

# DIALYSIS JOINT VENTURE

## Creative Solutions to Advance Healthcare

Innovative Health Strategies, a strategic advisory firm, creates solutions for healthcare providers to enhance revenue and reduce cost. Today's challenges require successful healthcare entities to establish new revenue sources and efficiencies to support new strategic initiatives.

Opportunities to develop new outpatient dialysis facilities continue to develop as the ESRD incidence rate continues to climb. Dialysis Joint Venture transactions are complex, yet having Innovative Health Strategies on your team will ensure that your deal is structured to maximize your ROI.

## Our 360° Approach

We are equipped to lead your project from start to finish, with our unique 360° approach, combining business, operational, project management and legal expertise.

- **Financial Analysis:** Our financial review and proprietary sensitivity analysis will help determine your readiness and position your joint venture for success.
- **Capital Funding:** Our proprietary capital funding process will identify the best third party lenders and the most favorable terms to fund your investment.
- **Strategic Partnership:** Whether you develop a joint venture on your own or in affiliation with a regional or national provider, we are here to help. We know the players and can help you determine the best match through our comprehensive RFP process.
- **Sound Deal:** Negotiation and contracting are our core strengths. Innovative Health Strategies will stick with you to the end, handling negotiation of business and legal terms and making sure they are reflected in your definitive agreements.
- **Project Management:** Having been involved in the development of over 100 de novo dialysis facilities, our experience will result in an efficient, cost effective and timely development of your dialysis facility.

## We Know Dialysis Inside and Out

We know the dialysis business from the inside out. Our senior executives bring more than 80 years of operational and development experience in the dialysis industry.

**Butch Marino**, former Chief Development Officer and co-founder of Physicians' Dialysis, Inc., led its growth to 25 facilities positioning PDI for sale to DaVita, Inc. Prior to PDI, Butch was involved in over 100 acquisitions as VP of Acquisitions for Gambro Healthcare, Inc.

**Neil Olderman** is a partner in Drinker Biddle Reath LLP, currently serving as Chairman of its prestigious healthcare practice. Neil has managed the legal issues in 50+ dialysis transactions over a period of 15 years.

**Kelley Taylor Hearne**, also a partner in Drinker Biddle Reath LLP, has been the lead attorney involved in negotiating the legal documents in many dialysis outsourcing and joint venture transactions. Prior to joining DBR, Kelley was outside counsel for a large national dialysis provider, representing them on acquisitions and joint ventures.

**Joe Minahan** formerly served as Director of Corporate Development for Satellite Healthcare Inc., and Director of Business Development with DaVita, Inc., where he was instrumental in securing numerous acquisition and joint venture relationships with hospitals, physicians, and private owners.

**Hank Michael** was once Director of New Business Development at DaVita, Inc. where he was involved in many dialysis acquisitions and joint ventures. At DaVita, Hank also held the position of Regional Operations Director. His experience includes service on the Board of Directors of the Florida Renal Administrators Association.

**John Russo** formerly served as Director of Corporate Development for DaVita Inc., where he was instrumental in securing numerous acquisition and joint venture relationships with physicians, private owners and hospitals.

**John Chambers** was previously VP of Development for Renal Treatment Centers. Under his management, RTC grew from 7 facilities to more than 100 clinics before its sale to DaVita, Inc.

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## Results Without Risk

Innovative Health Strategies is recognized for our creative yet practical approach to the business of healthcare. Our unconventional methodology extends even to our pricing structure. We are flexible to structure our fees to meet your needs, which includes tying our fees to your results. We take pride in making a positive financial contribution and guarantee a substantial return on your investment in our services.

## Testimonials

“Englewood Healthcare Enterprises engaged the services of IHS to help identify a dialysis partner and negotiate a joint venture. I have the highest regard for Butch Marino and the IHS Group with respect to their knowledge of the dialysis business and their ability to negotiate beneficial joint ventures.”

— Warren Geller  
Executive Vice President and COO  
*Englewood Healthcare Enterprises, Inc.*

“With Innovative’s advisement on the sale of our membership interest in a joint venture dialysis facility, we received an outstanding purchase price, in addition to strong legal protection. I found Innovative and Butch Marino, its president, to be very knowledgeable, diligent, and professional as an advocate for me as a nephrologist.”

— Jack W. Moncrief M.D., FACP

“We engaged the services of Innovative Health Strategies to help negotiate a joint venture between the Nephrology Division and its outpatient dialysis provider. They were able to navigate the very difficult waters of establishing a partnership between a for-profit dialysis corporation and a non-profit University. I have the highest respect to their knowledge of the dialysis business and their ability to negotiate beneficial joint ventures.”

— Brad H. Roven, M.D.F.A.C.P., F.A.S.N  
Director, Division of Nephrology  
*The Ohio State University Medical Center*

## Breadth of Experience

These medical centers, independent dialysis providers and nephrology practices have turned to us for help with Dialysis Joint Ventures. We would be happy to arrange reference calls.

- Apollo Healthcare, LLC
- Apollo-Hauppauge, LLC
- Englewood Healthcare Enterprises
- Hypertension and Kidney Specialists, P.A.
- Jack Moncrief Group, P.A.
- Kidney Specialists, Inc.
- Mid-State Nephrology Associates, P.A.
- Montefiore Medical Center
- Nephrology Investments of NW DC, LLC
- Renal Care and Management, LLC
- Renal Care of Northern New York
- Sacred Heart Medical Center
- Saint Barnabas Health Care System
- South Florida Nephrology Group, P.A.
- The Kidney and Hypertension Center, Inc.
- The Ohio State University Internal Medicine
- University of Pittsburgh Medical System
- University of Texas Medical Branch – Houston
- Wichita Nephrology Group, P.A.

## About Us

Innovative Health Strategies, LLC provides strategic advisory services to help hospitals, health systems and independent providers build revenue, cut costs and impact ROI while enhancing quality of care. We partner with forward-thinking senior management to develop innovative, results-oriented business strategies and transactions. In the dialysis arena, Innovative Health Strategies, LLC specializes in outsourcing, program improvement and joint venture initiatives.

To find out more about how Innovative Health Strategies can help you achieve your strategic initiatives through Dialysis Joint Venture, contact Butch Marino @ 410.296.7190 or 410.925.1002. [IHSconsult.com](http://IHSconsult.com)