



**Nexus
Bedside**
The future of inpatient nursing

Company Overview

Fall 2024



I. Nexus Bedside: Executive Summary

MISSION & VISION

Mission

Empowering our healthcare partners with a tech-enabled care team, elevating clinical outcomes, and efficiency

Vision

To revolutionize inpatient care with an intelligent care model that prioritizes nurses to achieve extraordinary performance

HOSPITAL NURSING CARE IS AT A CROSSROADS

- Excessive costs
- Nursing shortages
- Prolonged hospital stays
- Poor patient satisfaction
- High nurse turnover
- Limited tech integration
- Inefficient hospital operations
- Limited focus on strategic goals



Revolutionizing healthcare delivery by prioritizing patient outcomes and nurse well-being. Nexus Bedside bridges the gap between technology and compassionate care, making healthcare more efficient, effective, and accessible for all

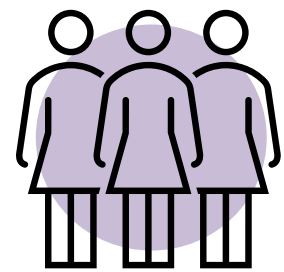
NEXUS BEDSIDE TRANSFORMS NURSING CARE THROUGH THE FIRST COMPLETE, HYBRID-NURSING CARE SOLUTION

- Nexus Bedside partners with Health System CNOs and nursing leadership, fully managing hospital's inpatient floors (e.g. observation units, med-surg floors and step-down units)
- Nexus Bedside has developed and is implementing the first complete, intelligent hybrid-nursing care solution (virtual and on-site nurses) based on proprietary inpatient workflows and technology
- The platform's experienced nurse teams facilitate exceptional patient experiences by providing near immediate response times, increasing admission throughput, and facilitating patient and family education and discharge planning
- Nexus Bedside reduces expenditures on travel nurses, turnover costs, and premium pay, resulting in a cost-effective solution to the ongoing nursing shortage. In addition, Nexus Bedside's proprietary workflow reduces the average length of stay, reducing costs and improving the hospital's bottom line
- **\$2.0-\$8.0** million potential savings per 60 Med-Surg beds annually



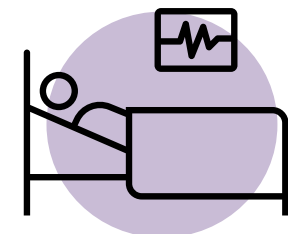
NEXUS BEDSIDE'S DIFFERENTIATED SOLUTION

Nexus Bedside collaborates with hospitals to elevate patient outcomes, diminish expenses, and tackle staffing hurdles through a nurse-centered strategy and innovative nursing care model



Dedicated Workforce

Hybrid Nursing
(virtual and on-site)



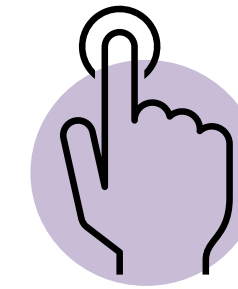
Proprietary Processes

Proprietary Inpatient workflows



Expert Team

Technology designed by nursing experts for nurses



Increased Efficiency

High retention-high efficiency model



Best-in-class Technology

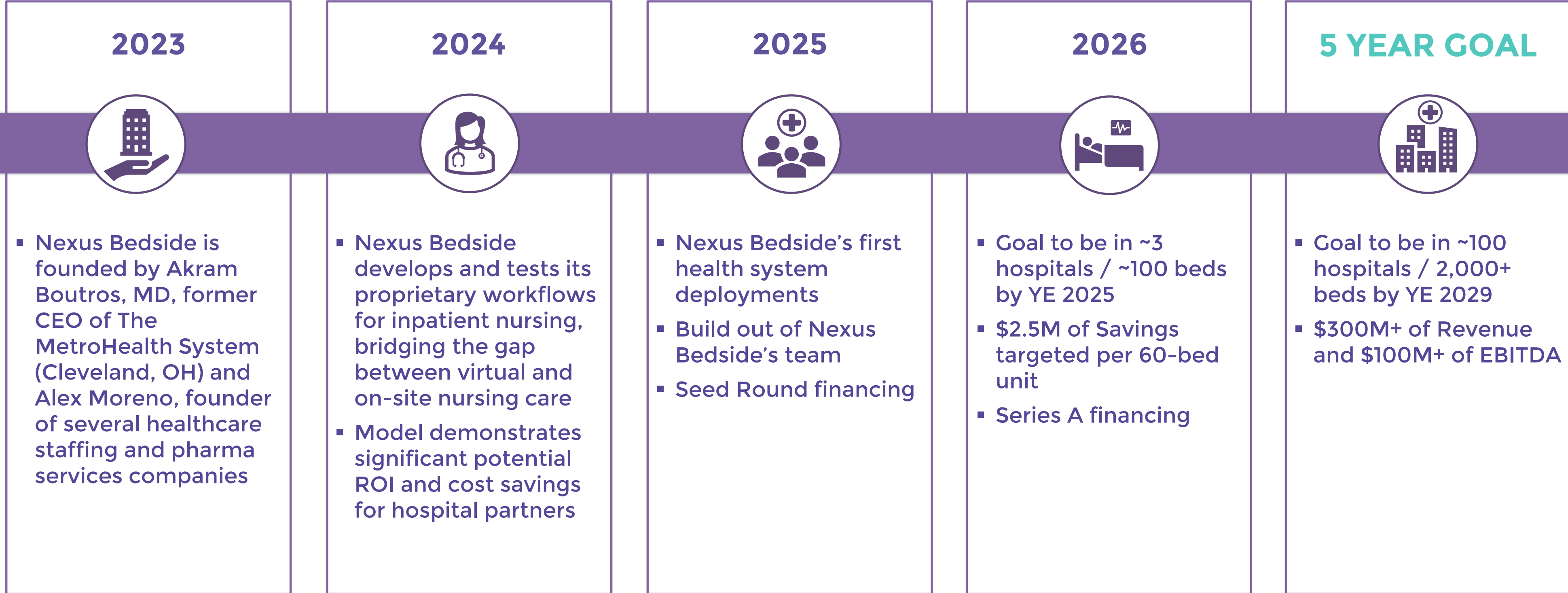
Technology built for care transformation

