

## Simple, Predictable Pricing Structure

Transparency, accountability, and value underscore our Collaborative Care and Essential Care pricing models.

### TREATMENT FEE – CALCULATED MONTHLY

What	Benefit
• Per Treatment	• No surprise fees for off-schedule treatments
• Per Modality	• No minimum treatments

### MACHINE FEE – FIXED MONTHLY

What	Benefit
• Per Machine	• Scalable, future-proof
• Per Month	• Eliminate capital expenditure

### SERVICE FEE – FIXED MONTHLY

What	Benefit
• Support Staff	• Maintain budget control with flat fee
• System Infrastructure	• Rendevor expertise and consultancy

**Hospitals overpay an average of 20% for traditional outsourced dialysis programs.**

Rendevor Dialysis offers scalable services so hospitals can choose the level of support that's right for them.

	Essential Care	Collaborative Care	Turnkey
<b>Service Provided</b>	Biomedical Operations Partnership	Biomedical & Clinical Operations Partnership	Fully staffed, supplied & supported
Procurement of Biomedical Equipment & Supplies *	✓	✓	✓
Provision & Inventory Management of Clinical Supplies *	✓	✓	✓
Maintenance & Repair of Biomedical Equipment	✓	✓	✓
Inventory Management of Biomedical Supplies	✓	✓	✓
Provisions & Support for Biomedical Operations Policies & Procedures	✓	✓	✓
Biomedical Operations Quality Assurance & Performance Improvement Support	✓	✓	✓
Provisions and Support for Clinical Operations Policies & Procedures		✓	✓
Clinical Operations Quality Assurance & Performance Improvement Support		✓	✓
Auditing of Clinical Operations with Corrective Action Plans		✓	✓
Access to an Acute Dialysis Expert		✓	✓
Provisions of Self-Directed Dialysis Training Modules for Clinical Staff		✓	✓
Consult on Staffing Model, Job Posting, Skills Validation, & Interviewing		✓	✓
Consult on Multi-Treatment Room Build-out		✓	✓
Full Program Staffing			✓
Delivery of Actual Dialysis Treatments*			✓

\* Not required as part of the Essential or Collaborative Care Service Offerings

**Additional Service Add-ons:** Full-service recruiting of clinical dialysis staff, Dialysis unit design & project management



## Changing the Landscape of Dialysis Care for Hospitals



**Want to discuss partnership Opportunities?**

Contact: Shaun Miller | shaun.miller@rendevordialysis.com | VP of Operations - Hospitals | Office: 512-599-8022

# Traditional Outsourced OR Insourced dialysis are *not* your only options.

## Now, there's a third option.

Ease the burden of switching and gain complete control for your hospital's future:

- 1 If you're not ready for Collaborative Care, Rendevor Dialysis can seamlessly function as your turnkey provider, taking over equipment, supplies, biomedical coverage, quality management, policies, and training.
- 2 On your timeline, we can shift to our Collaborative Care model or fully train and wear your teams to self-sufficiently run a program.
- 3 In each scenario, we'll customize an on-site program making the transition simpler, with less demand on hospital leadership and clinical teams.

This is what a true partner in any dialysis endeavor looks like.

# Collaborative Care – A shared-staffing model that puts you in control.

**We** partner with you to design your scalable program, including, equipment, supplies, quality management, policies, and training.

**You** provide the clinical team to administer dialysis.

**Scalable** A customized dialysis program to fit your size, budget, treatment volume, staffing, and quality management.

**Cost savings** Average savings of 15-20% annually. No capital outlay for new, state-of-the-art equipment. Predictable, per-treatment fee structure.

**Hybrid Staffing** Float your clinical teams to perform dialysis only as treatment volume dictates. Gain staffing flexibility and save margins paid to outsourced program team.

**Compliance Shield** Acute Quality Manager provides training, policies and procedures, reporting, audit mitigation, etc.

**National Scale** We manage dialysis supply chain and pass savings on to partners.

**Nationwide Network of Biomedical Technicians** Worry-free maintenance and repairs.

# The Rendevor Difference: We meet you where you are.

You're no longer stuck with one-size-fits-all options of outsourcing your entire dialysis service OR, taking it all in-house.

We can replace restrictive outsourcing contracts with a flexible program that doesn't require heavy capital investment or onboarding new staff.

Rendevor Dialysis provides scalable dialysis solutions that include biomedical expertise, clinical support, regulatory expertise, equipment, and supplies that are backed by a nationwide network and a 30-year track record.

## Our Proven Process.



**Discovery**  
(30 Days approx.)

- Identification of client needs
- Acuity level assessment
- Census projections
- Treatment delivery assessment
- Physical site assessment



**Determine Scope of Service**  
(Timeline varies)

- Pricing Structure
- Statement of Work (SOW)
- Create milestones/timeline
- Contract terms negotiation and dual execution



**Implementation**  
(60-90 Days)

- Identify implementation teams
- Weekly implementation call
- Staff recruitment
- Equipment and Supply procurement
- Policies and procedures customized
- Partner training
- Test infrastructure
- Establish Quality reporting requirements
- Equipment fully functional and optimized



**Program Sustainability & Consultancy**  
(Ongoing)

- Clinical quality oversight (P&P, QAPI compliance, mock audits)
- Consistent communication with client including performance reports
- Proactive consultation (dialysis unit plan, staffing, etc)
- Staffing filled and trained, including audit requirements.
- Ongoing staff recruitment, training, and compliance oversight
- Provide Biomedical services (equipment maintenance and repair)
- Oversee and manage laboratory needs

	COST	RISK	CONTROL
<b>OUTSOURCED DIALYSIS</b> (Vendor-managed turnkey)	↑	↓	↓
<b>COLLABORATIVE CARE</b> (Hybrid-staffing model)	↓	↓	↑
<b>INSOURCED DIALYSIS</b> (Hospital-managed)	↓	↑	↑