



[www.cookgrouplegal.com](http://www.cookgrouplegal.com)



# The Cook Group

The Cook Group attorneys are skilled and experienced professionals with litigation and counseling expertise in a broad spectrum of practice areas. Our firm is led by attorneys from diverse backgrounds and practice experience. We commit to exceptional client service with a team of legal experts in jurisdictions nationwide. The Cook Group provides a genuine partnership with its clients throughout all stages of the legal process.





# TCG Attorney – Bar Admissions

- The Cook Group's offices are in the jurisdictions with the most active litigation in the country.
- We are thoroughly staffed with experienced litigators who have spent their careers practicing in high volume jurisdictions.
- The Cook Group's attorneys utilize their experience to provide efficient and superior legal services in high-risk venues for businesses, individuals, and organizations facing burdensome litigation.

## List of states we are licensed in

- |                        |                 |                |
|------------------------|-----------------|----------------|
| • Connecticut          | • Louisiana     | • New York     |
| • Delaware             | • Maryland      | • Pennsylvania |
| • District of Columbia | • Massachusetts | • Rhode Island |
| • Florida              | • Mississippi   | • Texas        |
| • Illinois             | • Missouri      | • Wisconsin    |
| • Indiana              | • New Jersey    |                |





# Our attorneys have diverse legal backgrounds with experience in various disciplines

- Class Action and Mass Torts
- Product Liability
- Premises Liability
- Construction Litigation
- Toxic Torts
- Real Estate and Property Litigation
- Insurance Defense & Coverage
- Labor & Employment
- Probate Litigation
- Media, Arts, Sports & Entertainment
- Management Liability Advertising Injury
- Trademark Infringement
- Copyright Infringement
- Business Disputes and Litigation
- Trial and Appellate Practice





# Trial and Appellate Experience



Our attorneys have tried cases in the most dangerous jurisdictions in the country. Drawing on that experience, our attorneys are ready to proceed to trial when necessary and in partnership with our clients.



The Cook Group has a team of experienced appellate lawyers who are adept at navigating the complexity of the appellate process at all levels.







# Class Action Mass Torts Toxic Torts

- Our attorneys handle a variety of class action and complex litigation cases. The Cook Group has the benefit of a multidisciplinary approach that serves our clients well and allows for flexibility in approach to high-risk litigation.
- The Cook Group attorneys are leaders in environmental and toxic tort litigation. We represent defendants in state and federal courts in the largest dockets across the country.
- We serve as national coordinating counsel, regional counsel, and local counsel for clients ranging from small businesses to large corporations.
- Our attorneys have defended corporate witnesses in all manner of litigation throughout the nation.



# Product and Premises Liability

- We are nationally recognized for our expertise in handling the defense of product manufacturers and premises owners. Our attorneys advise, prepare, and consult clients faced with uncertain regulatory compliance issues and litigation in several areas.
- Attorneys in our firm understand the needs of product manufacturers, suppliers, and distributors in a variety of industries. We provide a full range of services needed by any product manufacturer.
- The Cook Group represents premises owners in all industries in a variety of personal injury claims. We assist clients in negligence claims, wrongful death claims, and catastrophic injury claims throughout the country.





# Construction Defect and Construction Litigation



**Our attorneys handle litigation involving claims of defective work by subcontractors for general contractors.**



**We defend clients in construction defect cases acting as nationwide counsel for a general contractor.**



**Our team represents developers, general subcontractors, construction contractors, managers, vendors, and engineers in all areas of construction litigation.**







# Labor and employment

- ▶ We provide comprehensive legal counsel on labor and employment matters including counsel in transactional matters, employee handbook policies, contract negotiations, employee benefits, and separation agreements.
- ▶ Our attorneys have defended employers in litigation matters including wrongful termination and employment discrimination lawsuits involving race, age, disability, religion, and whistleblower claims.



# Additional Practice Areas

- ◉ **Management Liability/Director & Officer Liability**

The Cook Group defends company officers against the claims of former company members.