NEXUS BEDSIDE'S SOLUTION CAN BE IMPLEMENTED ACROSS MOST HOSPITAL LEVELS OF CARE



Hospital Units	Definition	Beds	Nexus Bedside's Solution
MED-SURG UNITS	Serve the general patient population hospitalized for various causes, such as surgery, testing, or observation	499,011	✓
OBSERVATION UNITS	Care units that allow healthcare professionals to observe people for an additional 24 to 48 hours before hospital admission	45,682	✓
TELEMETRY UNITS	Floor in hospital where patients undergo continuous cardiac monitoring	121,860	✓
STEP-DOWN UNITS	Intermediate level of care between the Intensive Care Units (ICUs) and the general medical-surgical wards	56,124	✓

NEXUS BEDSIDE - TIMELINE



THE NEXUS BEDSIDE TEAM BRINGS SIGNIFICANT INDUSTRY EXPERTISE



Akram Boutros, MD

Co-Founder & Chief Executive Officer

- 30+ years of executive management experience
- Former CEO of The MetroHealth System (Cleveland, OH)
- MD from Downstate Health Sciences University
- BS in Biology and Chemistry from St. John's University



Alex Moreno

Co-Founder & Chairman

- Alex has launched, developed and managed several healthcare staffing and pharma services companies over the last 30 years
- MBA from Harvard Business School
- BS in Chemical Engineering from the University of Florida



Bob Marello

Vice President of Sales and Marketing

- 35 years of information technology and marketing management experience
- Former IBM Sales and marketing executive
- Managed several healthcare staffing businesses specializing in sales and marketing management
- BS in Business Administration from Barry University



Nancy Bourg, RN

Chief Nursing Officer

- 30+ years healthcare management experience
- 20+ years executive level hospital-based staffing experience
- Developed & launched start-up staffing models for national & regional health systems
- Registered Nurse with BS in Healthcare Administration from FAU
- MBA from Nova Southeastern University



Kevin Pate

Chief Financial Officer

- 25+ years of executive financial experience
- 10+ years of healthcare staffing experience
- MAC in Accounting from Florida Atlantic University
- BS in Accounting from Delta State University

ADVISORY BOARD OVERVIEW



Karim Botros

Advisory Board Member

- 15+ years of Venture and Private Equity Experience
- Managing Partner at Echo Health Ventures
- Serves as a board member of JumpStart, Inc., and MCPc, Inc., on the boards of Curation Health and Medix Infusion, and as board observer for Cityblock and Aledade
- 5+ years as Chief Strategy and Innovation Officer for MetroHealth
- Master of Business Administration, Master of Manufacturing Engineering and a bachelor's degree in Biomedical Engineering from Northwestern University



Melissa Kline

Advisory Board Member

- 20+ years of experience in healthcare systems
- Senior Vice President at MetroHealth
- Doctor of Nursing Practice at Chamberlin University
- Masters of Nurse-Leadership & Management at Walden University
- Bachelors of Science in Nursing at the University of Akron



Andy Jones

Advisory Board Member

- Currently serving on the Board of Directors for Westfield Bank, MCPc, MetroHealth Foundation and Team NEO and Board of Trustees of Cleveland National Airshow
- Founder/Owner of Aviators Institute and of Modern & Classic Aviation
- Serves as CEO of Fortress Security Risk Management
- 10+ years serving on the Board of Directors for MCPc
- 10+ years of executive leadership experience at MCPc
- 10+ years of executive experience at MTM Technologies
- MA and BA in Communications from Morehead State University



Jonathan W. Ward

Advisory Board Member

- 30+ years of healthcare staffing experience
- 20+ years of executive experience at Cross Country Health Care
- Assistant to Chairman of W. R. Grace & Company, the largest Fortune 100 specialty chemical company
- Masters in Management from Rutgers University
- BS in Political Science from Drew University



Melissa A. Fitzpatrick

Advisory Board Member

- 30+ years of experience in healthcare leadership
- President of Kirby Bates Associates
- Currently serving as Board Member for UNC REX Healthcare
- Vice President at Dartmouth-Hitchcock Medical Center
- Named first-ever nurse to serve on the board of UNC Rex Healthcare in 2020
- Master's degree in Nursing from the University of Pennsylvania
- Bachelors in Nursing from Gwynedd-Mercy College

II. Addressing Unprecedented Market Need

FINANCES STRAIN UNDER UNPRECEDENTED NURSING SHORTAGE

"The financial stability of America's hospitals is increasingly at risk due to rising patient acuity, staffing shortages, and escalating costs for labor..." -AHA

37-57%

Nurses Leave the Profession within 2 years

65%

Nurses Are Overstressed and Feeling Burnout

1 Million

Nurses are Retiring by 2030

5.7 Years

Average RN works on Inpatient vs. 22.4 years in 1995

500,000

Inpatient Nurse Shortage by 2036

700+

Hospitals at Risk of Closure

RECENT TECHNOLOGY & STAFFING SOLUTIONS HAVE FALLEN SHORT TO DRIVE THE NEEDED INNOVATION

Technology Solutions

- 1 Technology built by non-nursing experts
- 2 Technology built for outpatient tele-visits
- 3 Technology built for incremental improvements
- 4 Technology that does not solve for business continuity

