



## Outset Medical Expands Senior Leadership Team by Adding Chief Operating Officer and Commercial Strategy VP

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### Novel technology designed to reduce the cost and complexity of dialysis and transform the patient care experience

SAN JOSE, Calif. — Outset Medical, a commercial-stage company delivering new technology into the \$13 billion global dialysis market, today announced the appointment of two new executives: Martin Vazquez, who joins the company as Chief Operating Officer, and Chad Hoskins as Vice President, Commercial and Corporate Strategy.

Vazquez is a seasoned med tech executive with more than 25 years of manufacturing, end-to-end complex supply chain management, product development and quality assurance experience, both in capital equipment and high-volume disposables. Most recently he served as Vice President, North America Operations and Global Sales and Operations Planning at Abbott Rapid Dx (formerly Alere) where he was responsible for a global supply network of rapid diagnostic test factories. Previously, he served as Worldwide Vice President, Manufacturing Management at Becton Dickinson where he led electromechanical and instrumentation manufacturing operations. Prior to BD, he was a senior operations leader at CareFusion overseeing a global network of manufacturing facilities, including a single facility producing over one million infusion sets per day.

"The leadership at Outset Medical is passionate and focused on their mission to transform the experience of dialysis for patients and enable greater efficiencies in care for clinics," said Vazquez. "I share this passion and look forward to helping lead the organization as it becomes a global rapid growth company."

Chad Hoskins brings a successful track record of developing and executing strategies to commercialize innovative medical products. Before joining Outset Medical, Chad was Division Vice President, Heart Failure Therapies at Abbott, responsible for globally marketing the Mechanical Circulatory Support (formerly Thoratec) and CardioMEMS franchises. Prior to Abbott, he was Vice President of Marketing for St. Jude and also held commercial leadership roles at Thoratec before its acquisition by St. Jude. Earlier in his career, Chad was a consultant with McKinsey & Company.

"Despite over 84 million dialysis treatments each year at a Medicare cost of over \$33 billion, the dialysis equipment and service model has changed very little over the last 30 years. There is a clear need for technology innovation aimed at cost reduction and a meaningfully improved patient experience," said Hoskins.

Today, hemodialysis is costly and complex to provide. Outset has developed a technology solution aimed at easier, lower cost dialysis. The Tablo® System functions like a "dialysis clinic on wheels," enabling dialysis without the infrastructure and labor constraints that currently burden the provision of care.

Tablo is the first device to combine simplicity, versatility and operational efficiency. The same platform can be used in a range of care settings from dialysis clinics to hospitals to extended care facilities.

"The ability to scale both with speed and control is critical when tackling an enormous market like dialysis. Chad and Martin will play an instrumental role in ensuring we maximize the growth opportunities ahead for Tablo across multiple market segments both in the U.S. and abroad," said CEO Leslie Trigg.

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#### About the Tablo Hemodialysis System

Tablo is an FDA-cleared enterprise solution for dialysis, designed specifically to reduce the cost and complexity of dialysis across all care settings. Requiring only an electrical outlet and tap water to operate, the mobile Tablo system frees patients and providers from the burdensome infrastructure required to operate conventional dialysis machines. The machine's integrated functionality enables it to serve as a dialysis clinic on wheels and enables providers to standardize to a single platform that can be used across a wide spectrum of care settings. Wireless data, sensor-based automation and an animated touchscreen make the system easy to learn and use. Leading health systems and medical centers across the U.S. have adopted Tablo for hospital and clinic dialysis, and the U.S. Department of Health and Human Services (HHS) awarded a contract for the use of Tablo in communities hit by natural disasters.

#### About Outset Medical

Outset Medical is dedicated to technology-driven service model innovation aimed at reducing cost and transforming the patient care experience. Outset's Tablo System is FDA-cleared for use in acute and chronic care settings. In addition to its acute and chronic care commercial expansion, the company has concluded a clinical trial to expand Tablo's labeled indication to include home use. For more information visit [www.outsetmedical.com](http://www.outsetmedical.com) and follow the company on Twitter at @OutsetMedical.

