

Home at Last

A Quarterly Publication for the NxStage® Home HD Community

Home Hemo Heroes *Home Program Training Nurses*

March 2008

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In this issue, NxStage recognizes two unique programs that have achieved significant milestones in home hemodialysis because of their shared philosophy to send more patients home.

In the fourth quarter of 2007, **WellBound**, a Satellite Healthcare Company, surpassed having **100** active NxStage patients. WellBound's mission has always been to educate and empower CKD patients so they can lead more independent and healthier lives. *"The WellBound environment is just one more part of a list of attributes that has made the program successful",* states Maureen Holland, Regional Director for WellBound. *"At WellBound we don't just treat and discharge, our clinical staff builds caring relationships with patients and they remain a reliable source of inspiration for patients as they move on with their lives. Our clinical staff does not only assist these patients to become proficient with their home dialysis regimen, but also provides them with support for social, nutrition and ongoing healthcare needs."*

WellBound was the first program in NxStage's IDE clinical study in 2003, which led to NxStage's home clearance for the System One in mid-2005. This February, six WellBound patients, along with key WellBound and NxStage personnel, came together in the San Francisco bay area to celebrate four years on the NxStage system. Read their stories on the NxStage website, www.nxstage.com.

Also in Q4 2007, Seattle-based **Northwest Kidney Centers** (NKC) achieved over **50** active NxStage patients in their home hemodialysis program. NKC was established in 1962 as the world's first outpatient dialysis facility and is a model for saving and sustaining the lives of people with chronic kidney disease and focuses on improving the quality of patients' lives. NKC is dedicated to developing



WellBound home HD program (l to r): Kimberly Hadley – Emeryville, CA (on floor), Kathy Asimos – Vallejo, CA; Marla Thompson – Santa Rosa, CA; William Davis – Sacramento, CA; Carol Elwood – Menlo Park, CA; Maureen Holland – Regional Director



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Patient Spotlight:

Harry P – HHD “Superstar”



Harry P, a patient at DaVita in Plainfield, NJ, has worked as a professional in both corporate America and the private sector. Currently, he manages a program for the State of New Jersey that builds modular ramps for people with disabilities who wish to work or continue their education. With working five days a week and having a one-hour commute each way, home HD has been a great therapy option for Harry. He feels better, proven by lab results and boundless energy. Home HD allows Harry precious time to be together with his family and out with friends socially. The flexibility of home hemo fits in with his very active lifestyle.

Harry is a passionate advocate of home hemodialysis, always willing to talk to others—patients, clinicians and the general public—about this therapy. His home training nurses ask him to speak to potential patients to answer their questions and share his experiences. He speaks to renal professionals to help educate them on home HD from a patient’s perspective, recently sharing his story at a local hospital’s Renal Day where he received a standing ovation after his informative (and humorous) presentation. He also has been featured on local public TV and radio programs; his radio interview is up for a New Jersey Radio award.

Harry has been disabled from birth with limited use of his lower extremities, however now he does it all: jet skiing, glider piloting, playing wheelchair hockey, and traveling extensively. Jean, his wife, life and dialyzing partner, says *“there is nothing to stop Harry now.”*



“There is nothing to stop Harry now.”

Home Hemo Heroes (continued from cover)

innovative treatment options and promoting research to find the cure for chronic kidney disease.

Northwest Kidney Centers has been a leader in home dialysis care since 1967, when dialysis pioneer Dr. Belding Scribner first established the organization’s home program. Today, NKC’s home hemodialysis program is one of the largest in the country, positively promoting the freedom, sense of control and empowerment that home dialysis offers. *“Our aim is high. We promote the home program to all of our patients and provide active and intensive education for our staff, physicians, patients and the communities we serve,”* says Nives Rigodanzo-Massey, RN, NKC’s Home Hemodialysis Manager. *“We believe home is the best and where the heart is.”*



Patient John D (seated) with Northwest Kidney Centers home HD program staff (l to r): Margilyn Umali, Linda Franklin, Nives Rigodanzo-Massey, Sarah Rassa, Melinda Archide, and Carol Pettes

In the News: NxStage Completes Medisystems™ Acquisition

We are proud to announce that Medisystems is now part of NxStage Medical. Medisystems is a U.S. market leader of in-center hemodialysis blood tubing sets and A.V. fistula needles. With this acquisition, NxStage Medical now has a strong presence in the home, hospital/ICU, and in-center/clinic environments.