Staffing Solutions

- 1 Creates animosity among permanent staff
- 2 Difficult to manage staff
- 3 Temporary and uncommitted staff
- 4 Staffing for shortages
- 5 Tele-sitting focused incremental improvements
- 6 Remote and not a part of team



HOSPITALS STARTING TO RE-EVALUATE THEIR INPATIENT NURSE STAFFING STRATEGIES

Hospitals work to end stigma on med-surg nursing

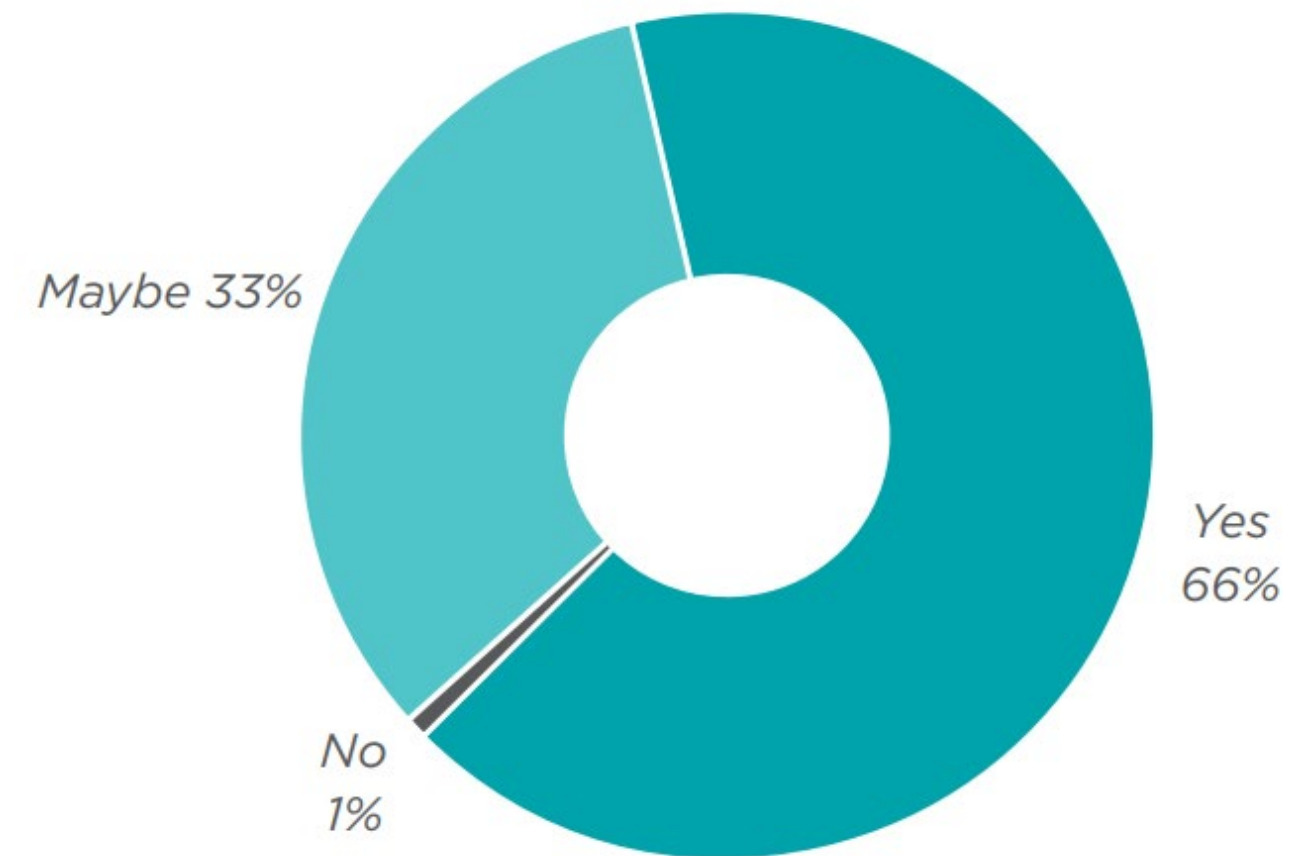
Erica Carbajal - February 2, 2024

BECKER'S
CLINICAL LEADERSHIP

At OSU, leaders are considering whether med-surg unit staffing can be improved with money currently being used on agency nurses. "You can generally employ one and a half nurses for the cost of an agency nurse, and sometimes even two," Dr. Sievert said. The hospital is in the middle of an analysis to see whether a shift to a sole RN model where nurses could expect a standard patient load of three patients, with an occasional flex up to four or five, would be comparable to the current model, which involves a lot of agency nurses and patient care assistants.

"Is there a different way to spend our dollars and can we do it wiser to really recruit our own team?" she said.

A vast majority of CNOs believe that **virtual nursing** will become integral to care delivery models in acute patient care.



Virtual Nursing Insight Survey conducted online within the U.S. by Joslin Insight on behalf of AvaSure between April 10 and 18, 2023.

