



## How To Make Out-Patient Vascular Treatment Facilities Safe, Effective and Profitable Without Doing Unjustified Procedures: How can they make important Vascular research contributions

Christopher J. Kwolek, M.D., M.B.A.,  
F.A.C.S., D.F.S.V.S.  
Chief Medical Officer  
The Vascular Care Group  
Mangrove Management Partners


### Disclosures:

- AMSEL Medical - consultant
- Endologix - clinical research, consultant
- Medtronic - clinical research
- Philips - educational grant
- Silk Road Medical - clinical research, consultant
- Veryan - clinical research

### Challenges


Current Care Delivery Model is Not Optimized



- Current delivery of care model for vascular disease is not optimized for all stakeholders: Patients, Physicians, Payers, and Hospitals
- Vascular disease: chronic illness requiring frequent and recurring care
- Growing patient population and shortage of interventionalists, hospital beds, resources
- Vascular physicians are overworked, income constrained, and burning out
- Strong incentives to optimize site of service

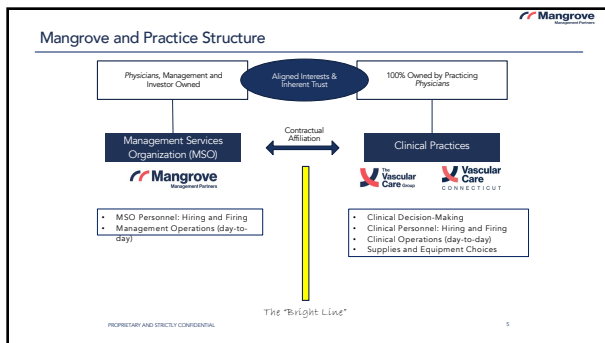
Proprietary and Strictly Confidential 3

### Our Aim




Patients	Physicians	Hospital	Payers
<ul style="list-style-type: none"> <li>• Convenient Care within the Community</li> <li>• Rapid Access</li> <li>• Lower Cost</li> <li>• Better Experience</li> </ul>	<ul style="list-style-type: none"> <li>• Clinical Autonomy</li> <li>• Improved Quality of Life: Professional and Personal</li> <li>• Increased Income</li> </ul>	<ul style="list-style-type: none"> <li>• Optimize Site of Service for Care</li> <li>• Comprehensive Call Coverage</li> <li>• Vascular Specific Awareness / Outreach</li> </ul>	<ul style="list-style-type: none"> <li>• Lower Costs</li> <li>• Higher Member Satisfaction</li> <li>• High Quality Outcomes</li> </ul>


4



### Outpatient Vascular Care



- Outpatient-Based Laboratories (OBL) New around here in MA and the northeast
- Started 2008 when Medicare allowed for reimbursement for vascular procedures in the outpatient setting
- Brings a number of benefits to all parties involved.
  - o Patients
  - o Providers
  - o Payers and Insurance
- Future of Care
  - Ambulatory Surgery Centers - 9000 +
  - Office Based Labs - 700 +



Proprietary and Strictly Confidential 6

### Physician Leadership

- Dr. Daniel Gorin, Partner, The Vascular Care Group
- Dr. Stephen Hoening, Partner, The Vascular Care Group
- Dr. Paul Gagne, Partner, Vascular Care Connecticut
- Dr. Christopher Kwoltek, CMO and Partner, The Vascular Care Group
- Dr. Todd Lancaster, Partner, The Vascular Care Group
- Dr. Eddy Arius, Partner, The Vascular Care Group

7

### Current Footprint and Potential Near-Term Expansion

● On Platform OBL ○ On Platform Satellite

8

### Best-in-class Services Platform

#### Clinical Quality

- Clinical Trials Participation
- Provider Conferences and Education
- Clinical Mentorship and Training
- OES Registry, Outcomes Tracking

#### OBL Private Practice Services

- Site development and financing
- EHR, scheduling, billing, coding, collections, HR, etc.
- Revenue cycle management
- Group Purchasing Supply
- Practice branding and marketing programs

#### Practice Excellence

- Public-standard accounting and reporting
- Robust regulatory and internal compliance
- Advanced real-time practice analytic dashboards
- AI "dynamic workflow design" optimization

