

MANAGEMENT COMPANY



Affordable Wound Care Consulting
 207 East Main Street, Suite 1-E
 Johnson City, TN 37604
 1.800.474.0202
www.affordablewoundcareconsulting.com

Founded: 2011

Number of programs operating under management:
 No comment

Contract retention rate:

Contact: David Davis, BS, RRT, CHT
ddavis@affordablewoundcare.com

Specific services offered:
 Hyperbaric and wound care consulting

Mission and vision:
 Affordable Wound Care Consulting (AWCC) is a company that is dedicated to assisting hospitals with the development and management of their own patient centered Wound Care Center which is both clinically and financially successful.



American Baromedical Corporation
 2700 PGA Blvd., Suite 104
 Palm Beach Gardens, FL 33410
 Phone: 561.776.4004
 Fax: 561.776.4008
www.americanbaromedical.com

Founded: 1997

Number of programs operating under management:
 N/A

Contract retention rate:
 American Baromedical Corporation's contracts are designed to transition to the hospital with longer term consulting agreements remaining in place.

Contact: info@americanbaromedical.com

Specific services offered:
 American Baromedical Corporation is a full-service management company, offering customized wound care and hyperbaric medicine consulting and management services based on the customer's needs.

Mission and vision:
 Our mission is to provide our customers with high quality and cost-effective wound care management services.

Addressing Hospital Organization:
 American Baromedical Corporation has been providing wound care and hyperbaric medicine consulting and management services successfully since 1997. We believe in our ability to perform and provide real value to our partners, which is reflected in our healing outcomes and average department contribution of \$1,000,000 annually. Our resources are deep-rooted in the wound care industry which provides us with ability to reach across traditional boundaries and pool resources to elevate our operational practice for our hospital partners.

We also support a UHMS and NBHDMT approved, on-site training program in hyperbaric medicine, which begins on a weekend to lessen the impact on physician's practices and reduces the travel need and associated costs.

In a competitive marketplace, nothing dictates success more than delivering great patient outcomes; the next most important factor might be the type of hyperbaric equipment that you have, and American Baromedical Corporation recognizes that as a key differentiating factor. Therefore, we purchase the largest monoplance or multiplace hyperbaric systems for our partners knowing that this will set us apart from the competition.

COMPARISON



The Center for Wound Healing, Inc.

155 White Plains Road
Tarrytown, NY 10591
Phone: 888.210.4887

www.centerwh.com

Founded: 1997

Number of programs operating under management:

We have nearly 60 centers in operation or under development

Contract retention rate:

93%

Contact: Alan Levy, Director of Business Development, info@centerwh.com

Specific services offered:

We provide the capital, knowledge and oversight to develop new comprehensive wound centers for our hospital partners.

Mission and vision:

Our mission statement is "Patients First." Our care centers on the patient, who is our lifeblood and the reason we are here. It is our job to ensure that the patient receives the highest quality of care that results in a measured improvement in his or her quality of life.

Addressing Hospital Organization:

The Center for Wound Healing, Inc. (CFWH) develops and manages quality hospital-based outpatient comprehensive wound care centers that are a turn-key solution for our partners.

CFWH has created a proven business model to deliver state-of-the-art, evidenced-based wound care utilizing the multi-disciplinary wound care specialist physicians and nurses in the community. CFWH develops all aspects of the wound care program by providing the capital, construction contracting, all of the equipment, all the staff and onsite clinical training. We then apply our expertise to manage the center utilizing our EMR, compliance and revenue integrity programs, community education/marketing and management oversight. Integrated into their services and operating transparently, the wound care center adds a needed program to the Hospital's continuum of care.

We are experienced, proven partners who deliver the total wound care program for your Hospital.



The power to heal

Healogics, Inc.

5220 Belfort Road, Suite 130, Jacksonville, FL 32256
Phone: 800.839.9035

www.healogics.com

Founded:

Our predecessors were founded over 20 years ago

Number of programs operating under management:

550+

Contract retention rate:

Confidential

Contact: Development@healogics.com

Specific services offered:

Management of hospital-based outpatient wound centers including hyperbaric oxygen therapy.

Mission:

Working together, the Healogics network is committed to advancing wound healing by creating, sharing, and activating wound prevention and care expertise—everywhere we can, for every patient who would benefit, by the best means available.

