



WELCOME!

August 7, 2025

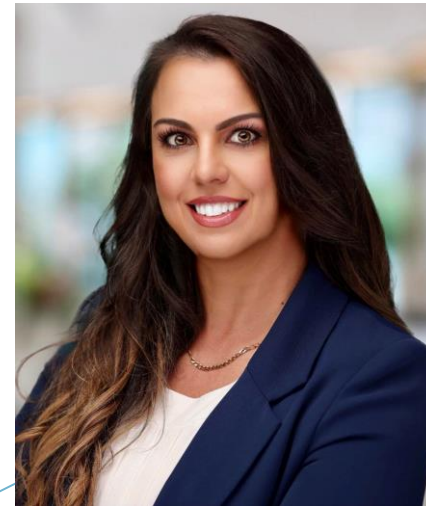
AUGUST 2025 AGENDA



- 12:00 p.m. ▪ Welcome/House Keeping
- 12:05 p.m. ▪ **Intercare Recruitment LLC**
 - Presented by Karolina Willis
- 12:25 p.m. ▪ **Intercare Recruitment Q&A**
- 12:30 p.m. ▪ **Cato Supply**
 - Presented by Sam Oldham
- 12:50 pm ▪ **Cato Supply Q&A**
- 12:55 p.m. ▪ Closing

Intercare Recruitment

Enabling Access to Quality Rural Healthcare in Utah
Your Partner in Nurse Recruitment & Immigration



Karolina Willis CEO & Founder

Our Mission & Vision

- ▶ **Mission:**
Close the healthcare gap in underserved rural communities by placing skilled nurses and clinicians in rural Utah.
- ▶ **Vision:** Help rural facilities thrive, improve patient outcomes, and foster sustainable community health.



Why Rural Utah Needs Support

- ▶ Utah's rural areas face provider shortages, long travel times, and limited infrastructure.
- ▶ Local initiatives by Utah's State Office of Rural Health highlight ongoing recruitment and retention challenges.



Intercare's Rural Healthcare Services

- ▶ Specialized program for underserved areas across the U.S.—including rural Utah.
- ▶ Focused on recruiting professionals specifically passionate about rural settings.
- ▶ Provides tailored staffing, consulting, retention planning, and ongoing on support.



CEO & Founder

- ▶ Karolina Willis, with 20 years in healthcare recruitment, founded Intercare in 2010 in Dubai.
- ▶ Brings deep insight across international and domestic placements.
- ▶ She emphasizes long-term relationships, integrity, and individualized support.
- ▶ Continues to build strong partnerships with medical professionals and healthcare organizations across the globe.
- ▶ Master's in healthcare business.



Nurse-Led Recruitment Team

- ▶ Our recruiters are former nurses—they understand firsthand clinical and cultural fit needs.
- ▶ This deep empathy builds trust with candidates and improves placement success.
- ▶ We manage screening, credentialing, interview prep, and candidate support from start to finish.



Immigration & Legal Excellence

- ▶ We partner with a top-tier immigration attorney who has processed over 120 nurses this year.
- ▶ Ensures seamless transitions—including visas, compliance, and coordination with your facility.
- ▶ Provide candidates with full support: immigration paperwork, licensing, housing guidance, flight logistics.



How Intercare Supports Rural Utah Facilities

- ▶ End-to-end recruitment—from sourcing to relocation and onboarding.
- ▶ Cultural orientation and retention planning tailored to small communities.
- ▶ Consulting options to help optimize staffing models, retention strategies, and performance metrics.



Real-World Impact

- ▶ Intercare has built significant nurse pipelines through retained contracts, offering long placements and deeper guarantees.
- ▶ Typical guarantee period extends up to 12 months—well beyond industry norms.
- ▶ Nurse retention rates are higher when candidates are well-prepared and supported.



Why Partner with Intercare for Rural Health

- ▶ Local Fit + Global Reach
- ▶ Dedicated Legal Support
- ▶ Holistic Candidate Care
- ▶ Proven Retention
- ▶ Consulting & Staffing Planning Description
- ▶ Recruiters who understand nursing culture + international sourcing
- ▶ Handles complex immigration with proven track record
- ▶ From pre-screen to community integration
- ▶ Strong outcomes in rural settings with extended guarantees
- ▶ Customized to the unique needs of rural Utah systems



Recruitment Process

Recruitment Process

INTERCARE



Source Candidates



Screen Applicants



Interview



Present Candidates to Clients



Obtain Offer



Assist with Immigration



Coordinate Relocation



Provide Onboarding Support

Next Steps

- ▶ 1. Schedule a discovery call to assess specific facility needs
- ▶ 2. Define roles: number of nurses, specialties, visa requirements
- ▶ 3. Launch candidate pipeline and immigration process
- ▶ 4. Develop onboarding and retention roadmap
- ▶ 5. Begin placements—with ongoing follow-up and support
- ▶ www.intercarerecruitment.com



INTERCARE RECRUITMENT Q&A

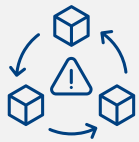
(5 Minutes)



Your Trusted Supply Chain Partner

Why Cato Exists

Working with a leading Market Research agency, Cato interviewed procurement professionals at over 150 health systems to find:



72%

of hospitals face supply chain disruptions affecting patient care.



