

**Tired of paying outrageous
prices for inpatient dialysis?**

1-888-943-2221

Call us now!!



Who is South Texas Acute Hemotherapies LLC (STAH) and what services does it provide?

STAH is the lowest cost, highest quality **inpatient dialysis** and related services provider in South Texas. STAH has achieved its excellent reputation by offering performance instead of promises.

Any company can tell you that they provide excellent service. Let us show you truly excellent service instead!

Our facility currently contracts with another dialysis services provider. Why should we switch to STAH?

STAH specializes in **inpatient dialysis only**. Your current provider specializes in outpatient, clinic-based dialysis, and sends poorly qualified staff from their clinic to your facility to dialyze your often medically complex and hemodynamically unstable hospitalized patients. Contracting with a company that specializes in outpatient, clinic based dialysis to dialyze your inpatient dialysis patient population is similar to hiring a general practitioner to do neurosurgery.

Inpatient acute dialysis is a specialty, with much sicker and medically unstable clients than an outpatient dialysis clinic, and is best handled by a company that specializes **ONLY** in inpatient acute dialysis and related inpatient services.



What types of facilities typically contract with STAH?

All types of inpatient facilities can contract with STAH, including large university medical centers, small community hospitals, long term acute care hospitals, and rehabilitation hospitals.

- .07** Our contracts are very flexible, so you have the ability to contract for only those services that your facility needs. If you have a need for hemodialysis only, we will tailor your contract to suit your needs. If, in the future, you wish to add other services, a contract addendum can be completed quickly.
- .08** Patient satisfaction is our top priority. If a patient is happy with our inpatient dialysis services, that patient will probably return to your facility when future medical services are needed. Thus, both of us will benefit from future revenue generated by that patient's return to your facility. We actually do patient satisfaction surveys, and act upon the results. Our competition **does not** do this.
- .09** We strive to cater to the needs of the nephrologist. We realize that nephrologists are a key driver of hospital inpatient dialysis volume. As such, we seek to cater to their needs.
- .10** Our management is very familiar with the JCAHO and TDH survey process, and we provide full support during JCAHO and TDH surveys. A member of our top management will be on site during these surveys to answer any questions the surveyor may have.
- .11** Any dialysis company can pass a JCAHO or TDH inspection when they know a week or two in advance that these surveyors are coming. In this era of drop-in JCAHO inspections, you need an inpatient dialysis provider that is always ready for inspection without advance notice. We strive to be survey ready 365 days per year.
- .12** The STAH education department is very familiar with the JCAHO and TDH requirements for staff credentialing and competencies, and strives to ensure that each of our staff members is JCAHO and TDH compliant at all times. In addition, STAH staff receives annual retraining in such areas as fire safety, infection control, and HIPAA compliance.



How can I find out more about STAH and its services?

We're glad you asked! Call us anytime, 24 hours a day, 7 days a week at **1-888-943-2221** extension 2. We will be happy to provide you with a free, no obligations proposal for inpatient dialysis and related services.

How is South Texas Acute Hemotherapies LLC different from its competitors?

- .01** We are based in South Texas. Our two main competitors are based in California and Massachusetts. When you have a question or concern, you can contact the president and founder of STAH by mobile phone, 24 hours a day, 7 days a week. You cannot do this with any of our competitors.
- .02** Acute inpatient dialysis and related services is our **ONLY** business. We perform these treatments using cutting edge dialysis equipment. 95% of the business of our competitors comes from their outpatient hemodialysis clinics. Our competitors view their inpatient dialysis programs as "cash cows" that supplement the meager earnings of their outpatient dialysis clinics. They use their newest dialysis machines in their outpatient clinics, and send their outdated, discontinued equipment to their inpatient dialysis programs. Quite simply, inpatient dialysis is not their priority.
- .03** We strive to seamlessly integrate with your patient care staff. One of our competitors requires a hospital ICU nurse to stand at the bedside with the dialysis staff member during the entire bedside dialysis treatment in the ICU. Such a practice is not only ridiculous, it is an added expense for your facility. Such a practice would never occur with STAH.
- .04** We are committed to being an ethical partner. We realize that finding nurses for hire is sometimes challenging. Therefore, we make it a point not to hire away nurses from the facilities with which we contract.
- .05** We place tremendous power in the hands of our frontline managers. Unlike our competitors, when equipment and other resources are needed, our frontline managers don't have to go through fifteen layers of middle management to get what they need. They simply call our president or vice president, and a decision is made quickly and locally.
- .06** We offer more inpatient services more cost effectively than any of our competitors. Our inpatient services include hemodialysis, peritoneal dialysis, continuous venovenous hemodialysis (CVVH), therapeutic apheresis, PICC line insertion, and hemoperfusion.

How does an acute inpatient dialysis contract work?

