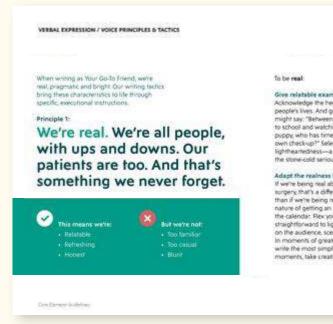




The Luminis Health brand voice is simple, bright and void of complexity and jargon













Our writing practices we

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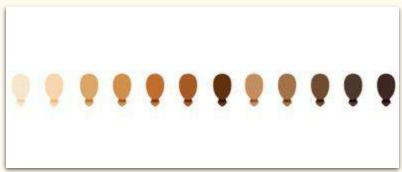
The illustration style helps simplify complex ideas, reinforce inclusivity, and makes intimidating moments more approachable













Activation Planning focuses efforts on where to make the most meaningful impact

Rollout plan: The Framework

The rollout plan needs to consider activities before, during and after launch. For speed and efficiency, we typically recommend a phased approach to rollout, creating a powerful impact during launch while allowing time after to keep the momentum and complete the transformation.

Prepare

Launch

Promote & Migrate

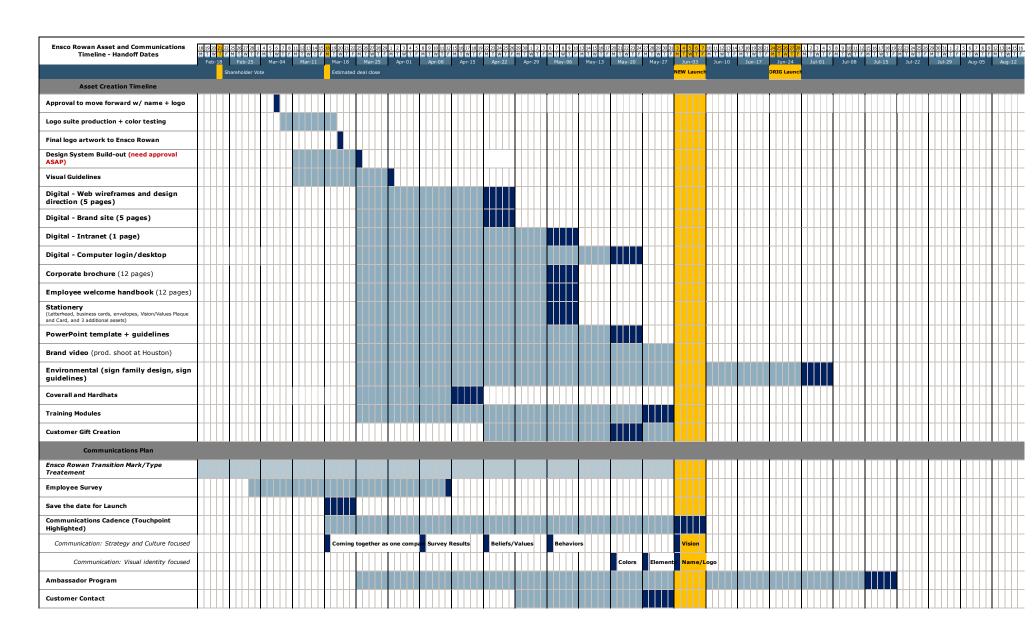
- Develop fundamental brand assets and marketing collateral
- Educate and motivate employees in advance of launch
- Socialize brand to leadership and other key internal stakeholders
- Prepare leaders and key partners (customers, vendors and investors) for the change

- Unveil the new brand internally and externally
- Continue to educate and motivate employees
- Grow existing relationships and build new ones with external audiences
- Provide examples of new brand in action to build momentum around change