51%

of procurement professionals cite product availability & reliability as top concerns.



84%

worry about price volatility & inflation.



Burden

Regulatory compliance is a growing burden, requiring suppliers who can provide reliable, compliant products.



How can procurement leaders solve these challenges while ensuring supply continuity, cost and waste savings, and compliance?

Core Offerings



1. Procurement Disruption Specialists

- Support health systems by delivering critical supplies facing **disruption, back-order, or when functionally equivalent substitutes** need to be identified quickly.
- Leverage our **AI-powered sourcing engine** to surface hard-to-find and allocated items **from 260,000+ SKUs across 680+ personally vetted suppliers**, delivering same-day quotes and expedited fulfillment.



2. Robotic Instruments – Remanufactured and Certified Pre-Owned

- Provide remanufactured and certified pre-owned robotic surgical instrument options, including high-demand SKUs like the **8mm Monopolar Curved Scissors (Si/Xi-#470179)**.
- Deliver **20%-30% cost savings** with instruments that are FDA 510(k)-cleared, and substantially equivalent to new.



3. Robotic Instruments – Recycling Program

- Reduce biohazard waste and carbon footprint by an **estimated 50%** by recycling robotic surgical instruments.
- Access to the **Remanufactured Instrument Program** to lower the environmental impact of medical device disposal.

Procurement Disruption Specialists

12 Months of Cato's Proven Performance

Client	Case Study
Midwest IDN	Sourced 24 of 32 med-surg SKUs on backorder the same day the primary vendor couldn't supply them, achieving a 75% in-stock fill rate.
Missouri IDN	Fulfilled ~ \$250K in SpO2 sensors in one week after a cyberattack halted vendor orders.
Missouri IDN	Fulfilled 13 urgent backordered SKUs in one month (needles, syringes, irrigation, blood collection media).
Tennessee IDN	Provided pediatric warming systems and maternal-infant care equipment during a backorder, at a fraction of the primary vendor's pricing.
Federal Government IDN	Delivered chloraprep during a backorder when allocation issues stalled the supply.
Virginia IDN	Delivered blood culture bottles in bulk during a manufacturer backorder and raw material shortages.
5 IDNs	Delivered 31 truckloads of IV fluids in November 2024 alone, during peak shortages.
LA Unified School District	Delivered 1.2 million KN95 masks the next day after an emergency RFP, supporting school reopening during wildfires.
Pediatric Home Care Provider	Delivered 140 ventilator battery packs six months ahead of manufacturers' backordered ETAs.
Federal Government Entity	Delivered Narcan and harm-reduction products to federal and state agencies at rates below primary vendors, supporting opioid crisis intervention.