- ◉ **Business & Commercial Litigation**

Our attorneys litigate and advise in complex business disputes involving fraud, breach of contract, purchase agreements, trademark disputes, copyright infringement, and advertising injury.

- ◉ **Media, Arts, Sports & Entertainment**

Our specialized team navigates intellectual property challenges in media, advises contracts involving athletes and professional sports organizations, provided counsel transactions for sports and entertainment entities, and offers multifaceted strategy for entertainment ventures.

- ◉ **Real Estate and Property Claims**

Our team litigates first party claims arising out of homeowner and commercial property policies.

- ◉ **Insurance Coverage**

Our firm provides advice and representation for its insurance carriers in complex matters related to insurance coverage disputes, policy interpretation, and the application of policy exclusions.







THANK YOU







# PROPOSAL FOR SERVICES

Strategic and Business  
Development Execution

July 2, 2020



## YOU HAVE ALREADY INVESTED IN YOUR...

- Education and training
- Career
- Business
- Vision and Mission

## NOW IT IS TIME TO REINVEST IN YOUR FUTURE

- Growth
- Infrastructure
- Innovation
- Diversification



**Todd Godfrey**  
Co-Founder and Principal



**Robert Obregon**  
Co-Founder and Principal



# OUR MISSION & VISION



## VISION

To create a healthcare ecosystem that prioritizes quality of life for those within it



## MISSION

We aim to empower the relationship between the patient and their clinician as the basis to create innovation, sustainable change, and differential growth





**1**

**UNDERSTANDING  
YOUR  
SITUATION**

**2**

**THE GROWTH  
STRATEGY**

**3**

**HOW WE  
WILL HELP**

**4**

**NEXT STEPS**



# Understanding Your Situation

ARC's tremendous success has been founded on providing competitive acute-based dialysis services in the South Florida market.

ARC is now building a chronic care book of business to leverage its acute based strategy and build a network of chronic dialysis centers and in-home services.

Based on various conversations with leadership over the past several months, we understand ARC's desire to monetize the organization's value within 5 to 7 years.

## ARC Dialysis is growing.

We provide in-center dialysis and outsourced dialysis services to several hospitals & long term care facilities and we are growing.

[Learn More](#)



***If ARC is serious about creating a monetary event, every decision should revolve around maximizing EBITDA over the next 5 to 7 years which will require standardization and scale.***



# 1 Understanding Your Situation

## ARC Business Units

### Acute Business

*Current ~ 60 locations*

#### Model supports

- Foundational element of the growth strategy – for tertiary care acute contracts
- Entry into new markets to support the growth strategy
- Monetizing difficult due to short term nature of contracts

### Optimal Area of Focus

### Chronic Business

*Current ~ 8 to 10 centers*

Model supports growth strategy focused on

- Relationships with acute care providers
- Relationships with nephrologists
- Managed care contracts
- Geographic positioning

