



Sanderling Healthcare, LLC

REVOLUTIONIZING

Hospital Planning, Design & Construction

www.sanderlinghealthcare.com

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Sanderling Healthcare History and Mission

Sanderling Healthcare, LLC was founded in 2009 by Dr. Jerome S. Tannenbaum to further one of his personal missions for healthcare, namely, to lower the cost, and speed the construction, of healthcare facilities. As a nephrologist and successful entrepreneur, Dr. Tannenbaum had spent years perfecting his dialysis clinic designs. Known for counting every step made by his nurses and patient care technicians, and having developed roughly 100 dialysis clinics across the country, Dr. Tannenbaum perfected the design of the modern day dialysis clinic.

Despite the standardized designs, and Dr. Tannenbaum's vast development experience, problems were often encountered during construction when local contractors and sub-contractors did not fully understand the complex plumbing, mechanical, and electrical system plans. This often resulted in costly budget overruns and significant time delays in getting the new facility opened. Frustrated by these cost overruns and time delays, Dr. Tannenbaum pioneered the development of a controlled method for constructing complex healthcare facilities. For the past eight years, Dr. Tannenbaum has employed his proprietary methods for pre-engineering healthcare facilities (in dialysis clinics and an acute care hospital) for NNA, then DSI Holdings – a private operating company which he formed in 2003. Having operated on a national scale, Dr. Tannenbaum ensured that his design and construction methodologies would meet all current AIA, NFPA and ASHRE guidelines, together with the state-specific requirements of each Health Care Facilities Licensing Board, as well as all local Building Codes.

Sanderling Healthcare LLC was formed to commercialize the proprietary methods created by Dr. Tannenbaum, for the rapid design and construction of hospitals. Sanderling is able to create customized, construction-ready plans within 30 days of assessing the hospital's programming needs. The design is then translated into reality by creating pre-engineered building sections, in which the complex plumbing, mechanical, electrical, medical gas, nurse call, and staff-locator systems are installed as part of the pre-engineered building sections.

When working with Sanderling and reviewing our hospital plans, clients readily understand the thoughtful design for workflow and staffing built to deliver excellent patient care. The result is a more efficient design that saves space, thereby reducing construction cost and ongoing operating expense such as building maintenance and utility costs. By pre-engineering and pre-fabricating major sections of the facility, Sanderling has complete control over the quality and construction time of major portions of the hospital.

Because of its proprietary *RapidHospitalDesign™* methods, Sanderling is able to quickly get drawings and the associated construction documents approved by the Health Care Facility Licensing Board and local building departments. Construction begins the day Sanderling receives final approval from each agency having jurisdiction over the hospital, and receives the client's initial progress payment. Our clients go from permitting to a fully licensed and functioning hospital in under a year, and without the risk of unforeseen additional charges.

All Sanderling development and construction contracts guarantee, in writing, that Sanderling will construct the hospital and deliver the specified medical equipment included with the hospital, for an up-front negotiated single fixed price. And Sanderling's capabilities extend to all markets across the U.S., and around the world.

Working with Sanderling offers the peace of mind to know exactly what a new or expanded hospital facility will cost, and when it will be ready for occupancy.

Registration areas are handicap accessible, HIPAA compliant, and close to the waiting areas. Sanderling evaluates how many patient registration booths are needed based on each facility's actual and projected volume of Emergency Room and Outpatient Services, after consultation with the Hospital's management team



The Registration Area is adjacent to the waiting room which is equipped with a coffee machine and a flat screen TV, and in direct view of the Reception Desk





The emergency rooms are spacious and fully equipped with state-of-the-art monitoring equipment



The Pre- and Post-Operative Areas are designed with privacy walls and generous spaces to allow optimal care of the patient



Operating rooms and multi-purpose intervention rooms are designed to have no cracks or areas where infection can lodge

Most equipment is suspended from the ceiling, along with power, gas, and data outlets. Floors are monolithic epoxy with integrated coves providing a continuous smooth surface for ease of disinfection