Vision: Healogics is the wound healing expert; driving wound science, healing, and prevention forward to help heal more wounds and change more lives.

Addressing Hospital Organization:

Headquartered in Jacksonville, Fla., Healogics is the nation's largest provider of advanced wound care services. Healogics and its affiliated companies manage more than 550 Wound Care Centers® in the nation and see nearly 200,000 patients per year through a connected network of centers, partner hospitals, academic medical centers, patients and families. Healogics advanced wound care training for physicians far exceeds the traditional training offered in medical schools today. The Robert A. Warriner III Center for Learning and Development trains thousands of students each year in the latest in wound care and hyperbaric oxygen technology as well as in operational best practices for running a successful Wound Care Center. Leveraging its scale and experience, Healogics utilizes an evidence-based systematic approach to chronic wound healing in treating an under served and growing patient population.

Holmes Healthcare, Inc.

P.O. Box 369
222 Clay Drive
Hayden, AL 35079
Phone: 866.608.3338

Founded: 2000

Number of programs operating under management:

5

Contract retention rate:

84%

Contact: Tom Holmes, President, holmes0202@aol.com
Noel A. Jett, Vice President, C.O.O., najett@aol.com

Specific services offered:

Turnkey and consulting services Wound Care and Hyperbaric Medicine

Mission and vision:

Solidify and stabilize our position in the community as a premier provider of both hyperbaric oxygen therapy and wound care.

Develop and nurture positive working relationships with all physicians in the market area that could benefit from utilizing our services. Meet realistic expectations of the patients, physicians, and the hospitals we serve 100% of the time.

Educate medical professionals and lay public in our market areas in the application of and appropriate use of the problem wound center and adjunctive hyperbaric oxygen therapy.

Addressing Hospital Organization:

We are a compact organization with the ability to adapt and react quickly to the constantly changing healthcare environment. We strive to deliver "world class" services specifically tailored for each institution we contract with. We use a personal approach and not a "one size fits all" mentality when developing programs with our business partners. We pride ourselves with building long term relationships with our partner facilities, hiring and training staff in the local medical community and remain transparent to outside entities assuming the brand, appearance, and philosophy of our facility partners.



Life Support Technologies Group

580 White Plains Road - Suite 110
Tarrytown, New York 10591
914.333.8412
914.333.8419
www.lifesupport-usa.com

Founded: 1986

Number of programs operating under management:

8

Contract retention rate:

N/A

Contact: Jorge Beale
info@LifeSupport-USA.com

Specific services offered:

The LST group provide a focused range of services, including advanced wound healing and hyperbaric medicine programs, UHMS / CMS compliant educational courses, life safety engineering, hyperbaric equipment installation and medical research support.

Mission and vision:

The Life Support Technologies Group of companies is dedicated to the provision of the most Advanced Wound Care and Hyperbaric Medicine services available today. Born out of technology transfers from Deep Diving, Defense, NOAA and NASA, LST has a unique skill combination that includes the latest medical, technical, oxygen safety, educational and credentialing pathways. Our success is based on a solid relationship with our Hospital Partners that provides patient centered care and optimized clinical outcomes.



Matrix Health Service, LLC

109 Bayou Perez Drive
Madisonville, LA 70447
Phone: 504.906.1024

aboutmatrix.com

Founded:
2003

Number of programs operating under management:
N/A

Contract retention rate:
100%

Contact: Becky Evenson, bevenson@matrixhealthservices.net

Specific services offered:

Complete Consulting and Management Services for wound care and hyperbaric program development and operation.

Mission: To be your foundation for growth by supporting quality wound care and hyperbaric oxygen services; to manage resources ethically and efficiently and to bring value to our hospital partners, physician associates, and employees.

Vision: A strong clinical base serves as our foundation for success. Additionally, appropriate re-certification, documentation, and coding and billing are essential for proper reimbursement. With this focus we are able to provide medically appropriate, evidence-based, state of the art programs that are clinically effective and financially responsive.