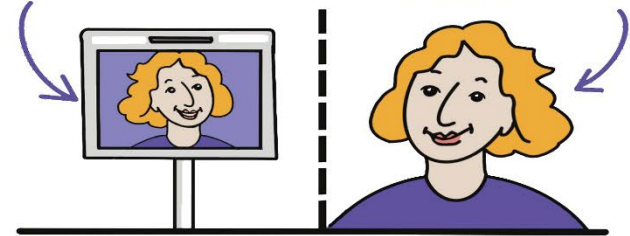
III. Nexus Bedside's Innovative Platform

THE FUTURE OF INPATIENT NURSING

BRIDGING THE GAP BETWEEN VIRTUAL AND ONSITE CARE

A NEXUS NURSING TEAM
EMBEDDED IN YOUR FACILITY,
IS OVERSEEN BY YOUR NURSE
MANAGER, ENSURING CONSISTENT
STANDARDS OF CARE

NEXUS BEDSIDE NURSES
ALTERNATE WORKING
VIRTUALLY & ONSITE



THIS HYBRID MODEL ALLOWS FOR

- ★ **PROMOTES TEAMWORK & ACCOUNTABILITY**
AS OUR SINGLE TEAM OF EXPERIENCED RNS WORK IN A TRUE PARTNERSHIP
- ★ **FLEXIBLE SCHEDULES**
OFFER NURSES INFINITE WORK SCHEDULE OPTIONS
- ★ **RESPIRE FROM PHYSICAL DEMANDS**
OF FULL-TIME, FLOOR NURSING
- ★ **COMPETITIVE WAGES**
THAT COMPARE TO TRAVEL POSITIONS

HANDS-ON
EXPERIENCED
**ON-SITE
CARE**

A DEDICATED TEAM
WORKING Together
TO CREATE A SEAMLESS
PATIENT EXPERIENCE

VIRTUAL NURSES
REDUCE STRAIN FOR
THEIR ON-SITE TEAMMATES

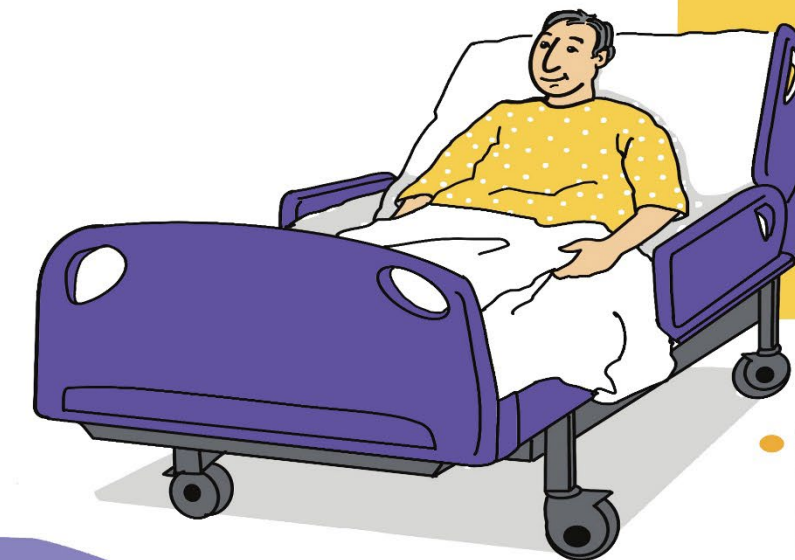
Hi Mr. Smith, it's Mary. I was your beside nurse yesterday. Today I'll be assisting Joe, your onsite nurse.

- COMPLETE ADMISSIONS & MEDICATION RECONCILIATIONS
- MONITOR PATIENTS DURING TRANSFUSIONS & INFUSIONS
- EXPEDITE FLOOR TRANSFERS
- PROMOTE TIMELY DISCHARGE
- PATIENT & FAMILY EDUCATION

**VIRTUAL
NURSING**
PROVIDING NEAR
IMMEDIATE & PROACTIVE
RESPONSE TO
PATIENTS

I've added your nephew to this call so we can go over how to take your medications together.

Let's get an interpreter on this call to make these instructions clearer for you.



PATIENTS
HAVE BETTER OUTCOMES,
INCREASED SATISFACTION &
REDUCED LENGTH OF STAY
WHEN CARED FOR BY A
NEXUS NURSING TEAM

- .5 DAY REDUCTION OF STAY
- PATIENTS ARE 17x MORE LIKELY TO CONTACT THEIR VIRTUAL NURSE RATHER THAN RING THE CALL BELL
- EXPEDITED FLOOR TRANSFERS FROM ED BY 90 MINUTES
- ON-SITE NURSES CAN ACCEPT UP TO 3x THE NUMBER OF TYPICAL TRANSFERS IN A DAY

A NEXUS BEDSIDE NURSING TEAM

EMBEDDED IN A 30 BED MEDICAL SURGICAL UNIT CAN ACHIEVE UP TO \$500,000 IN COST REDUCTION AND \$2 MILLION IN REVENUE

ELIMINATE
TRAVEL
NURSES

REDUCE
TURNOVER

ELIMINATE
OVERTIME
PAY



A WIN FOR NURSES **A WIN FOR PATIENTS** A WIN FOR THE BOTTOM LINE

WWW.NEXUS-RN.COM

NURSES ARE AT THE CORE OF NEXUS BEDSIDE'S PLATFORM

- Multiple schedules from 20 to 40 hours per week
- Up to 20% higher wages than market
- Permanent placement in hometown
- Variety on-site and virtual shifts provides respite from physical demands
- Unlimited schedule flexibility to meet any work-life situation
- Weekly payroll and on-call pay
- Team bonus for achievement
- Singular benefit package irrespective of PT/FT
- 2 paid wk/yr working with R&D team to improve tech



NEXUS BEDSIDE REVOLUTIONIZES CARE WITH DEDICATED NURSING



Strategic Partnerships

We collaborate with hospitals to enhance patient outcomes, reduce safety incidents, and shorten hospital stays

Innovative Healthcare Solutions

We support hospital leadership, decrease reliance on travel nurses, and merge advanced technology with personalized care, ultimately improving operational performance

