

# 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.

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

**Kelley Taylor Hearne**, also 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.

**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.

**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.

**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 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

“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*

“Without reservation we fully recommend Innovative Health Strategies’ services to any interested parties looking to explore outsourcing their dialysis facilities. You will find their experience, professionalism and efficiency will ensure the best possible outcome desirable, from both a financial and legal perspective.”

— Cosette O. Jamieson, M.D.  
*Ultimate Renal Care*

“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.

[www.ihealthstrategies.com](http://www.ihealthstrategies.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.

- **Atlantis Dialysis Center**
- **Boynton Beach Dialysis Center**
- **Broward Kidney Center of Coral Springs, LLC**
- **Eastern Connecticut Health Network**
- **Emory Healthcare**
- **George Washington University Medical Center**
- **Johns Hopkins Health System**
- **Meadows Dialysis**
- **Mid-State Nephrology Associates**
- **Physicians Choice Dialysis**
- **Porter Dialysis**
- **Renal Care and Management**
- **Saint Barnabas Health Care System**
- **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.