Business  
Unit  
Valuation

**1 to 2 X**

**5 to 9 X**

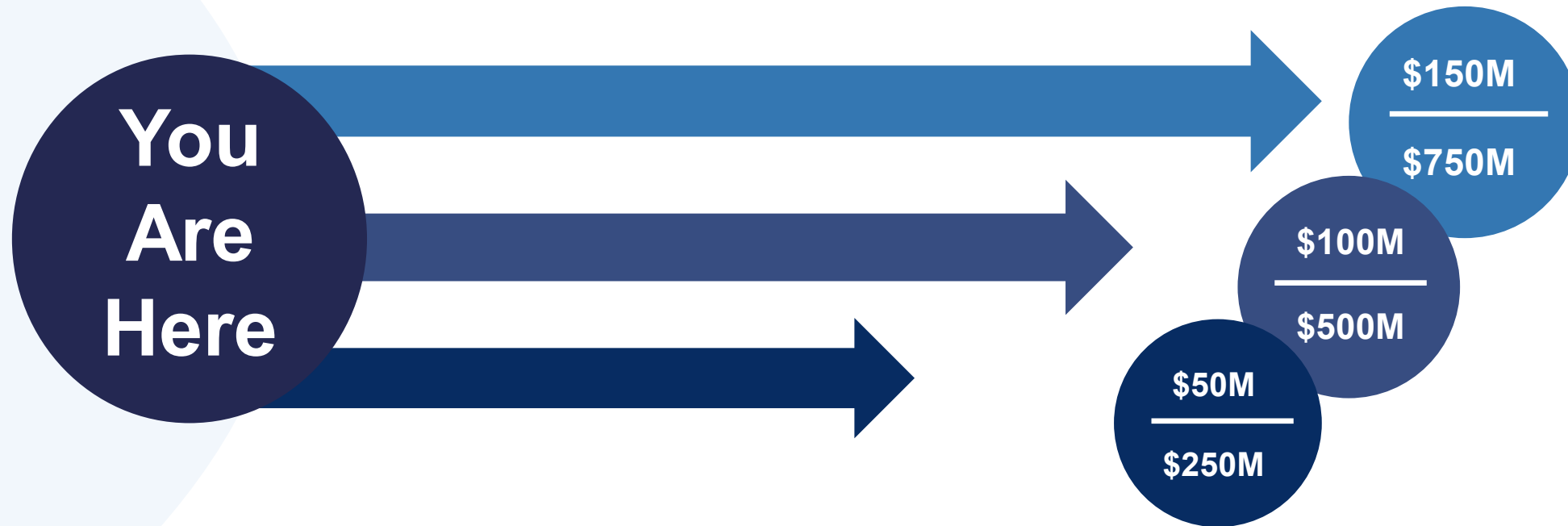
***Maximizing EBITDA for the chronic business model will create the optimal strategy for ARC.***