If you decide to contract with us, we provide all the dialysis staff, dialysis specific machines, dialysis water treatment system, dialysis specific supplies, dialysis specific biomedical services, dialysis specific paperwork, dialysis specific policies and procedures, and JCAHO required competencies and credentialing for our staff --all for **one flat fee per treatment**.

When the nephrologist writes a treatment order, STAH staff perform that treatment according to the nephrologist's exact specifications. Dialysis treatments can be performed either at the bedside or in a separate dialysis room.



Does STAH have satisfied customers who can provide references?

Yes. We will be more than happy to provide you with a list of satisfied customers and nephrologists.

Who are STAH's competitors?

Two large dialysis companies, based in Massachusetts and California, provide most of the chronic outpatient and acute inpatient dialysis in the United States. In many locations, one of these two companies is the only dialysis provider in town, and can charge their hospital clients **outrageous** prices for acute inpatient dialysis services. The business focus of these two companies is roughly 95% chronic outpatient dialysis and 5% acute inpatient dialysis, so their focus is **DEFINITELY NOT** inpatient dialysis services.

Since CMS reimbursement is very meager for chronic outpatient dialysis services, the profitability of a typical dialysis clinic is only about 5% at best. By adding inpatient dialysis to its menu of services, a dialysis outpatient clinic can boost its profitability by several percentage points **at your expense**.





Why are STAH's prices so low in comparison to the competition?

We do a **huge volume** of inpatient dialysis treatments, which allows us to purchase large quantities of supplies at lower prices. Unlike our competition, we don't have fifteen layers of management and millions of shareholders to support. In addition, our innovative staff compensation programs, and low turnover help keep our costs low.

Does STAH charge "add-on" fees for after-hours, weekend, callback, or holiday treatments?

No. We charge **one flat fee** per inpatient dialysis treatment, regardless of when it is performed.

What are the qualifications of the STAH staff?

Our staff is experienced in inpatient dialysis and related services. STAH staff are BCLS certified, and can be ACLS certified by our education department on request. All STAH staff receive comprehensive pre-hire drug testing and background checks.

Is STAH staff available for STAT, on-call, and after-hours treatments?

Yes. Part of our commitment to your facility involves being on-call to perform inpatient dialysis treatments 24 hours a day, 7 days a week.

Does STAH employ a biomedical staff to maintain its equipment?

Yes. We have a full time, fully trained and credentialed biomedical staff. Copies of our machine maintenance and repair records are kept on site at your facility for compliance purposes. Like our dialysis staff, our biomedical staff is available 24 hours a day, 7 days a week.

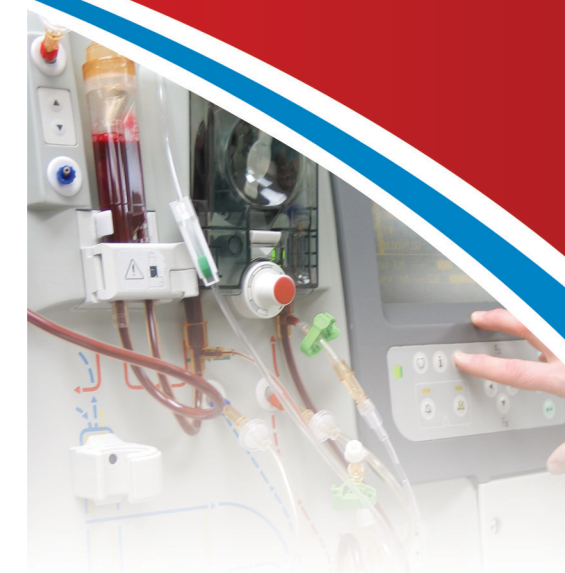


Is STAH insured?

Yes. STAH maintains comprehensive malpractice, workers' compensation, and employee health insurance coverage.

What CQI/QA support does STAH provide?

We provide monthly inpatient dialysis specific CQI/QA in full collaboration with your infection control department and other departments/committees. We also provide monthly water culture and LAL testing of our equipment, and yearly AAMI testing of our equipment.



Does STAH offer therapeutic apheresis.

Yes. One of the most exciting new therapies available to treat autoimmune diseases is therapeutic apheresis, and STAH is at the forefront of delivering these specialized treatments. STAH utilizes state-of-the-art Cobe equipment to perform cell separation therapy in the treatment of a wide range of diseases, including myasthenia gravis, Guillain-Barre syndrome, and thrombotic thrombocytopenia purpura (TTP). STAH offers therapeutic apheresis on the same 24/7/365 basis as our inpatient dialysis services, including weekends and holidays.

Other providers not rooted in rapid-response, around-the-clock service tend to prefer the Monday through Friday, normal business hours type of service. Often, our hospital clients' patients need us during other than normal business hours, and we respond accordingly.



If our facility agrees to contract with STAH for inpatient dialysis and related services, how quickly can the transition from our current dialysis provider to STAH be completed?

The transition can occur overnight in many cases. We have a dedicated transition team that takes care of these situations so that your facility never experiences a lapse in inpatient dialysis coverage.

