

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 evaluates the readiness of your business and positions 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.

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 and joint ventures as VP of Acquisitions for Gambro Healthcare, Inc.

Jason Lehmann, as Director of Corporate Development, has been instrumental in developing and managing numerous acquisition and joint venture relationships with hospitals, physicians, and private owners during his tenure with Innovative Health Strategies.

Kelley Taylor-Hearne, a partner in Drinker Biddle Reath LLP, has been involved in negotiating the legal documents in over 30 dialysis transactions. Prior to joining the DBR, Kelley was outside counsel for a large national dialysis provider, representing them on acquisitions and joint ventures.

John Russo, former Director of Corporate Development at DaVita Inc., was instrumental in securing numerous acquisition and joint venture relations with physicians, private owners, and hospitals.

Teresa Lamprech, former Senior Director of Finance for DaVita Inc. and Vice President of Decision Support for Gambro Healthcare, Inc., has M&A expertise ranging from financial analysis and due diligence to integration.

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.

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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

“Given the recent trends in the dialysis industry regarding reimbursement, Lowell General Hospital made the decision to explore an outsourcing strategy with the assistance of Innovative. The Innovative team did a thorough evaluation of our business, including its future sustainability and its marketability if we decided to pursue a sale. Once it was decided that the sale of our dialysis business would be best for the hospital, employees, and patients, alike, Innovative worked as a liaison between the team at Lowell General Hospital and potential buyers and negotiated on our behalf to secure a terrific purchase price for our business that we are incredibly happy with.”

— Joseph A. White
President
Lowell General Hospital

“Their insight and decisiveness in all phases of negotiations ensured that we received the best possible outcome from the transaction, and their professionalism reflected positively on the hospital and EMMC team. Moreover, through their concerted efforts Innovative was able to obtain a purchase price that we are very pleased with and which was beyond what we had thought possible.”

— Deborah Carey Johnson
President & CEO
Eastern Maine Medical Center

“Lancaster General Hospital engaged Innovative due to its extensive experience and intellectual knowledge of the dialysis industry. Innovative was successful in helping us: 1) analyze and identify a range of values for the outpatient center; 2) find an appropriate buyer; 3) negotiate a very good purchase price; and 4) navigate the complex definitive agreement to give us the business insight and legal protection we needed.”

— Robert P. Mancina
Senior Vice President & Chief
Administrative/Legal Officer
Lancaster General Health

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

Butch Marino, President @ 410.296.7190.

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**
- **Bozeman Deaconess Hospital**
- **Broward Kidney Center of Coral Springs, LLC**
- **Choice Home Dialysis, LLC**
- **Danbury Hospital**
- **Dialysis Services of Central Ohio, LLC**
- **Eastern Connecticut Health Network**
- **Eastern Maine Medical Center**
- **Emory Healthcare**
- **Frederick Renal Care**
- **George Washington University Medical Center**
- **Glendale Nephrology Services**
- **Greater Columbus Regional Dialysis, LLC**
- **Johns Hopkins Health System**
- **Lancaster General Hospital**
- **Lowell General Hospital**
- **Meadows Dialysis**
- **Mid-State Nephrology Associates**
- **Paukert Dialysis, Inc.**
- **Physicians Choice Dialysis**
- **Porter Dialysis**
- **Renal Care and Management**
- **Saint Barnabas Health Care System**
- **St. Luke's Health Network**
- **Saint Patrick's Hospital and Health Science Center**
- **Saline County Dialysis**
- **The Valley Hospital**
- **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**
- **Val Verde Renal Care Center**
- **West Georgia Health**