2

## The Growth Strategy 5-Year Runaway to Monetization

Enterprise  
EBITDA  
—  
Valuation

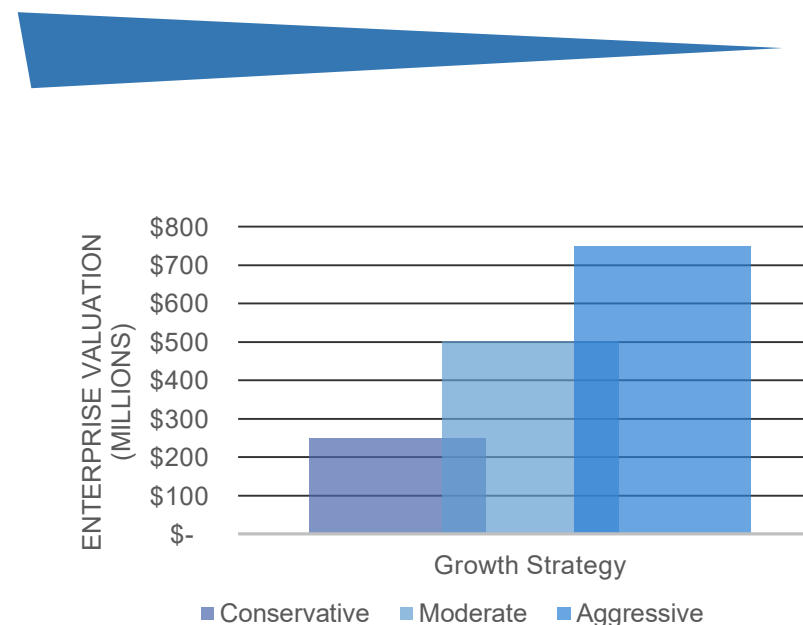
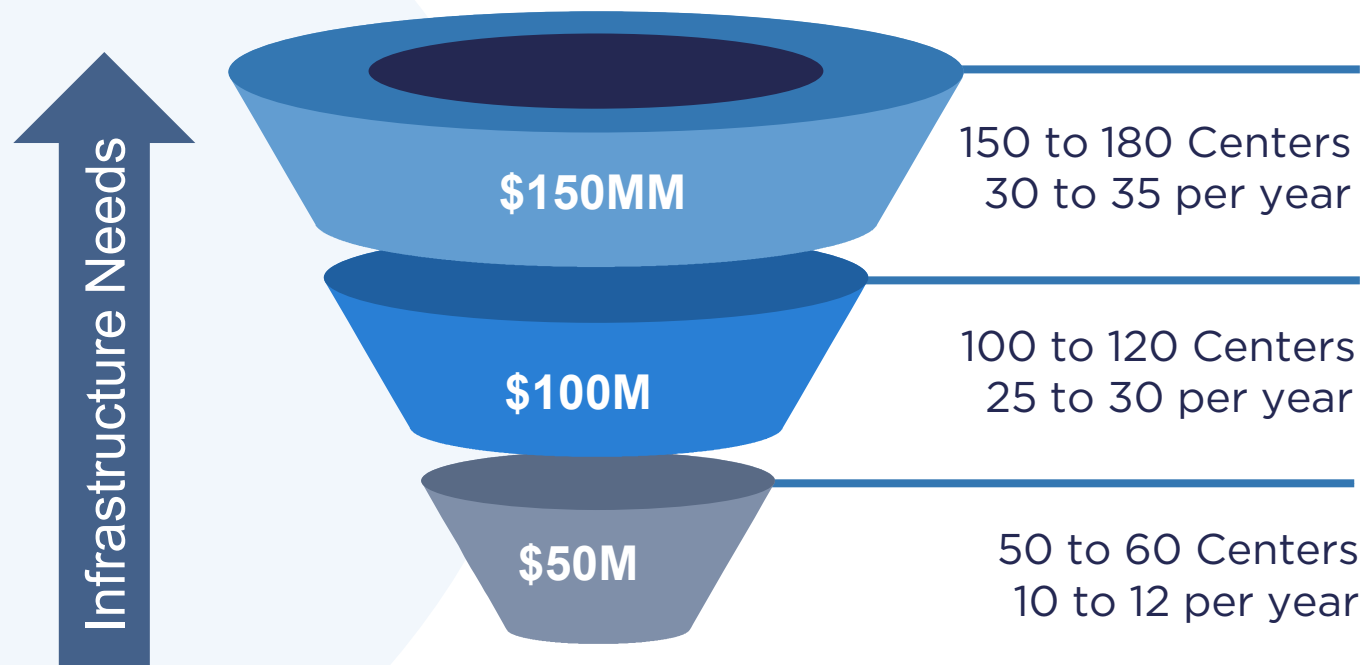


*Creating a minimum set of business development criteria while standing up a management services organization (MSO) will position ARC for optimal valuation.*



2

## The Growth Strategy Sizing the Valuation



***As you increase the desired EBITDA target and increase the geographic distribution of centers, the need for a well coordinated, scalable infrastructure increases ensuring the chronic business unit optimizes marginal EBITDA.***