Superior Patient Care

We provide outstanding patient experiences through rapid responses, streamlined admissions, and comprehensive education, integrating cutting-edge technology to improve efficiency and address staffing challenges

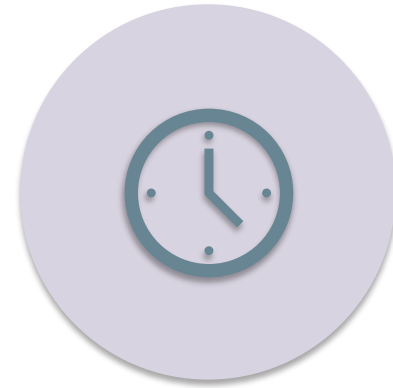
FLEXIBLE, INNOVATIVE SHIFT OFFERINGS



**RESTRUCTURED START
AND END TIMES OF
SHIFTS AND SHIFT DIFFS**



**NURSES ASSIGNED TO
ONSITE, VIRTUAL AND
ON CALL SHIFTS**



**ALL VIRTUAL SHIFTS ARE
12 HOURS**



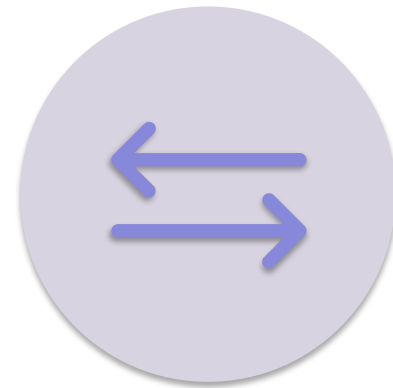
**ONSITE SHIFTS ARE
TYPICALLY 8 HOURS BUT
CAN BE FLEXED TO 12-
HOUR SHIFTS**



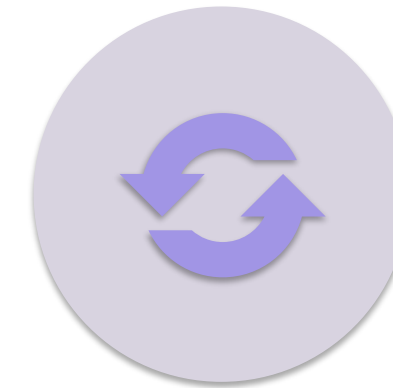
**CONSISTENT NURSE
RATIOS VN:OS:OC**



PAID ON CALL SHIFTS



**SELF-MANAGED TRADE
OR ASSIGN SHIFTS**



**CONSISTENT SCHEDULES
+ OPTION TO CHANGE AS
NEEDED**

HYBRID NURSES – TEAM OF EQUALS + RACI

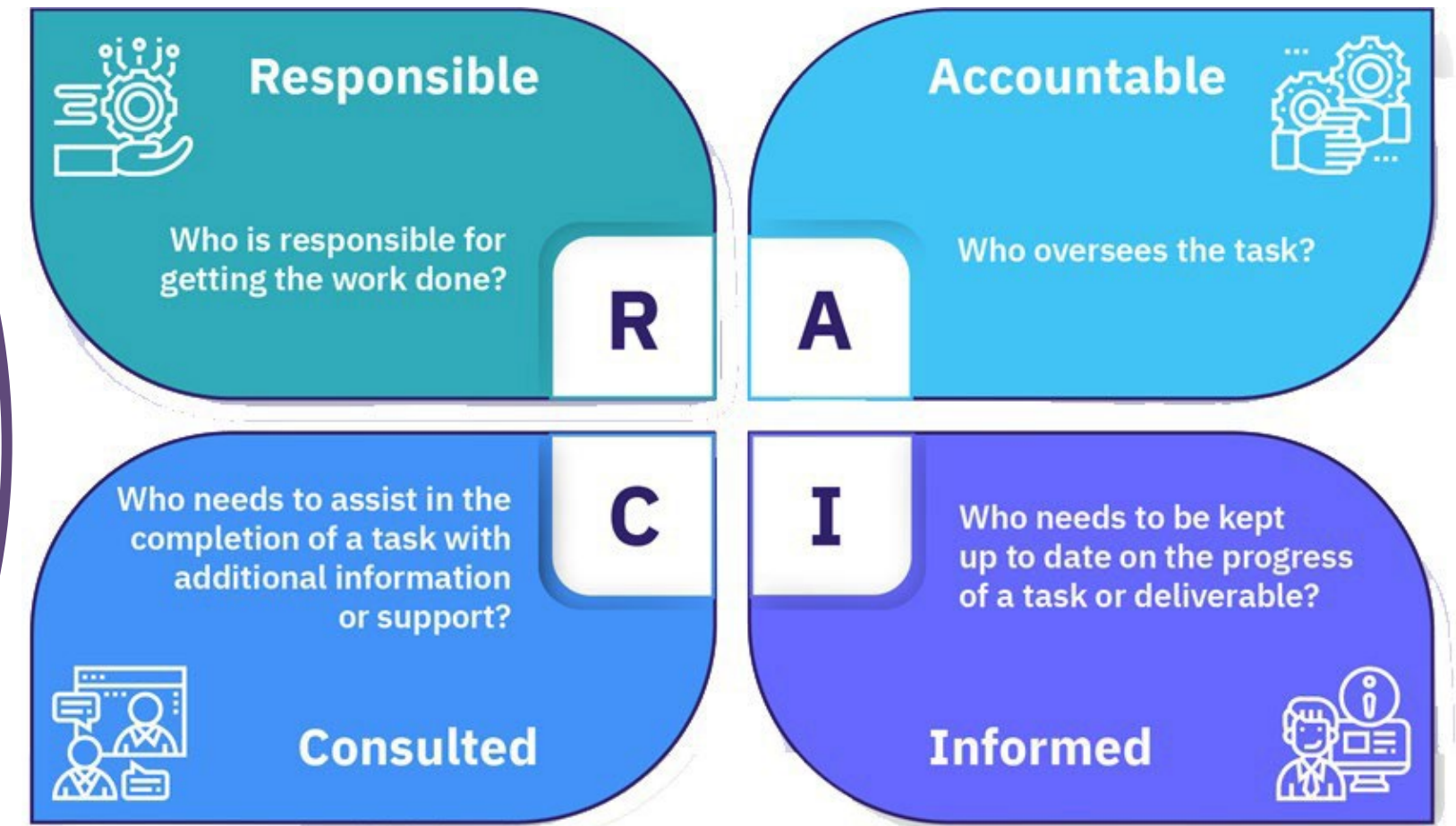
Virtual Nurse

- Admission Navigator
- Dual Signoff
- Chart Audits
- Discharge Planning
- Discharge Education
- Nurse Mentoring
- Licensed Practical Nurse Oversight
- STAT Team/Code Blue Support
- Calling New Consults
- Telemetry Signoff in Electronic Medical Record

- Patient Rounding
- Patient Education
- Care Plan Updates
- Pain Reassessment
- Order Clarification
- Answer Patient /Family Questions
- Interdisciplinary Rounds

Bedside Nurse

- Physical Assessment
- Medication Administration
- Hands-on Bedside Care
- Procedural/Transport Readiness Coordination



NEXUS BEDSIDE TECHNOLOGY



Virtual Nursing

Virtual Sitting (Falls)



