

NephroCan



RETHINKING HEMODIALYSIS

PRODUCT CATALOGUE



2024

www.NephroCan.com



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ABOUT US

NephroCan provides a fully integrated product and service offering for patients living with End Stage Renal Disease (ESRD). Designed and produced in accordance with medical device regulations and international standards, NephroCan equipment and consumables are made with high quality components, enabling healthcare providers to customize safe, effective and efficient dialysis treatments for patients.

We believe that hemodialysis treatment should be equitable, accessible, and affordable, irrespective of circumstance. With the vision of rethinking hemodialysis care, we continue to innovate and improve technologies, shifting the paradigm of treatment for patients globally.



NephroHDM is a hemodialysis machine for kidney replacement therapy. A key focus in the design process was developing versatile attributes, inclusive of a user-friendly interface and experience. Therefore, the machine is equipped with a single, double, or triple blood pump to accommodate even the most tailored hemodiafiltration procedures. Other key features include:

- ✦ Servo system ensures the perfect blood flow, allowing for a precise anticoagulation injection during treatment
- ✦ Ultrafiltration control parameters are extremely precise, helping provide accurate measurements of the ultrafiltration (UF) rate
- ✦ Blood pressure and physiological monitoring, patient access card database, a 15-inch PCAP touchscreen interface and cloud communication, ensuring treatment process is seamless and personalized



HEMODIALYSIS MACHINE

FUNCTION	PARAMETER	SPECIFICATIONS
TREATMENT TYPE	HD Bicarbonate and acetate Single needle and double needle	
Ultrafiltration	Net Fluid Removal	100 - 2000 mL/hr
	Measurement Type	On-line non-invasive flow metric measurement system
Dialysate	Bicarbonate Concentration	2.4 - 3.6 mS/cm
	Sodium Concentrate	13.5 - 15.5 mS/cm
	Dialysate Temperature	35 - 39 °C
	Dialysate Time	15 min - 10 hr
	Dialysate Flow Rate	300 - 700 mL/min
	Bicarbonate Type	Cartridge Container
	Blood Flow Rate	20 - 700 mL/min
Blood	Blood Pump	Brushless DC motor equipped with single fault safe driving unit
	Blood Sensors	Blood detection for safety during patient connection and disconnection
		Ultrasound air detector in the closest position to clamp with internal self-test and air bubble detector > 40 µl
Blood Pressure Sensor	Position	3 locations: venous, arterial, and dialyzer entrance
	Range	-350 to 450 mmHg
	Error	< 1 mmHg
Blood Sensor	Blood leakage detection with resolution of 0.35 mL/min	
Anticoagulation	Heparin Pump	Configurable in software with different syringe types Step motor driving with accurate linear system
	Syringe Size	20 mL
	Accuracy	5%
	Working Program	Bolus and continuous dosing Programmable profile for dosing stop time
Disinfection	Hot rinse, chemical, hot chemical	
Electrical System	CPU and Protection System	Embedded system
	Interface	Size: 15 inch
		Pixels: 1024x768
Other	Customized Features	Touch screen: PCAP
		<div>» Auto shutdown after rinse</div> <div>» Reinfusion and priming</div> <div>» Real blood flow correction</div> <div>» Alarm system recording</div> <div>» Filter and cartridge emptying cycles</div> <div>» On-line real Uf measurement</div> <div>» Patient access card tracking system</div> <div>» Customized menu for troubleshooting</div> <div>» User-friendly</div> <div>» Profiling</div> <div>» Self testing</div> <div>» Kt/V measurement</div> <div>» Patient blood pressure monitoring</div> <div>» Cloud communication</div>

HEMODIALYSIS FILTERS

Nephro Filter

Offering a wide variety of hemodialyzers is our commitment at NephroCan. This is why our single-use NephroFilters are made to fit every standard machine.

We offer two different membranes, Polysulfone in high or low flux with 1.0 - 2.2 m² surface range, and Polyethersulfone in high flux with ranges 1.3 - 2.0 m² surface area or low flux with ranges 1.0 - 2.0 m² surface area.

Sterilization methods are Gamma Irradiation (R), Ethylene Oxide Gas (EO), and Steam (S).





Polysulfone Hemodialyzer Specifications*														
High-Flux Hollow Fiber Hemodialyzer, Sterilized with Gamma Irradiation (R)														
Type	Ultrafiltration Coefficient (mL/mmHg.hr)	KoA (mL/min)	Clearances (mL/min)										Blood Priming Volume (mL)	Surface Area (m²)
			Urea		Creatinine		Phosphate		Vitamin B ₁₂		Inulin			
			Q _B =200	Q _B =300	Q _B =200	Q _B =300	Q _B =200	Q _B =300	Q _B =200	Q _B =300	Q _B =200	Q _B =300		
NephroPS100R	34.6	930	190	258	173	217	160	199	113	127	78	84	59	1.0
NephroPS130R	46.4	1030	195	264	180	234	174	219	130	146	93	103	69	1.3
NephroPS140R	50.6	1190	196	272	186	247	179	230	139	159	104	113	74	1.4
NephroPS160R	59.4	1570	197	284	193	267	188	249	153	178	117	130	86	1.6
NephroPS180R	63.7	1660	198	286	194	276	192	259	161	190	125	141	105	1.8
NephroPS200R	74.6	1900	199	290	196	283	195	277	168	208	131	152	107	2.0
NephroPS220R	80.9	2160	199	293	198	291	196	288	174	221	135	163	116	2.2