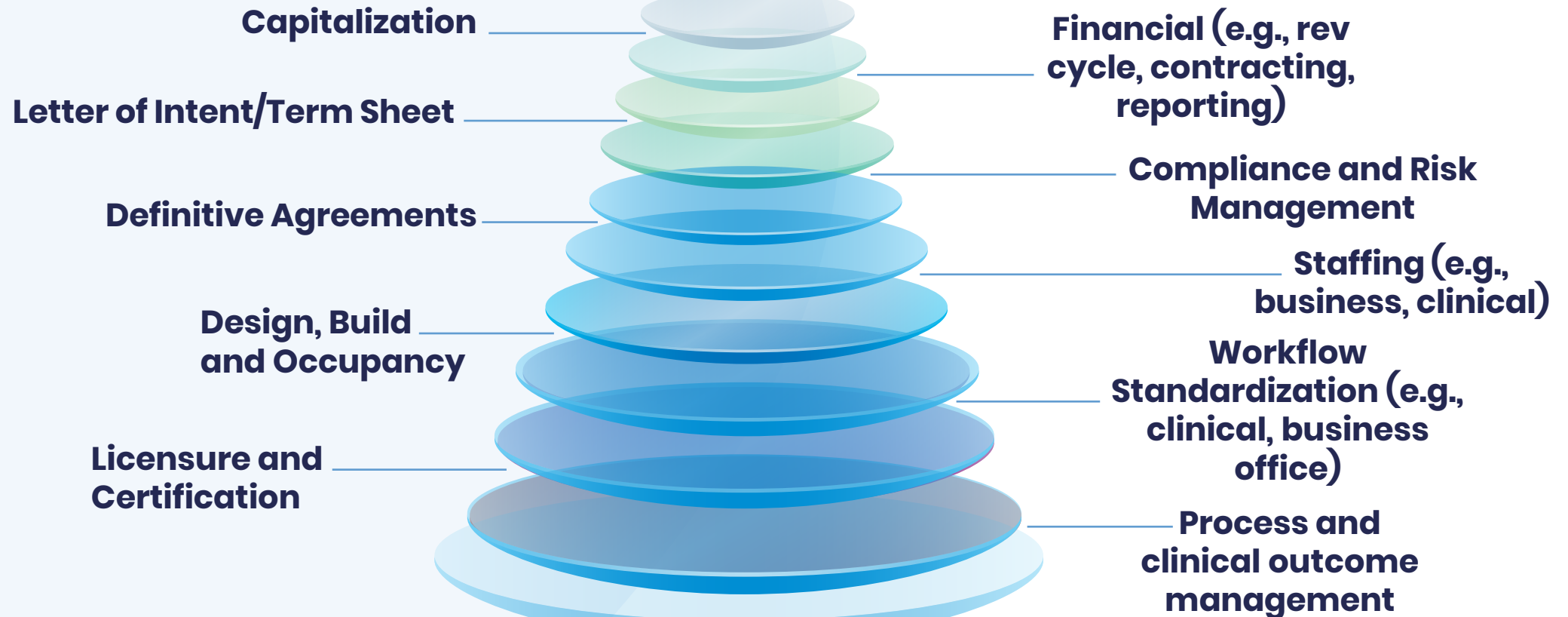
# The Growth Strategy

## How Will ARC Achieve This Growth?

### BUSINESS DEVELOPMENT MANAGEMENT

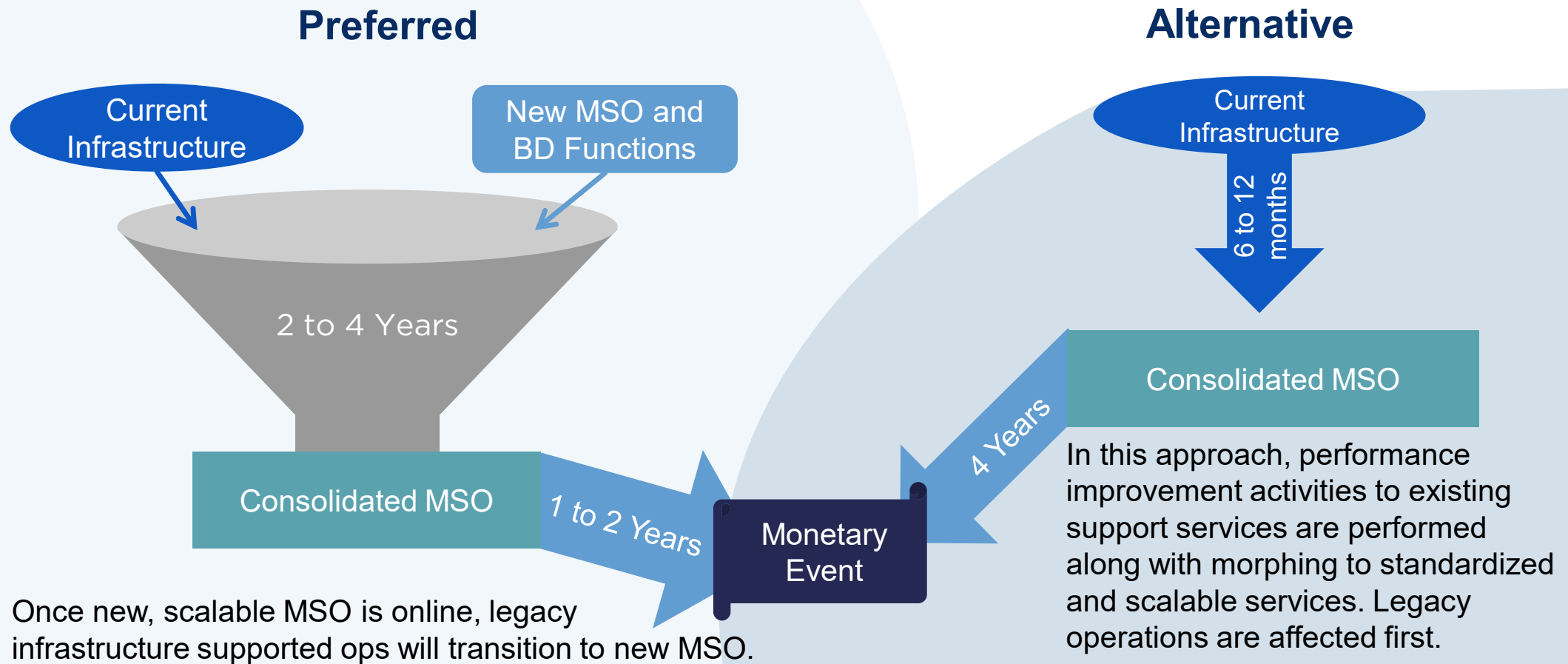
### MARGIN OPTIMIZATION

### SUPPORT INFRASTRUCTURE - MSO





# The Growth Strategy Approaches to Infrastructure Build





# The Growth Strategy

## Putting it All Together



- The center of your growth strategy hinges on shared strategic goals.
- This must be supported by a defined, concrete corporate and organizational structure that enables the core values and goals.
  - Brand identity and consistent experience is a requirement.
- A growth plan should be intentional around return objectives and capital requirements.



## How We Will Help

*Reinvest Health will assist ARC to achieve its growth targets and monetization goals by achieving the major milestones identified below:*

### Complete Growth Strategy Financial Proforma

Build, and model strategic plan for going from today to monetization event.

### Create Roadmap for Support Infrastructure

Define components and implementation plan for MSO.