9

### Continued Support for Community Hospitals

**PY21 & PY22 OBL Procedures & Hospital**

Affiliated Hospital	City, State
BIDMC Plymouth	Plymouth, MA
Cape Cod Hospital	Hyannis, MA
Emerson Hospital	Concord, MA
Harrington Hospital	Southbridge, MA
Merry Hospital	Portland, ME
Metrowest Medical Center	Frammingham, MA
MGB Newton-Wellesley	Newton, MA
Norwalk Hospital	Norwalk, CT
Stamford Hospital	Stamford, CT
St. Vincent's Hospital	Worcester, MA
York Hospital	York, ME

- Provide on-call services
- Surgical leadership positions
- In-patient surgical procedures

10

### Vascular Surgery Deserts in the United States

Medicare PPS Data by Vascular Surgery Since 2009 are <20%  
 ■ Counties with at least one Medicare Surgeon  
 ■ Counties with no Vascular Surgeon

11

### Individual Site Capabilities

	OBL Locations						
	Hyannis	Leominster	Worcester	Wellesley	Plymouth	Darien, CT	Satellite Locations
<b>Outpatient Clinic Visits</b>							
Vascular Lab Capabilities	*	*	*	*	*	*	*
ASC Accreditation	*	*	*	*	*	*	*
Duplex Scans - Carotid	*	*	*	*	*	*	*
Duplex Scans - Legs	*	*	*	*	*	*	*
Duplex Scans - Abdomen	*	*	*	*	*	*	*
Endovascular Intervention	*	*	*	*	*	*	*
<b>Outpatient Office-Based Vascular Intervention</b>							
Saphenous Vein Ablation	*	*	*	*	*	*	*
Sclerotherapy	*	*	*	*	*	*	*
Venous	*	*	*	*	*	*	*
Microphlebectomy	*	*	*	*	*	*	*
<b>Office Based Wound Care</b>							
* * * * *							
<b>Office Based Minor Surgical Procedures</b>							
Temporal Artery Biopsy	*	*	*	*	*	*	*
HE Access and Port Placement	*	*	*	*	*	*	*
HE Catheter and Port Removal	*	*	*	*	*	*	*
Toe Amputation	*	*	*	*	*	*	*

12

### Individual Site Capabilities (continued)

	QBL Locations						
	Nyack	Leominster	Worcester	Wellesley	Plymouth	Darien, CT	Satellite Locations
<b>Office Based Arterial Interventions</b>							
Lower Extremity Arterial Disease	*	*	*	*	*	*	*
Aortic Occlusive Disease	*	*	*	*	*	*	*
AV Fistula/Craft Maintenance/Clotlets	*	*	*	*	*	*	*
AV Fistula Malfunction	*	*	*	*	*	*	*
Chronic and Acute Occlusive Disease	*	*	*	*	*	*	*
Upper Extremity Occlusive Disease	*	*	*	*	*	*	*
Embolization of Aneurysms	*	*	*	*	*	*	*
<b>Office Based Central Venous Intervention</b>							
IVC Filter Placement	*	*	*	*	*	*	*
IVC Filter Removal	*	*	*	*	*	*	*
May-Thurner- like Venous Stenosis	*	*	*	*	*	*	*
Tribulation Points Venous Compression	*	*	*	*	*	*	*
Nutcracker Syndrome	*	*	*	*	*	*	*
<b>Potential Future Procedures</b>							
Single Vessel Coronary Intervention	*	*	*	*	*	*	*
Thrombolysis	*	*	*	*	*	*	*
T-ASO Embolization	*	*	*	*	*	*	*
Uterine Artery Embolization	*	*	*	*	*	*	*
Prostate Artery Embolization	*	*	*	*	*	*	*
Spine/vertebral Artery Embolization	*	*	*	*	*	*	*

PROPRIETARY AND STRICTLY CONFIDENTIAL 13

### Vascular Focused Clinical Research Platform

Active Trials  
**21**

Peer Reviewed Articles  
**133**

Clinical Trials  
**55**

PI / Site-PI  
**34**

PROPRIETARY AND STRICTLY CONFIDENTIAL 14

### Vascular Care: 101\_201\_301 Provider Conference

Internal Education Forums Hosted Every Month

PROPRIETARY AND STRICTLY CONFIDENTIAL 15

- ### Private Equity in Medicine – How to counteract Potential negative effects
- 
- Physician Practices
  - Find investors who share values with physician group
  - Separate MSO and Physician group to make clinical decisions
  - Track quality and safety outcomes, complications, need for reinterventions
  - Evaluate indications for procedures, best practices, AUC
  - Participation in Quality registry
  - Participation in Independent accreditation
  - Participation in patient satisfaction surveys
  - Focus on improving quality of care and value