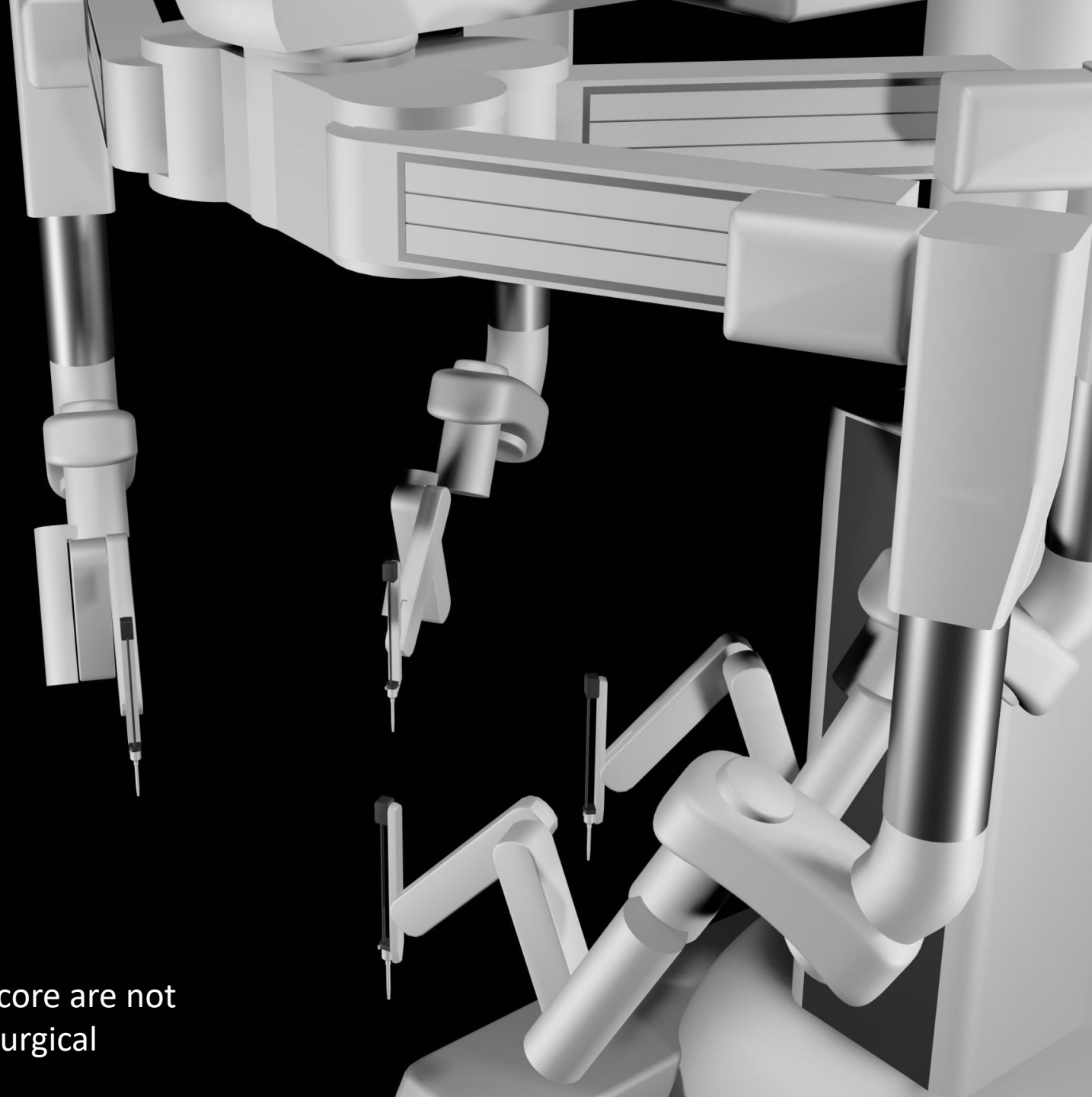
As one of our clients, the Manager of Supply Chain Sourcing & Procurement (CPhT, CVAHP) at a Large Midwest IDN, shared:

“We really appreciate your partnership as you know thus far... I can with full confidence say that because of the work that (our procurement team) has done in placing orders with you and your help, we have not had to cancel a single surgical case.”



Robotic Instrument Programs

- Restore Robotics has the only 510(k) clearances from FDA to remanufacture Si and Xi robotic instruments. Restore handles all remanufacturing activities.
- Encore has exclusive rights to sell remanufactured robotic instruments. Encore handles sales and billing.
- Three robotic programs
 - Remanufactured Robotic Instrument Program
 - Pre-Owned Robotic Instrument Program
 - Robotic Donor (Collection) Program



Remanufactured Robotic Instrument Program

- Robotic instruments are programmed for limited uses, after which the instrument no longer works, and a new one must be acquired
- When a healthcare facility captures the instruments after their limited use, these can be sent to Encore for remanufacturing
- The robotic instrument is remanufactured and reset - and the device is returned to a healthcare facility at a significantly lower price than new
- Remanufactured robotic instruments are sold at a 20% discount compared to new robotic instruments and can save hospitals thousands of dollars per robot.
- Using remanufactured robotic instruments poses no additional patient risk and the instruments are substantially equivalent to new instruments.




Next Steps



Contact Us:

 sam.oldham@catosupply.com

 (214) 542-1085

 www.catosupply.com

Step 1: Understand Your Needs



Step 2: See Where Cato Fits



Step 3: Build the Partnership (No Cost)

Schedule a call, share your email, or email me to discuss your procurement challenges and address supply gaps and inefficiencies.

Backorders, Shortages, Allocation Issues – we'll help source immediately.

Value Analysis, Saving Opportunities – share product categories for us to review.

RFPs or Contract Renewals – send basic RFP info for vendor evaluation.

Optional **bi-weekly syncs** to discuss on-the-ground insights.

On-demand **procurement analytics & compliance reports**.

CATO SUPPLY Q&A

(5 Minutes)

CLOSING



- Next Session is September 4, 2025 at 12:00 p.m.
 - Topics:
 - COVER to COVER Program
 - Center for Rural Health Leadership Training Resources
- The recordings from today will be available at:
<https://www.rhau.org/rhau-webinar-series>
- The application to request to present can also be found on the RHAU website, we encourage you to apply to present!

THANK YOU FOR ATTENDING!!!

September 2025 RSVP

