



EDUCATIONAL RESOURCES

RETHINKING TECHNICAL OPERATIONS

BIOMEDIX DIALYSIS

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SELF ASSESSMENT

HOW'S THE HEALTH OF YOUR DIALYSIS PROGRAM?

- Are you consistently operating at 100% compliance?
- Is your equipment operating at 100% reliability?
- How's your record-keeping? Is it defined by accurate data, easy accessibility, and modern digitization?
- Are your dialysis Biomedes happy, productive, and 100% reliable?
- Are your Biomedes expert-level, respected team members committed to your company?
- Are your clinical, technical, and administrative specialists working together as one collaborative team?
- Are your patients so happy and comfortable, that they're 100% loyal to your program?
- If you don't have any of these problems, jump off now and we'll save you 30 minutes.
- If you want to learn how we're transforming the other 99% of companies, stay on.
- But first, let's take a quick look at the problems that plague our industry.

RETHINKING TECHNICAL OPERATIONS PROBLEMS MOST DIALYSIS PROGRAMS HAVE

- Most programs operate at less than 100%.
- Most keep records using technologies from the last century.
- Most programs suffer from grey areas of responsibility, low retention, and expertise gaps that create tension between Clinicians, Administrators, and Biomed.
- Most in-center dialysis patients and caregivers are aware of their provider's cultural, technical, or operational problems--they see a lot in 12 hours a week.
- At the heart of these problems is an industry that's underserved and Biomed who are stretched too thin.

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THE UNMET NEED

- To overcome the problems that plague dialysis providers nationwide, you need one thing: Holistic, transparent collaboration between clinical, technical, and administrative experts. It's that simple.
- Here's why holistic, transparent collaboration matters:
 - Clinicians are the heartbeat of dialysis and Biomedics are the backbone--without technical operations, treatments aren't possible.
 - Of all the medical equipment handled by Biomedics, dialysis machines are the most complex to master and troubleshoot.
 - Equipment care or facility readiness problems snowball over time to impact patient care. To operate at 100% it takes all hands on deck.

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ONE SIMPLE SOLUTION

- In our industry, innovation happens at the machine level, while technical operations lag behind. Holistic, transparent collaboration between clinical, technical, and administrative experts doesn't just happen. But you can jumpstart it with a new approach we call "Biomedical Care."
- Biomedical Care is the single most most effective way to turn around a struggling clinic, launch a world-class home care program, or take an already high-performing program to 100%.
- Biomedical Care is defined by independent Biomedes who are fully-integrated into patient care teams. To be effective in this new model, Biomedes need to be:
 - Trusted, highly-respected experts.
 - At the forefront, not in a back room.
 - 100% focused on technical work.
 - Well-compensated and supported.
 - Empowered with modern, digital technology.
 - Knowledgeable, caring patient advocates.
 - Managed by Technical Operations experts.

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THE CULTURAL IMPACT OF BIOMEDICAL CARE

- “It’s healthcare—the culture should be healthy.” — Biomedix Dialysis
- Biomedical Care has a transformative impact on culture.
- Better communications lead to higher morale, more-effective teamwork and more-accurate troubleshooting. Patients feel it when they walk in the door.
- Expert-managed Technical Operations eliminate grey areas of responsibility, easing tensions between Clinicians, Biomedics, and Administrators.
- Biomedics who are 100% focused on technical work are constantly advancing their expertise. Supported, satisfied Biomedics make the best team players.

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THE BUSINESS IMPACT OF BIOMEDICAL CARE

- “Elevate the Biomed, elevate the industry.” -- Biomedix Dialysis
- Biomedical Care has a transformative impact on business.
- Independent Biomedics enhance scalability, empower patient advocacy, and help administrators stay 100% focused on world-class patient care.
- 100% focus on Technical Operations optimizes equipment care and compliance and ensures well-defined roles to enhance patient and team trust.
- Modern, digital documentation delivers accurate, accessible data, improves survey-readiness, prevents mistakes, and enables greater transparency.



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HOW WE'RE DISRUPTING THE MARKET

- We are the future of kidney care. To deliver what our underserved industry needs—holistic, transparent collaboration between clinical, technical, and administrative experts—Biomedix puts Biomedics where they belong: into the patient care team.
- We're a Biomed-led company. Whoever makes decisions for technical people is really making business decisions. Our Biomedical Care approach helps align patient care and technical objectives in innovative new ways that advance business goals.
- We leverage our independent status to deliver comprehensive expertise and an unbiased outlook to the patients, providers, and clinicians we support. And because Biomedics are the backbone of dialysis, we set the industry standard for excellence.
- Our services, technology and advice are informed by diverse experience, deep expertise, and targeted insights. To modernize Technical Operations our HIPAA-compliant app offers turnkey digital transformation to improve patient safety and compliance.



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