Patient corridors are almost 10 ft. wide and have 9'6" finished ceilings. Lighting from ceiling mounted fluorescent fixtures and wall mounted sconces produce almost 70 lumens of light



Patient rooms are spacious and equipped with state of the art monitors, head walls, and hand wash sinks



Handwash sinks in each room are made of Corian with an integral bowl and splash to enhance infection control. All sinks in the facility are equipped with hands free infrared sensors



Every patient room is equipped with an ADA Compliant Roll-in Shower and a Corian sink





Ultrasound Room

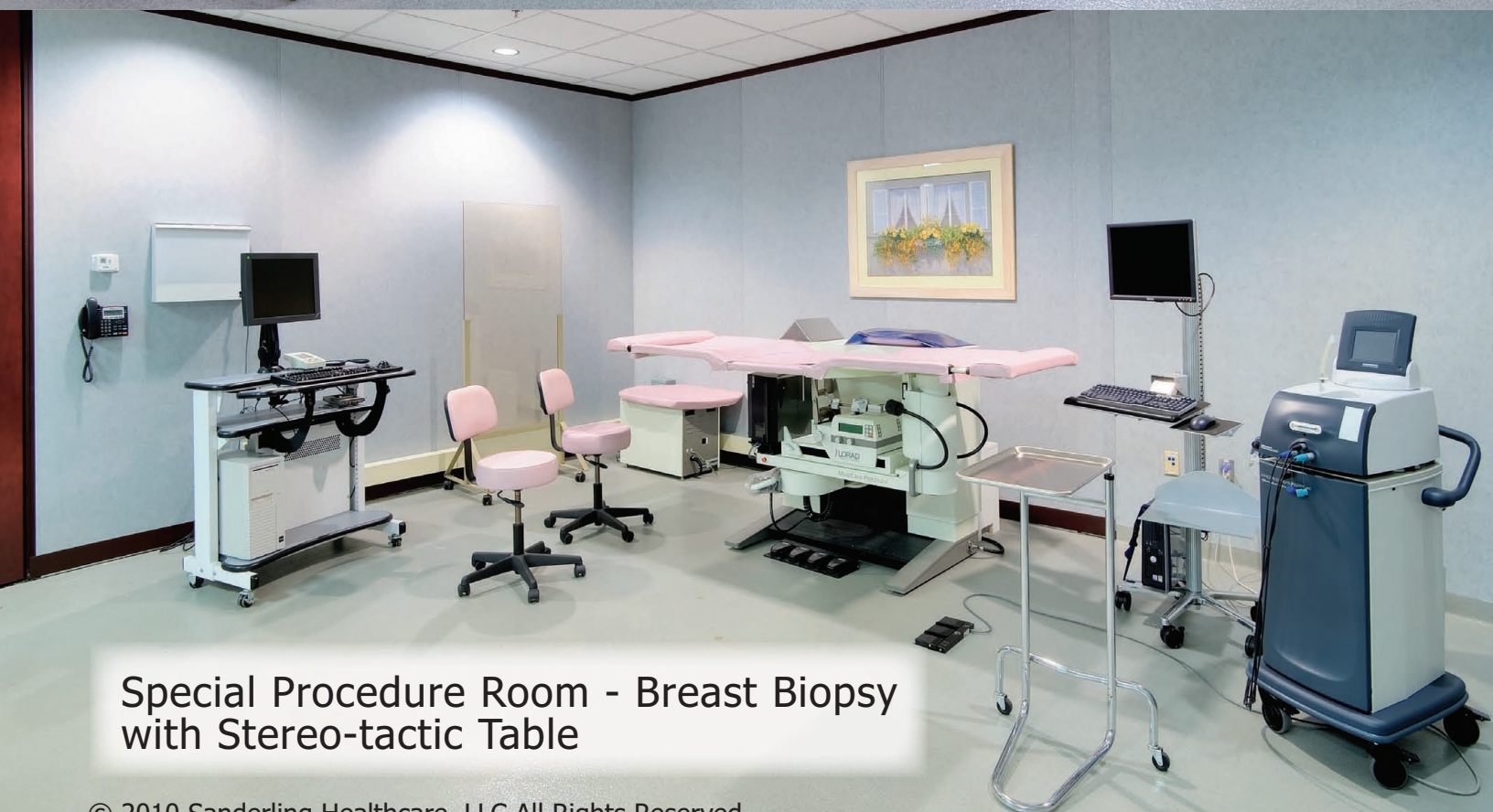


Radiology Fluoroscopy Room - Spacious and Equipped for Digital X-Ray Processing





CT Scan Room - Large enough to allow surgeons and radiologists to perform image-guided procedures



Special Procedure Room - Breast Biopsy with Stereo-tactic Table



Mammography Room with Digital Mammography Unit





The facility is equipped with hospital grade Automatic Transfer Switch capable of reverting to emergency power within 10 seconds of a power outage





Functional Standard Units (FSUs)

Functional Standard Units, a term coined by Sanderling, are a key element in Sanderling's *RapidHospitalDesign™* process. Sanderling has pre-designed all of the key functional areas of a hospital, incorporating efficient work flow and facility requirements, while complying with complex codes and varying state regulations for health care facilities. Patient rooms, operating rooms, emergency rooms and other treatment areas were all designed as distinct 'sections', which became the building blocks for our *RapidHospitalDesign™* methodology. Each FSU has been designed to final specifications, allowing Sanderling to create complete designs for each facility in record time. Working with each client individually, Sanderling determines the necessary functional areas, including the number and type of patient rooms needed, then rapidly assembles a customized design to meet the specific needs of each hospital client.

Revolutionary Planning & Design

Utilizing our proprietary *RapidHospitalDesign™* methodology, Sanderling works with the hospital client to finalize the programming needs of the proposed hospital and within 30 days thereafter creates customized, construction-ready plans that meet all national and local building code requirements. Sanderling then obtains all necessary permits (state and local) required to construct the new hospital. In a typical hospital development project this process will take up to two years. With Sanderling, the planning and design can be done in as little as 60 days. Sanderling designs its facilities to meet all applicable standards and works with the applicable governmental agencies to seek rapid approval to begin construction.