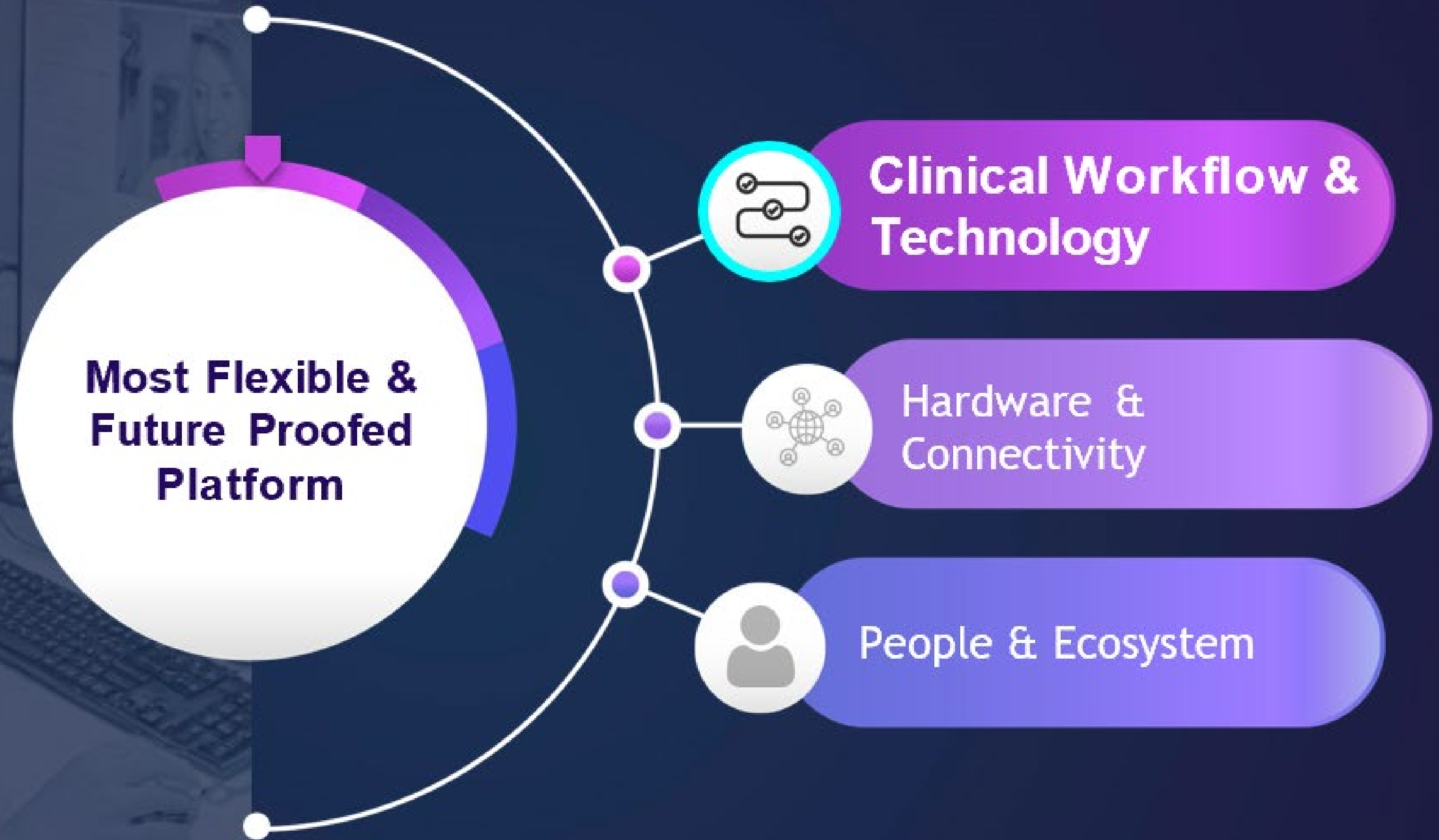
Family Care Connect

eICU Lite