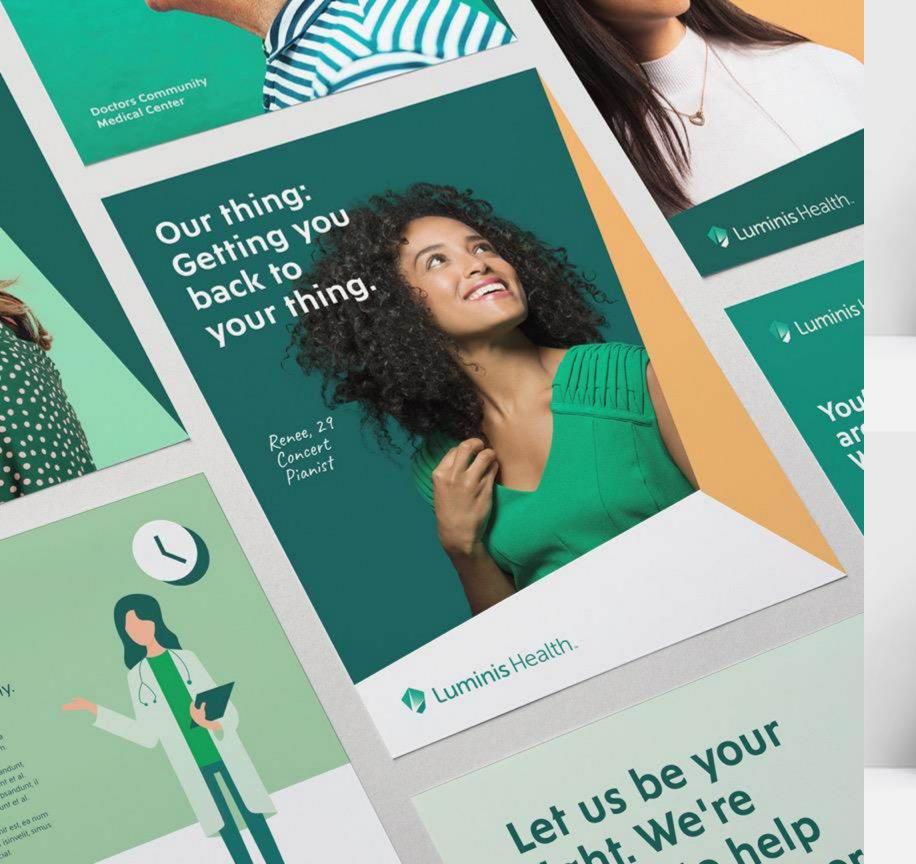
- Promote the company transformation
- Migrate communications and branded items
- Continue educating all audiences on the new brand platform
- Demonstrate and share successes
- Ensure brand consistency and evolve, as necessary

Rollout plan: Illustrative example

The rollout plan will provide the activities, timing, and cadence required to successfully rollout the brand. The plan focuses on the higher-level activities, and does not get into a detailed, step-by-step process for each workstream.



Bringing brand to life...

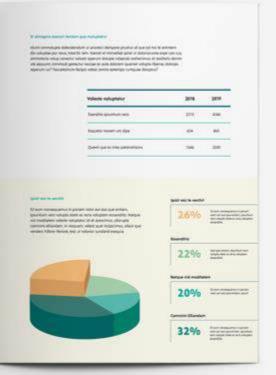












Curious about cholesterol? Let's get to it.



Let us be your light. We're ready to help with whatever life throws at you.

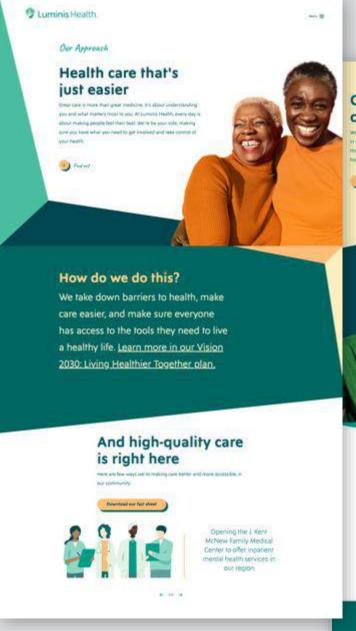
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You have goals to meet. We help you get there.

The average number of food decisions Americans make daily.













Uniform strategy















































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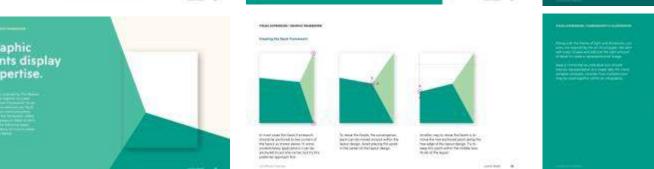
People make

us vibrant.











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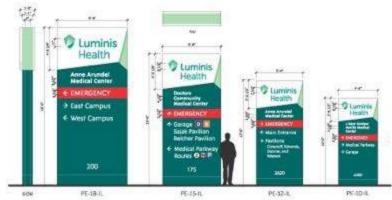


Anne Arundel Medical Center

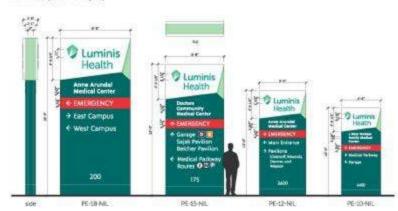
- ← EMERGENCY
- → East Campus
- ← West Campus