Revolutionary Construction System

PrecisionHospitalBuild™ is our proprietary construction system that translates the approved plans into pre-engineered building sections, in which the complex plumbing, mechanical, electrical, medical gas, nurse call, and staff-locator systems together with specified medical equipment such as operating room and radiology equipment are installed as part of the pre-engineered sections. The sections are then assembled on the hospital site. Section construction typically takes 28 weeks and site assembly takes 30 days. Sanderling typically constructs and delivers a fully functional hospital in less than 9 months from the date of permit approvals. For expansion projects, such as a new OR, a complete wing can be built and assembled within months.

Revolutionary Price Guarantee

"What will a new hospital actually cost?" is perhaps the most persistent and difficult question facing any community looking to replace their aging facility. Everyone knows that when you build anything there will be cost over-runs and time delays because "that is just the way it is." Not any more with Sanderling's **guaranteed fixed-price contracts**. Prior to signing any agreement with a hospital client, Sanderling will provide a detailed quote to deliver the hospital facility complete with all medical equipment specified in the free hospital master plan jointly developed by the hospital client and Sanderling. The final fixed-price will then be determined through negotiations. Once signed there will never be any cost over-runs. **The price is the price.**

Looking to Expand an Existing Hospital? Sanderling FSUs have the additional benefit of being an almost instant addition to nearly any existing facility. If a new Emergency Room is needed, a Sanderling ER FSU can be quickly built and erected on location, and can either be attached to the existing structure with a connecting hallway or installed as a stand-alone facility with self-contained services. **This type of solution not only saves time, it saves money**, as the complex engineering and design is already complete. A new, state-of-the-art ER or Operating Room suite may be more affordable than you realize. Much like the cost of making one car as compared to making many cars from one basic design, Sanderling FSUs can be utilized to expand most existing hospitals as needed. Unlike temporary facilities, Sanderling FSU's are 50-year permanent construction with the finest finishes. Exteriors can also be matched to existing facilities. Together, FSUs form the building blocks of the single most timely and cost-effective hospital construction solution that exists.

