

VASCULAR ACCESS CONSULTING

Creative Solutions to Advance Healthcare

Innovative Health Strategies, a strategic advisory firm, creates solutions for healthcare providers to enhance revenue and reduce cost. As operating a Vascular Access business becomes more challenging and complex, providers seeking to increase revenue and manage costs will need to explore alternative strategies to remain successful.

Uncertainties in reimbursement and increased regulatory burdens in the healthcare industry require Vascular Access owners to consider a whole or partial divestiture as strategic options. Innovative Health Strategies can help you determine the best strategy for your business and manage the request for proposal process if the decision is made to move forward with a sale or joint venture.

Outsourcing

High-functioning Vascular Access Centers, often having reached economic maturity, are prime candidates for spin-off to independent Vascular Access companies. Vascular Access transactions are complex, yet having Innovative Health Strategies on your team will ensure that the process is transparent and efficiently managed.

Guiding you through each stage of the outsourcing process, Innovative Health Strategies evaluates the readiness of your business and develops an action plan for moving forward. We will negotiate on your behalf to secure the best business and legal terms possible and ensure that the transaction is structured in a way that maximizes enterprise value and return on investment.

Joint Venture

A partial divestiture can be an attractive alternative to selling your business outright. With much of a Vascular Access Center's financial success being dependent upon its ability to achieve sufficient volumes, physicians can enhance their center's volume growth by strategically aligning with a partner who brings economy of scale and a singular focus on the Vascular Access market.

Innovative Health Strategies can help you determine the most appropriate partner to meet your organizational goals. Innovative will negotiate joint venture terms that not only maximize your enterprise value and return on investment but also give you maximum flexibility including autonomy in governance and clinical decision making.

Testimonials

"The Innovative team's experience working for the large national providers gave us the comfort of knowing that the joint venture we signed would be the best deal available to us. It was very important to our group to not only receive the best economic deal, but also have a joint venture model that gave us clinical autonomy and a voice in critical business decisions going forward."

— Michael Roppolo, M.D.
Renal Associates of Baton Rouge, LLC

"Using their in-depth knowledge of the vascular access market, the advisors at Innovative were able to negotiate a purchase price much greater than we had anticipated and could have expected to receive had we approached the corporate providers on our own."

— Rajdeep Gadh, M.D.
South Florida Vascular Access Leasing

About Us

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

To find out more about how Innovative Health Strategies can help you determine the best strategy for your business, contact

Butch Marino,
President

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IHSconsult.com

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Our 360° Approach

No matter what strategy you choose, we are equipped to lead your project from start to finish with our unique 360° approach, combining business, operational, and legal expertise.

Program Evaluation and Financial Analysis:

Our operational and financial review will help determine your readiness and position your sale or joint venture for success.

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 the definitive agreements.

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.

Expertise

Innovative Health Strategies knows and understands the Vascular Access market. Our senior executives and team of advisors have an extensive amount of experience working on acquisitions and joint venture transactions in the healthcare 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.

To find out more about how Innovative Health Strategies can help you determine the best strategy for your business, contact Butch Marino, President @ 410.296.7190. IHSconsult.com