### Identify Primary Target Opportunities

De Novo, JV, acquisition, other

### Implement Selected Support Infrastructure

Launch scalable MSO

30-45  
days

60  
days

Growth Strategy  
Proforma

MSO

LOIs

Roadmap for  
Infrastructure

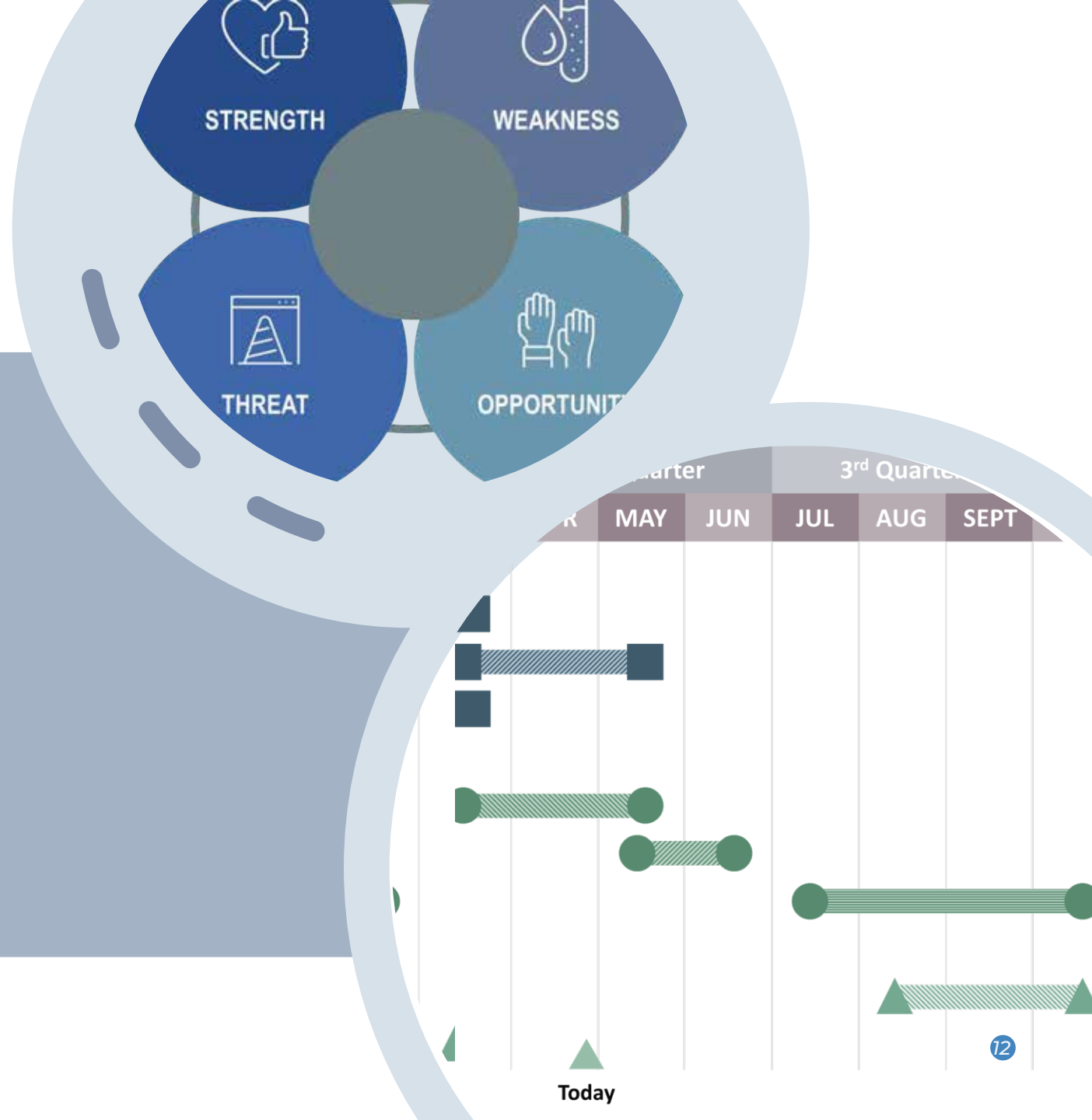
90 – 120  
days

180  
days



## Next Steps

- Confirm scope of work, milestones, and deliverables
- Define budget
- Execute proposal
- Prepare
  - Project plan
  - Strengths, Weaknesses, Opportunities, Threats (SWOT) analysis
  - Financial pro forma
- Kickoff project





# THANK YOU!

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*Robert Obregon*  
*[RSObregon@reinvestllp.com](mailto:RSObregon@reinvestllp.com)*

**6545**



# Appendix

## Reinvest Health Core Services

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### Strategic Planning

- *Market analysis*
- *Gap analysis*
- *Succession planning*
- *Exit strategies*
- *Facility planning*
- *Implementation planning*



### Financial Planning

- *Capitalization*
- *Debt & equity financing*
- *Financing alternative analysis*
- *Financial projections*
- *Return on investment analysis*
- *Compensation plan redesign/design*