Polysulfone Hemodialyzer Specifications*														
Low-Flux Hollow Fiber Hemodialyzer, Sterilized with Gamma Irradiation (R)														
Type	Ultrafiltration Coefficient (mL/mmHg.hr)	KoA (mL/min)	Clearances (mL/min)										Blood Priming Volume (mL)	Surface Area (m²)
			Urea		Creatinine		Phosphate		Vitamin B ₁₂		Inulin			
			Q _B =200	Q _B =300	Q _B =200	Q _B =300	Q _B =200	Q _B =300	Q _B =200	Q _B =300	Q _B =200	Q _B =300		
NephroPS10R	7.3	698	187	238	167	201	143	161	79	84	-	-	59	1.0
NephroPS13R	9.5	824	195	250	180	223	153	182	93	100	-	-	69	1.3
NephroPS14R	11.9	977	196	253	184	226	157	188	98	117	-	-	74	1.4
NephroPS16R	13.9	1240	197	274	189	243	164	196	120	135	-	-	86	1.6
NephroPS18R	16.7	1570	198	284	189	265	174	215	139	156	-	-	105	1.8
NephroPS20R	17.8	1610	199	285	191	268	177	220	145	161	-	-	107	2.0
NephroPS22R	19.8	1980	199	291	193	283	182	234	149	176			110	2.2

Polyethersulfone Hemodialyzer Specifications*														
High-Flux Hollow Fiber Hemodialyzer, Sterilized with Gamma Irradiation (R)														
Type	Ultrafiltration Coefficient (mL/mmHg.hr)	KoA (mL/min)	Clearances (mL/min)										Blood Priming Volume (mL)	Surface Area (m²)
			Urea		Creatinine		Phosphate		Vitamin B ₁₂		Inulin			
			Q _B =200	Q _B =300	Q _B =200	Q _B =300	Q _B =200	Q _B =300	Q _B =200	Q _B =300	Q _B =200	Q _B =300		
NephroPES130R	58.3	1140	197	270	192	255	181	236	147	168	107	116	72	1.3
NephroPES160R	67.0	1610	196	285	193	269	189	254	160	186	120	134	89	1.6
NephroPES180R	84.2	1770	198	288	197	279	194	262	165	194	127	144	110	1.8
NephroPES200R	87.5	1980	199	291	197	286	196	279	172	211	132	154	114	2.0

Polyethersulfone Hemodialyzer Specifications*														
Low-Flux Hollow Fiber Hemodialyzer, Sterilized with Gamma Irradiation (R)														
Type	Ultrafiltration Coefficient (mL/mmHg.hr)	KoA (mL/min)	Clearances (mL/min)										Blood Priming Volume (mL)	Surface Area (m²)
			Urea		Creatinine		Phosphate		Vitamin B ₁₂		Inulin			
			Q _B =200	Q _B =300	Q _B =200	Q _B =300	Q _B =200	Q _B =300	Q _B =200	Q _B =300	Q _B =200	Q _B =300		
NephroPES10R	8.8	556	174	220	158	190	137	157	98	107	-	-	59	1.0
NephroPES13R	10.9	689	185	237	172	212	152	180	117	131	-	-	71	1.3
NephroPES16R	12.7	836	190	251	180	230	161	192	126	141	-	-	90	1.6
NephroPES18R	17.9	1320	197	277	184	258	171	212	134	152	-	-	112	1.8
NephroPES20R	20.7	1530	198	283	190	267	178	228	141	159	-	-	114	2.0

*Specifications and performance data at QB: 200/300 ml/min, QD: 500 ml/min, QF: 0 ml/min, T: 37 °C. Performance data was measured in vitro according to standards BS EN ISO 8637-1:2020. Clearance data may vary depending on testing conditions.

SODIUM BICARBONATE CONTAINERS

	Nephro  Cart	Nephro  Bag
Type	Sodium Bicarbonate Cart	Sodium Bicarbonate Bag
Description	Sodium bicarbonate cartridges are designed ready to conduct on-line preparation of liquid bicarbonate solution for the safest and most effective hemodialysis treatment. External caps provide additional protection for hygienic disposal post-treatment	Sodium bicarbonate bags are designed ready to conduct on-line preparation of liquid bicarbonate solution for one hemodialysis treatment, using significantly less storage space than sodium bicarbonate cartridges
Available Sizes	550g, 650g, 750g	550g, 650g, 750g
Other	<ul style="list-style-type: none"> » Sodium bicarbonate powder in a polypropylene cartridge for on-line production of liquid bicarbonate solution » Dust proof packaging » Open ports help eliminate perforation, reducing the risk of machine damage by unsolved powder 	<ul style="list-style-type: none"> » Polyamide, polyethylene, hermetically sealed package ready for on-line preparation of liquid bicarbonate solution » Dust proof packaging » Angular design prevents loss of powder during use



The NephroCart and NephroBag are manufactured with dust-proof materials, in compliance with USP/BP and AAMI standard regulations. Both products are available in three different sizes, designed to be compatible with the most popular dialysis machines in the market. A volume range ensures the full product is used, with minimal discard, while helping to customize treatments based on each individual centres’ requirements.