Introduction to our People

Jerome S. Tannenbaum, M.D., Ph.D., FACP **Chairman, President and Chief Executive Officer**

Dr. Tannenbaum holds an M.D. from Vanderbilt University School of Medicine and a Ph.D. in Pharmacology from Vanderbilt University School of Graduate Studies. He completed his training in Internal Medicine at the Jewish Hospital of St. Louis and his Nephrology training at Barnes Hospital, both affiliates of Washington University of St. Louis School of Medicine. He is Board Certified in Internal Medicine and Nephrology and is a Fellow of the American College of Physicians (FACP). He was the founder of REN Corporation-USA (formerly NASDAQ: RENL), a publicly traded provider of dialysis services, where he served as President, Chairman and Chief Executive Officer from 1987 to 1993. In 1993, he founded Medical Information Management Systems, Inc. (MIMS), a medical software company and developer of the robust PEARL EMR system. In 1998, Dr. Tannenbaum became Chairman and Chief Executive Officer of National Nephrology Associates, Inc. (NNA), a nationwide dialysis services provider that he co-founded with some of his original management team from REN. Dr. Tannenbaum left NNA in June 2003 to co-found DSIS with Dr. G. Patrick Maxwell, and certain members of the NNA, MIMS and REN management teams. In 2005, Dr. Tannenbaum led the formation and expansion of DSI Renal, Inc, a company that operates over 120 dialysis centers across 26 states, and served as its Chairman and Chief Executive Officer. In late 2008, Dr. Tannenbaum left DSI Renal in order to found Sanderling Healthcare, LLC, to commercialize his pre-engineered construction methodology for hospitals and other healthcare facilities. jst@sanderlingllc.com

David B. Brainson **Executive Vice President and Chief Financial Officer**

Mr. Brainson graduated from Cornell University with a B.S. in Industrial and Labor Relations, and earned his MBA in Finance from NYU's Stern School of Business in addition to completing NYU's M.S. in Accounting program. Prior to joining Sanderling, Mr. Brainson concurrently served as President of The Brainson Group, Inc., and Managing Director of ZQ Capital Advisors LLC, both investment advisory firms serving middle market companies. Previously, he served as CFO of ConferTech International, Ltd., a global provider of teleconferencing services. Prior thereto, he served as Senior Vice President of Finance and Capital Markets for IDT Corp. (NYSE: IDT), and as CFO of its Brix Communications Corp. subsidiary. Before IDT, Mr. Brainson was a Vice President in the Equity Group of Bear Stearns & Co., Inc. dbb@sanderlingllc.com

Jorge E. Soudy, AIA, NCARB **Director of Architecture**

Mr. Soudy earned his Bachelors of Architecture from University of Southwestern Louisiana in 1992, Minor in Structural Engineering, Specialized in Computer Aided Design. Mr. Soudy has designed 15 hospitals from schematic to construction drawings during his career. Working with Dr. Tannenbaum during the past 10 years of his career, Mr. Soudy served as Director of Architecture for DSI, where he was responsible for the design and construction of 20 dialysis clinics and an acute care general hospital. jsoudy@sanderlingllc.com

Deborah M. Tannenbaum, CFP **Executive Vice President**

Mrs. Tannenbaum graduated from Vanderbilt University and pursued her MBA studies at University of Tennessee. She worked in the graphic arts industry prior to joining Shearson/American Express where she served as an investment counselor. She spent over 22 years with Bank of America prior to serving as a principal with a private trust company. Mrs. Tannenbaum joined Sanderling Healthcare in 2010 as the Director of Business Development and Client Relations. dmt@sanderlingllc.com

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