### Growth Implementation

- *Real estate redevelopment/development*
- *Mergers & acquisitions*
  - *Options analysis*
  - *Letter of Intent / Term Sheet*
  - *Negotiation support*
  - *Definitive agreements*
  - *Post-transaction transitional support*
- *Denovo expansions*
- *RFI/RFP responses*



### Practice Optimization

- *Operational workflow redesign*
- *Financial turnaround*
- *Technology selection, contracting and implementation*
- *Change management*
- *Project management*
- *Interim management*



### Executive Advisory

- *Interim management*
- *Trusted advisor*

# Research Based Slides

## Powerpoint Files

### Research Questions

From the hypotheses above, the research study questions at play include:

?

1

What is the nature relationship between Patient Care and Patient Satisfaction?

2

Is there any variation in patient care services rendered by Clinics and Hospitals?

3

Which countries' patients are more satisfied?

### Research objectives

The proposed research study aims to explore the relationship of socio-demographic factors on patient satisfaction with primary care. In this regard, the following objectives are derived:



01

To explore the demographic factors that can affect patient satisfaction

02

To identify the factors related to primary care

03

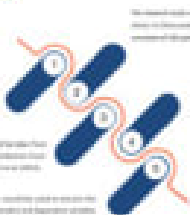
To test the impact of socio-demographic factors on patient satisfaction with primary care

### Methodology

The proposed research study would use the qualitative methodology. The qualitative research design is used to explore the relationship between the variables and to understand the meaning of the experiences of the participants.

The socio-demographic variables would be the independent variables and the patient satisfaction would be the dependent variable.

Further exploration would involve understanding the relationship between the independent and dependent variables to enhance the understanding of the relationship between the variables and to identify the factors that can affect patient satisfaction.



The research study would be based on the qualitative research design. The qualitative research design is used to explore the relationship between the variables and to understand the meaning of the experiences of the participants.

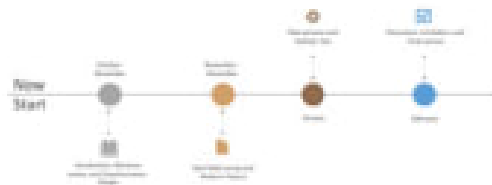
Further exploration would involve understanding the relationship between the independent and dependent variables to enhance the understanding of the relationship between the variables and to identify the factors that can affect patient satisfaction.

### Introduction

Primary care is considered the most significant and effective of healthcare delivery by the country in its residents. It is accompanied by the enhancement of healthcare access, quality, and efficiency while reducing costs.



### Thesis Timeline



### Conclusion

The proposed study would explore the impact of socio-demographic factors on patient satisfaction with primary care. Specifically, the study's novelty lies in exploring Clinics and Hospitals' relationship. Hence, the proposed study would explore and contribute to the literature and practice that either socio-demographic factors are causing the lack of efficiency in primary care, resulting in patient dissatisfaction in Clinics, or there are problems in this context.







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God continue to bless your  
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are provided to customer  
explaining the issue and  
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on his cell (210) 260-6161

Call us and give us their info and  
we will contact them FAST



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**MY TEAM AND I THANK YOU FOR THE  
OPPORTUNITY TO INTRODUCE OURSELVES  
TO YOU AND YOUR OFFICE. THANK YOU.**

**Sincerely, Luis Buitron**  
Owner of Roofing Services Now

1777 NE Loop 410 #500 San Antonio, TX 78217  
(210) 988-0100

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# PRESENTATION TEMPLATE

After the presentation is over, you will often find that the most important information is the one that is not in the presentation. This is why it is important to have a good presentation template that is easy to use and that is visually appealing.

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45% STEP 1	32% STEP 2	28% STEP 3	71% STEP 4
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# HEALTHCARE CORPORATE PRESENTATION

### Team of Professionals

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TEAM NAME  
Position description



TEAM NAME  
Position description



TEAM NAME  
Position description

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### Modular Structure

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