

DIALYSIS OUTSOURCING

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 to fund new technologies and initiatives.

High-functioning dialysis units, often having reached economic maturity, are prime candidates for spin-off to independent dialysis companies. Dialysis outsourcing transactions are complex, yet having Innovative Health Strategies on your team will ensure that your deal is structured for top value.

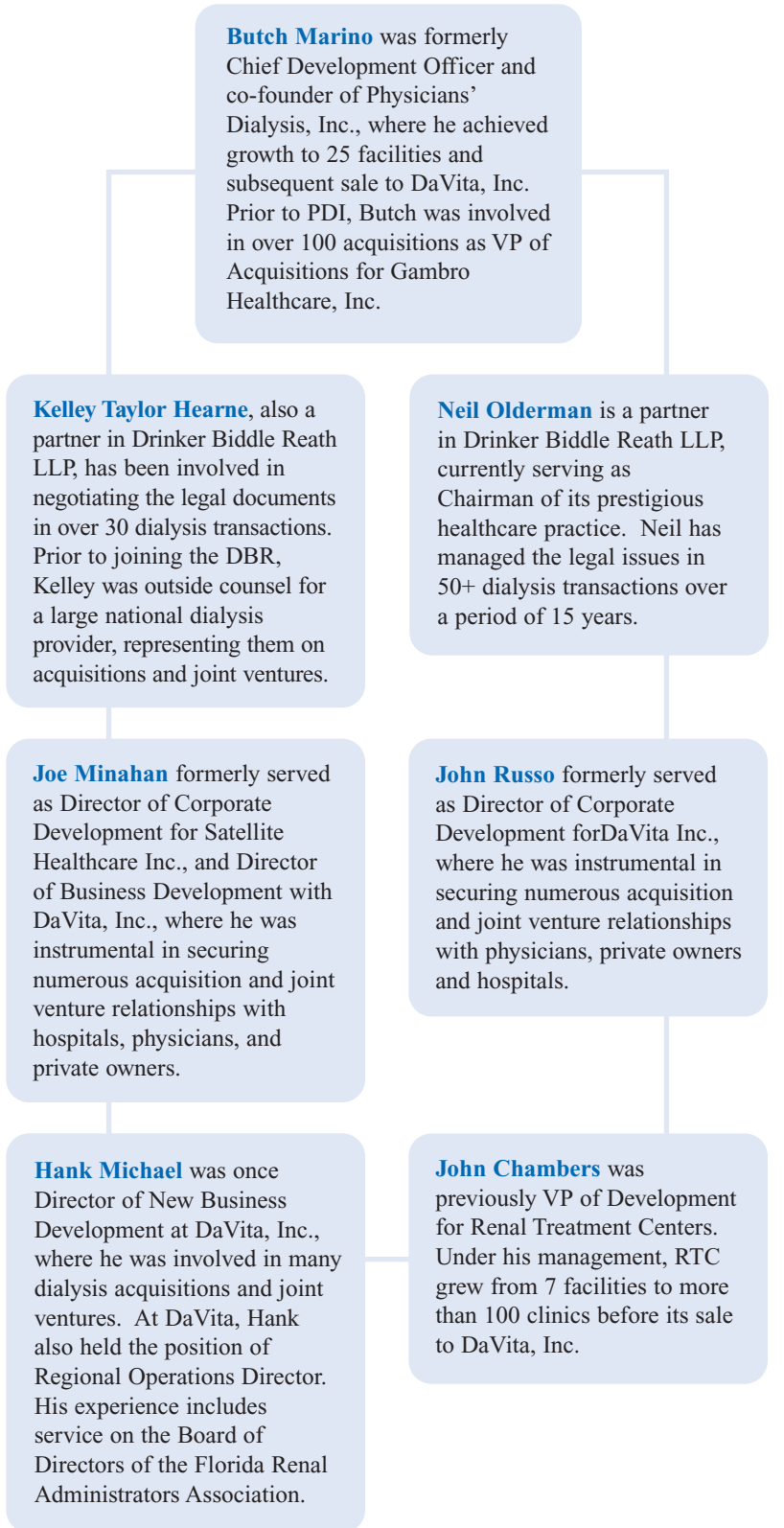
Finding the Right Match at the Right Time

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

- **Program Evaluation:**
Our operational review will help determine your readiness and position your program for outsourcing.
- **Strategic Partnership:**
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 terms and making sure they are reflected in your definitive agreements.

Our Expertise Runs Deep

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.



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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

“I believe that Innovative Health Strategies secured a sale price that was beyond our expectations. Their knowledge, attention to detail and work ethic was instrumental in the successful sale of the clinics.”

— Joshua J. Bailin, M.D.
David Halpert, M.D.
South Palm Beach Nephrology

“Innovative Health Strategies (IHS) is highly proficient, hard-working and focused on the needs of the client. We selected IHS to represent the partnership between a private physician group and the health system on their excellent reputation within the dialysis community for such business transactions. Their experience, knowledge and consultation throughout the turnkey process were instrumental in the end result of a successful deal. IHS delivered a comprehensive deal that exceeded the expectations of the Board. It is with great pleasure and satisfaction that we recommend IHS for your dialysis business.”

— John MacLaurin, D.O., Board President
Chris Truax, Board Vice President
Greater Columbus Regional Dialysis, LLC

“I believe the successful sale of our dialysis center was the result of Innovative Health Strategies’ expertise as our advisors, their efficiency and accuracy in the evaluation, appraisal and presentation of our center. The end result was that they secured a sale price that was beyond our expectation.”

— Rand J. Wortman
President/CEO
Kadlec Health System

To find out more about how Innovative Health Strategies can help you achieve your strategic initiatives through Dialysis Outsourcing,

contact Butch Marino @ 410.296.7190 or 410.925.1002.

IHSconsult.com

Breadth of Experience

These medical centers and independent dialysis providers have turned to us for help with Dialysis Outsourcing. Together we’ve achieved more than \$335 million in purchase price value. We would be happy to arrange reference calls.

- **Advanced Dialysis of Fort Lauderdale**
- **Atlantis Dialysis Center**
- **Boynton Beach Dialysis Center**
- **Broward Kidney Center of Coral Springs, LLC**
- **Dialysis Services of Central Ohio, LLC**
- **Eastern Connecticut Health Network**
- **Emory Healthcare**
- **George Washington University Medical Center**
- **Greater Columbus Regional Dialysis, LLC**
- **Johns Hopkins Health System**
- **Meadows Dialysis**
- **Mid-State Nephrology Associates**
- **Paukert Dialysis, Inc.**
- **Physicians Choice Dialysis**
- **Porter Dialysis**
- **Renal Care and Management**
- **Saint Barnabas Health Care System**
- **Saint Patrick's Hospital and Health Science Center**
- **Saline County Dialysis**
- **Thomas Jefferson University Hospital**
- **Tri-Cities Kidney Center**
- **Ultimate Renal Care**
- **University of Alabama Health System**
- **University of Pennsylvania Health System**
- **University of Pittsburgh Medical System**
- **University of Texas Medical Branch – Galveston**

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.