Addressing Hospital Organization:

MATRIX understands that every hospital is unique so we customize our consulting and management proposals to meet each hospital's individual needs. In our first meetings, we do a lot of listening to find out the intricacies of your facility and community. We work with you to develop a realistic proforma showing anticipated patient volumes, equipment and build out costs, and projected revenues. It is true that ancillary services are generated from wound centers, but MATRIX feels that some companies place too much emphasis on ancillary revenues. We believe a wound center should be financially sound independent of ancillary revenues. We are so confident that our proformas are realistic that we often use them as our initial budget to track our growth and expenditures.

MATRIX consultants have experience providing outstanding wound care and hyperbaric services around the country. Whether you have a robust wound and hyperbaric program or are newly considering the idea of adding a wound care or hyperbaric service line, MATRIX consultants will provide the support you need.



Shared Health Services

207 East Main Street
Johnson City, Tennessee 37604
Phone: 800.474.0202

www.sharedhealthservices.com

Founded:
1996

Number of programs operating under management:
10

Contract retention rate:
90%

Contact: David Davis, ddavis@sharedhealthservices.com

Specific services offered:

The LST group provide a focused range of services, including advanced wound healing and hyperbaric medicine programs, UHMS / CMS compliant educational courses, life safety engineering, hyperbaric equipment installation and medical research support.

Mission and vision:

Shared Health Services is a wound care company that contracts with hospitals to help them open and manage successful outpatient wound care and hyperbaric oxygen therapy centers. The mission of our Wound Care Centers is to heal chronic wounds, improve patient outcomes, help prevent limb loss and provide a profitable service for our contracted hospitals.

Addressing Hospital Organization:

As one of the premier wound care management companies in America we pride ourselves in our personal hands-on relationships with our partner hospitals. We are large enough to serve you and small enough to actually know your name. Furthermore, we understand that quality patient care is at the heart of our existence. It is our goal to treat each of our patients like they are a member of our own family.

Wound Care Advantage

304 W. Sierra Madre Blvd.
Sierra Madre, CA 91024
Phone: 888.484.3922 or
626.355.7611

www.woundcareadvantage.com

Founded:

2002

Number of programs operating under management:

13

Contract retention rate:

92%

Contact: Customer Service, info@thewca.com

Specific services offered:

Wound care program management, hyperbaric oxygen therapy, hyperbaric implementation, EHR implementation, telemedicine, site planning, staff training, compliance, billing and coding audits, and staff recruitment.

Mission and vision:

We believe that there is a better way to manage wound centers. WCA believes that hospitals should control their own destiny with our help. WCA has one of the fastest healing rates within the industry, provides excellent profit margins for hospitals, and profitability for most centers within 6 months.

Addressing Hospital Organization:

At Wound Care Advantage (WCA) we work to be your best partner in wound care, not your biggest partner. This means that unlike other management solutions, we keep the focus on growing your wound care program and your profits. WCA has pioneered the industry for well over a decade. As your wound care program's revenue increases, Wound Care Advantage's costs go down, until our involvement transitions to a more virtual approach over time. We believe that hospitals should control their own destiny with our help. We have created a model that provides the highest degree of care for its patients, while providing one of the fastest healing rates in the industry, excellent margins for hospitals and profitability for most centers within 6 months. WCA gives the hospital the tools, resources, and training needed to run their programs sufficiently. We implement traditional therapies such as hyperbaric oxygen and debridement while also introducing new ways to treat the underlying cause of venous insufficiency with ablation.

We offer clients a cloud based management system called eWound. It gives you the controls to instantly monitor the performance of your wound care center both clinically and financially. If you would like some more information, visit www.woundcareadvantage.com to learn more about how we can work together to achieve your wound care goals.



For Sale



RSI Model 9608D, dual lock 12-place system for sale complete with chairs, BIB station, remote control valves, fire suppression system, piping, hood panels (Amron), entertainment system, audio system, lights, control console, and more.

- 96" (2.43 m) Diameter, Approx. 24 ft, 1" overall length
- 7.8 ATA max pressure rating (100 psig, 225 FSW)
- Built in 1986 to ASME Section VIII, Division 1, PVHO-1 and NFPA-99 rules
- Refurbished and upgraded by RSI in 2005
- Main (Treatment) Lock is outfitted for 12 patients and 2 attendants
- Full Service Entry Lock is outfitted for 4 patients and 1 attendant

For more information please call 561.776.7476
Email jpeters@americanbaromedical.com