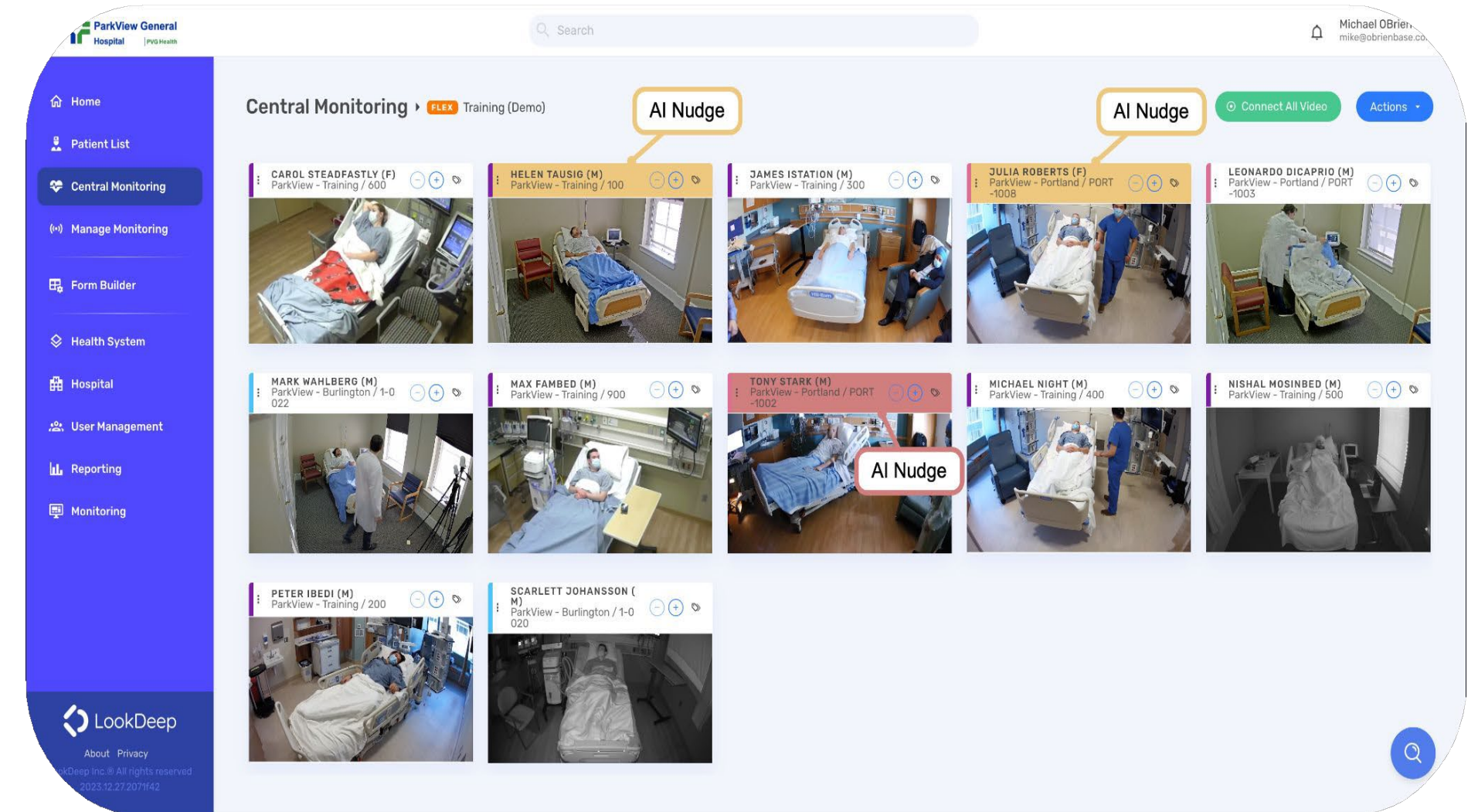
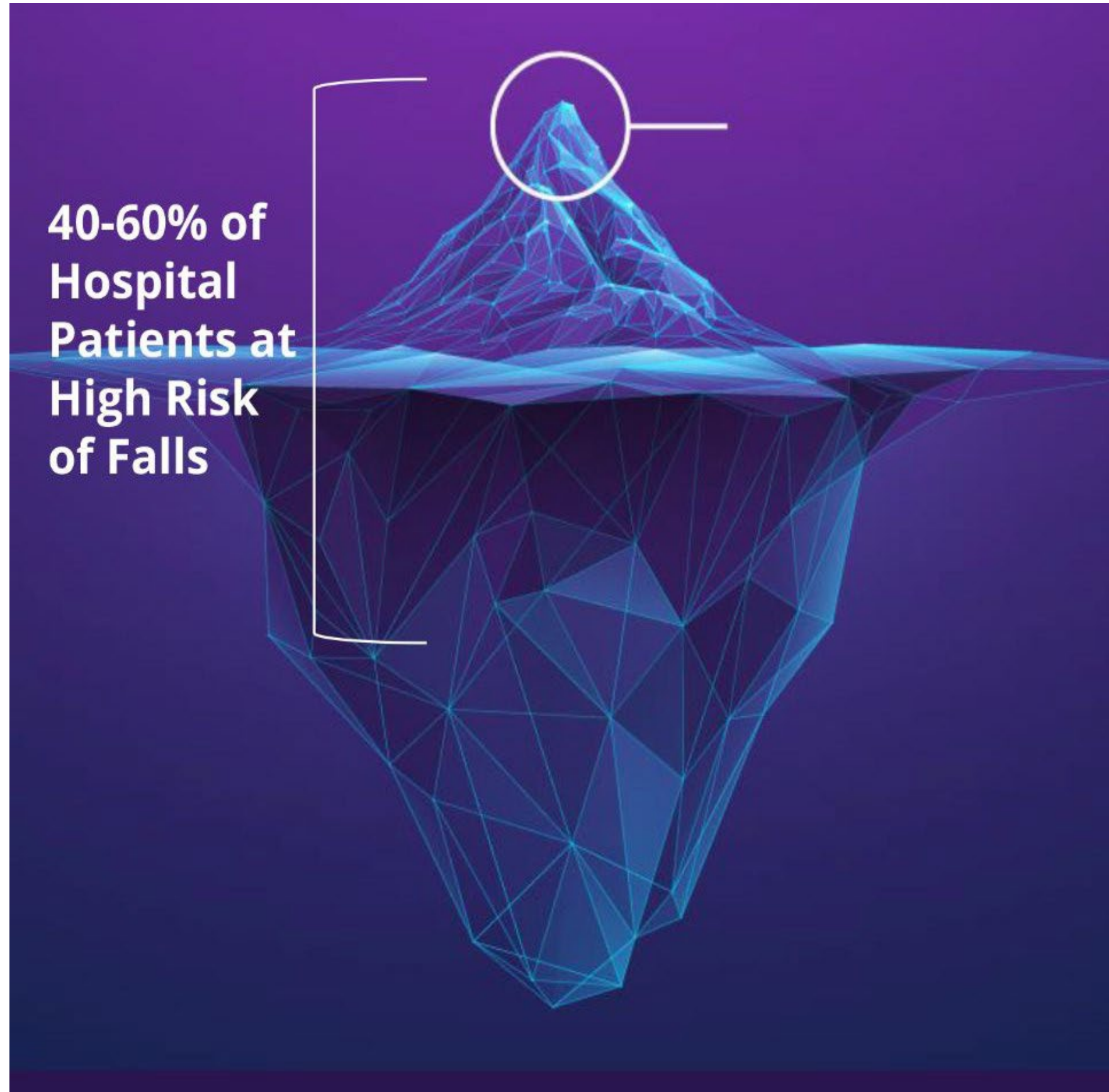