200





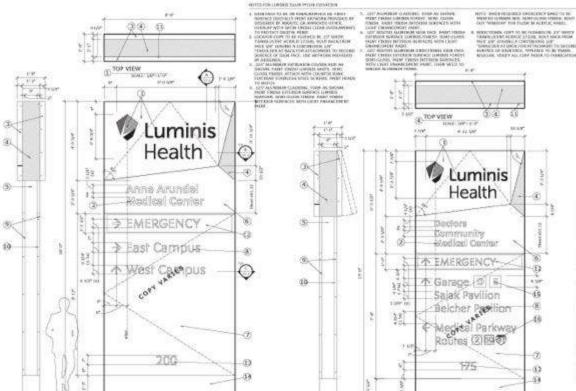
Illuminated Pytons w/ Emergency



PE-18-II: Pylon





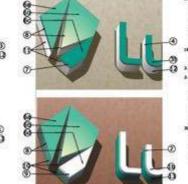


Side VIEW

(6) PE-15-IL Pylon

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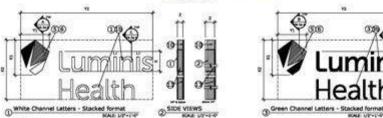


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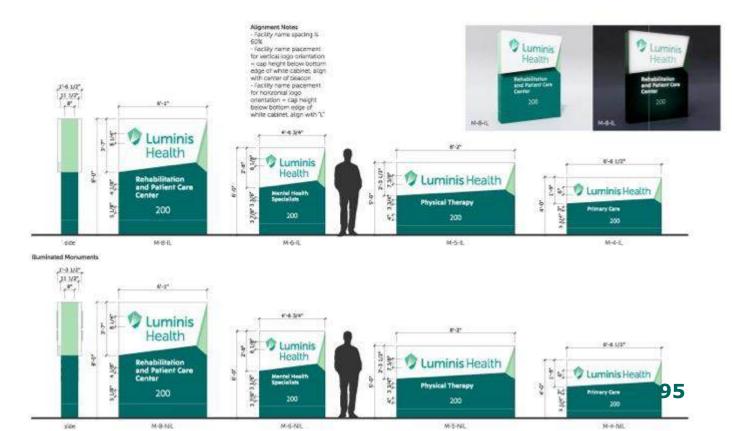
⊕ SIDE VIEWS



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Channel Letters - Stacked Format



Mobile health clinic





Community blood donation fleet







Launch and engagement

Launch day ecosystem















Virtual training portal allowed employees to explore the brand



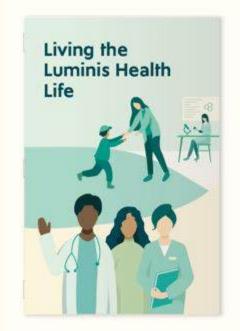




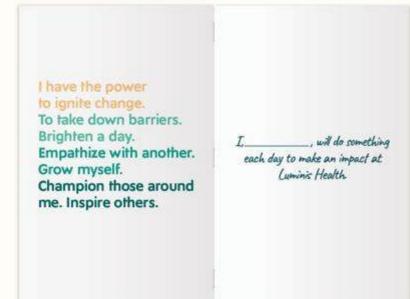


An updated brand story and experience guide helped employees see their role in delivering the brand







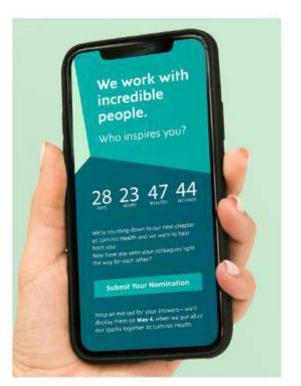








Internal launch teaser campaign

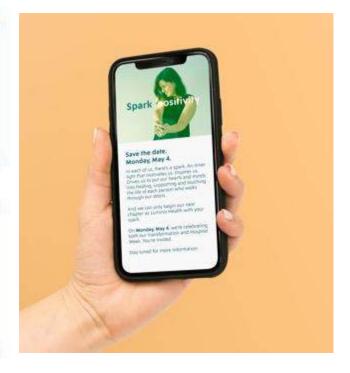














good
excellence
change

Spark inspiration
positivity
happiness
possibility
community
action
beginning
ideas
meaning
impact
opportunity
unity
radiance
change
innovation
community
positivity
progress









In the words of the clients



"We need partners capable of delivering deep thinking and creative excellence as an extension of our virtual teams. We're thankful to have selected Monigle as our partner-they're a seamless extension of our brand team and our virtual teams. The impact they are making as part of this transition is huge."

Sven Seger, Global Creative Director, Microsoft





"Bingo! As usual, our Monigle teammates delivered on target. This is fantastic. I am extremely grateful for the privilege of partnering with such a talented team, who not only 'gets us' but makes us feel like their only client."

Kimberly Tebrugge, Chief Communications Officer, United States Air Force Academy



"Monigle stayed focused on our objectives when we tossed a wrench in the process for various reasons, they were able to be flexible and respond to fulfill our latest unexpected objective... What I didn't expect and welcomed was their flexibility throughout the process to work with us on budgets and timetables to accommodate the unexpected."

- Former SVP Marketing & Communications, HonorHealth



To the journey ahead.

monigle

150 Adams Street Denver, Colorado 80206 303.388.9358 www.monigle.com 575 8th Avenue Suite 1716 New York, NY 10018 212.381.1532