

APEX KIDNEY CARE

PARTNERSHIP WITH HOSPITALS FOR

Operating & Managing

DIALYSIS CENTRES



PREAMBLE

Apex Kidney Care was conceived as a dream 12 years back; a dream to make Nephrocare available, accessible, and accountable to the community at large in all parts of the country.

From a humble beginning in 2008 to become one of the largest chain of dialysis centers in India (175+ centers in 8 states, including 65 hospitals), the journey has been challenging. And with every challenge we faced, our team always overcame the challenges with enthusiasm to make AKC a compassionate healthcare organization – building a bond of trust with its patients.

Yet these were not the only drivers...from the very first day of our existence, we have kept the 'Patient' at the centerfold of our organization. It is building the trust with the patient that has always driven us to be the best - at infrastructure, at technology, at our physician team, at our patient care team, at processes, and at our emotions.

AKC wishes to associate with like minded partner hospitals to make them preferred destination for comprehensive Nephrology care.

The partnership between AKC and partner hospital can harvest synergies to deliver renal care with the same passion that AKC is known for.



? THE NEED

The end-stage renal disease (ESRD) incidence in India is calculated at 229 per million population.

The treatment for Chronic Kidney Disease is very expensive and is one of the costliest treatments in Healthcare Industry.

✓ Monthly cost of the dialysis 3 HD sessions / week is around **Rs.18000 - Rs.24000**

✓ Patients from higher income families too, get bankrupt in a few years of treatment especially if they are the prime earning members.

✓ Patients often cut down on dialysis frequency for economic reasons

✓ Patients receive dialysis only for a brief period. **Most of them discontinue dialysis and die.**

APEX KIDNEY CARE



VISION

- ✓ Transform Hemodialysis services in the country
- ✓ Ensure our patients receive the best possible treatment
- ✓ Change the way nephrology is practiced and taught
- ✓ Create brand AKC
- ✓ AKC has to be a profit making company, **But profit not being the primary motive!**



MISSION

- ✓ To transform Kidney Care Standards, making it professional, economical and scientifically validated for patients.
- ✓ To do this on a national platform leveraging economies of scale, innovation and backward integration and thereby transforming itself into a Robust Corporation

ABOUT US

8

States

175+

Centres

65

Hospitals

1400+

Machines

1300+

Employees

55 Thousand+

Dialysis Treatments each Month

40 Lakh+

Dialysis Treatments Till Date

Dialysis PPP Projects in Delhi, Goa & Thane



WHY

APEX KIDNEY CARE ?

- ✓ Core competency - Hemodialysis & Renal Care
- ✓ AKC specializes in bringing world class systems & processes into hemodialysis and other treatment modalities in Nephrology.
- ✓ Patient centric approach based on the core Principles of Medical Ethics.
- ✓ Emphasis on providing Uncompromised Quality Patient Care focusing on quality outcomes
- ✓ Ability to partner with Hospitals in assisting them to become Center of Excellence in Renal Care

VALUE ADDS

- ✓ Expertise in running state of the art dialysis centres in Hospital set-ups offering unmatched quality dialysis treatment.
- ✓ Ability to provide kidney medicines at highly subsidised rates.
- ✓ Ability to partner with Nephrologists for providing medical and nephrology services.
- ✓ Readily available pool of qualified dialysis technologists, trained in providing all type of dialysis modalities and capable of handling dialysis emergencies.
- ✓ Ability to transform the health of CKD patients by its professional approach.



BENEFITS TO HOSPITAL

- ✓ Sharing of risks and responsibilities
- ✓ Access to expertise without the need to hire specialists.
- ✓ Leveraging existing technologies and clinical data management software (AXIS RDS) developed by AKC.
- ✓ Hospital does not have to invest in CAPEX and HR.
- ✓ AKC will invest in equipment and machines with cutting-edge technology.
- ✓ AKC will appoint qualified and trained personnel and will be completely responsible for operating & managing the Dialysis Center.
- ✓ Hospital can focus on other specialities.

SCOPE OF WORK

APEX KIDNEY CARE

Procurement and installation
of Hemodialysis machines

Installation of RO Water
Treatment Plant

Technical Staff

Dialysis Consumables

Infection Control Measures

Water standards

Medical Records

Equipment Maintenance
(preventive & breakdown)

Shared Medico-legal Responsibility

OP Dialysis Billing

HOSPITAL

✓ Infrastructure (MEP) maintenance

✓ House-keeping

✓ Marketing

✓ Electricity & water free of cost

✓ BMW Disposal

✓ IP Dialysis Billing

In Hospital DIALYSIS CENTRES OPERATED BY AKC

WOCKHARDT | LIFE WINS
HOSPITALS

HOG
Hospitals
adding life to years

KLS
HOSPITAL

MDH
MOTIBEN DALVI
HOSPITAL

Prakash Hospital & Research Center
Care, Cure & Social Welfare

HINDUJA HEALTHCARE
Surgical

Hiranandani Hospital
Your Family Superspecialty Hospital™

Y.S.K. HOSPITAL
MULTISPECIALITY & SUPERSPECIALITY

INSTITUTE OF UROLOGY

REFERENCES

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GET IN TOUCH

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ALONE WE CAN DO SO LITTLE,
TOGETHER WE CAN DO SO MUCH!