NxStage has always been committed to transforming renal care with innovative, simple, and flexible solutions. With the recent launch of the *Streamline*™ blood tubing set, Medisystems has reinforced and added to NxStage's mission. *Streamline* is a simpler blood tubing set that is capable of improving dialysis efficiency. This new product, for in-center use, is designed to set a new standard for innovation, safety and performance.

Jeff Burbank, NxStage's President & CEO says, *"I believe that we now have the components in place to realize the significant opportunities that we see in each segment of the dialysis market - hospital, in-center and home-based therapies. Our acquisition of Medisystems establishes us as a vertically integrated manufacturer and distributor of innovative dialysis products, with greatly expanded scale and capabilities. I am more confident than ever in our ability to continue to lead and grow the home hemodialysis market, as we begin a new era for NxStage."*

Customer Service Spotlight: Joni Desjardins



When Joni Desjardins joined NxStage in May, 2005, there was only one other Customer Support Specialist. They did everything from orders to billing to returns!

Joni's first "real" job was working for a global, high-tech corporation in Research & Development as a

Sr. Technical Operations Coordinator. After 20 years there, she experienced other companies with fast-paced environments where deadlines and multi-tasking were required...great training for NxStage!

In mid 2007, Joni and her husband moved from New England to beautiful, sunny Arizona, but she continues to serve her NxStage patients and customers in the Midwest (and, yes, she gloats a little during winter storms!). Joni says that she is so happy to be part of a company that is really making a huge difference in people's lives. *"I hear it every day when I speak to my patients and their families. I love to hear their stories and what NxStage has enabled them to do that they couldn't do before! My patients and my nurses are incredible!"*

Technical Support Spotlight: Peter Poirier



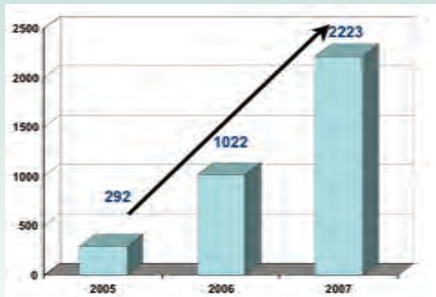
Peter Poirier joined NxStage in June 2005 and was the third technical support rep in the department. Prior to this position, Peter worked for a heart-assist device company for 12 years.

They manufactured left ventricle-assist blood pumps and accessories, and Peter worked in the Field Service Department, providing user technical support, handling field repairs, and managing the equipment repair depot.

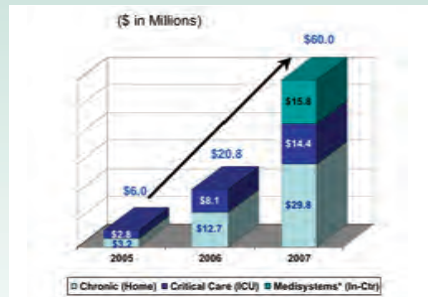
Outside of work, Peter is an avid New England sports fan, calling the recent Super Bowl "very disappointing". In his role as Sr. Technical Specialist, Peter greatly enjoys speaking to and assisting the NxStage users. He says *"being a part of the early days at NxStage and then all the recent milestones the company has achieved has been very rewarding."*

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Growth Dashboard



of NxStage Active Patients



Revenues

Home at Last is published quarterly for dialysis centers and their patients by NxStage Medical, Inc.

Disclaimer: This newsletter was developed to provide an interactive forum for the NxStage chronic community. It is not intended to replace the NxStage System One Users Guide nor Cartridge Instructions for Use.

Home at Last provides general information and is not intended to serve as a treatment guide. Home daily therapies are not for everyone. They require a patient and a partner who are committed to being trained on and following the guidelines for proper system operation, as well as their dialysis prescription, which may require treatments up to six days per week. The NxStage System One is a prescription device and, like all medical devices, involves some risks. Patients should consult with their doctor to understand the risks and responsibilities of home and/or daily hemodialysis using the NxStage System One.

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