+Virtual Translators, Scribes, Early Warning & more

THE FUTURE OF VIRTUAL CARE FOR HOSPITALS



INFINITY WATCH IMPROVES PATIENT SAFETY & REDUCES FALLS



Save on Tech Cost & Labor









Keep 5-10X more patients safer with Infinity Watch

ALL ROOMS ON FLOOR EQUIPPED WITH FLEXIBLE DEPLOYMENT



THE FUTURE OF NEXUS INTEGRATED TECHNOLOGY

- Convert every patient room into a Telemetry, Stepdown, or ICU room.
- Eliminate patient disruption with continuous vital sign monitoring.
- AI-developed early warning system for patient decompensation.

 <p>Single-Lead ECG</p>	 <p>Heart Rate</p>	 <p>Heart Rate Variability</p>	 <p>Respiratory Rate</p>
 <p>Body Temperature</p>	 <p>Blood Pressure*</p>	 <p>Weight*</p>	 <p>Oxygen Saturation*</p>

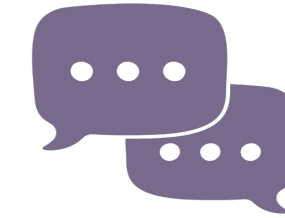
NURSING CARE AUGMENTED BY AI (CONT'D)



**Reduced
Staff Burnout**



**Enhanced
Patient Safety**



**Mentorship
and Support**



**Efficient
Care Delivery**



**Financial
ROI**

30-60

Minutes Saved per Virtual
Admission/Discharge

10-30%

Increase Nurse Satisfaction

\$56,300

Saved per Prevented Nurse Turnover

IV. Implementation Models

OPTIONS FOR IMPLEMENTATION

Insource Option

- Staffed by current organization nurses
- Dedicated team of hybrid-nursing design (virtual and on-site nurses)
- High retention-high efficiency model
- Same proprietary inpatient workflows
- Continuous monitoring using AI fall and elopement detection

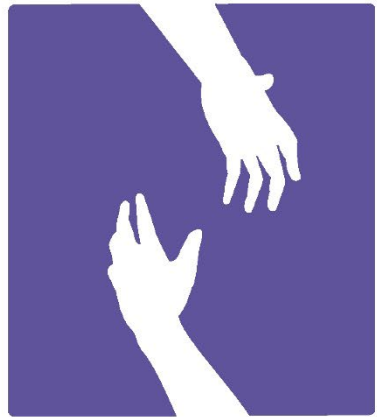
Outsource Option

- Staffed by new local nurses contracted for minimum of 5 years
- Dedicated team of hybrid-nursing design (virtual and on-site nurses)
- Same proprietary inpatient workflows
- Same technology designed by nursing experts for nursing
- Continuous monitoring using AI fall and elopement detection

Seasonal Option

- Staffing for new or surge units
- Travel nurses contracted for entire duration
- Dedicated team of hybrid-nursing design (virtual and on-site nurses)
- Same technology designed by nursing experts for nursing
- Continuous monitoring using AI fall and elopement detection
- Four-months minimum agreement

MULTIPLE GROWTH OPPORTUNITIES



Nexus
The future of inpatient nursing

The Leading Intelligent
Nursing Care Platform

Value Based Care

Potential add-on tech / staffing acquisitions to enhance platform & offering

Potential to replicate solution in non-Acute Care settings, e.g. Post Acute and Home Health

Expand Acute Care offering through additional solution offerings

Organic growth within leading Health Systems / Acute Care hospitals