Nephro Needle

With quality and safety a top priority, our NephroNeedles are designed with patient comfort in mind. Precise, gentle, and secure, our needles provide vascular access while reducing risk of infection or contamination.

Key attributes include butterfly wings, allowing for exact and stable placement, as well as a back eye for easy needle insertion and no coagulation.



KEY FEATURES:

- 🍁 **Three gauge sizes: 15 G, 16 G and 17 G**
- 🍁 **Three pack types: arterial, venous, or arterial and venous**
- 🍁 **Two tubing lengths: 15 cm (“short”) or 30 cm (“long”)**

L72ORDG001 R09, 2024, January 10

FISTULA NEEDLE

Product Name	Description
NephroNeedle15ASE	Fistula Needle, Arterial Line, 15G (1.8 * 25 mm) 150 mm, Sterilized with EO
NephroNeedle15VSE	Fistula Needle, Venous line, 15G (1.8 * 25 mm) 150 mm, Sterilized with EO
NephroNeedle15AVSE	Fistula Needle Set, Arterial+ Venous Line, 15G (1.8 * 25 mm) 150 mm, Sterilized with EO
NephroNeedle15ASR	Fistula Needle, Arterial Line, 15G (1.8 * 25 mm) 150 mm, Sterilized with Gamma
NephroNeedle15VSR	Fistula Needle, Venous line, 15G (1.8 * 25 mm) 150 mm, Sterilized with Gamma
NephroNeedle15AVSR	Fistula Needle Set, Arterial+ Venous Line, 15G (1.8 * 25 mm) 150 mm, Sterilized with Gamma
NephroNeedle15ALE	Fistula Needle, Arterial Line, 15G (1.8 * 25 mm) 300 mm, Sterilized with EO
NephroNeedle15VLE	Fistula Needle, Venous line, 15G (1.8 * 25 mm) 300 mm, Sterilized with EO
NephroNeedle15AVLE	Fistula Needle Set, Arterial+ Venous Line, 15G (1.8 * 25 mm) 300 mm, Sterilized with EO
NephroNeedle15ALR	Fistula Needle, Arterial Line, 15G (1.8 * 25 mm) 300 mm, Sterilized with Gamma
NephroNeedle15VLR	Fistula Needle, Venous line, 15G (1.8 * 25 mm) 300 mm, Sterilized with Gamma
NephroNeedle15AVLR	Fistula Needle Set, Arterial+ Venous Line, 15G (1.8 * 25 mm) 300 mm, Sterilized with Gamma
NephroNeedle16ASE	Fistula Needle, Arterial Line, 16G (1.6 * 25 mm) 150 mm, Sterilized with EO
NephroNeedle16VSE	Fistula Needle, Venous line, 16G (1.6 * 25 mm) 150 mm, Sterilized with EO
NephroNeedle16AVSE	Fistula Needle Set, Arterial+ Venous Line, 16G (1.6 * 25 mm) 150 mm, Sterilized with EO
NephroNeedle16ASR	Fistula Needle, Arterial Line, 16G (1.6 * 25 mm) 150 mm, Sterilized with Gamma
NephroNeedle16VSR	Fistula Needle, Venous line, 16G (1.6 * 25 mm) 150 mm, Sterilized with Gamma
NephroNeedle16AVSR	Fistula Needle Set, Arterial+ Venous Line, 16G (1.6 * 25 mm) 150 mm, Sterilized with Gamma
NephroNeedle16ALE	Fistula Needle, Arterial Line, 16G (1.6 * 25 mm) 300 mm, Sterilized with EO
NephroNeedle16VLE	Fistula Needle, Venous line, 16G (1.6 * 25 mm) 300 mm, Sterilized with EO
NephroNeedle16AVLE	Fistula Needle Set, Arterial+ Venous Line, 16G (1.6 * 25 mm) 300 mm, Sterilized with EO
NephroNeedle16ALR	Fistula Needle, Arterial Line, 16G (1.6 * 25 mm) 300 mm, Sterilized with Gamma
NephroNeedle16VLR	Fistula Needle, Venous line, 16G (1.6 * 25 mm) 300 mm, Sterilized with Gamma
NephroNeedle16AVLR	Fistula Needle Set, Arterial+ Venous Line, 16G (1.6 * 25 mm) 300 mm, Sterilized with Gamma
NephroNeedle17ASE	Fistula Needle, Arterial Line, 17G (1.4 * 25 mm) 150 mm, Sterilized with EO
NephroNeedle17VSE	Fistula Needle, Venous line, 17G (1.4 * 25 mm) 150 mm, Sterilized with EO
NephroNeedle17AVSE	Fistula Needle Set, Arterial+ Venous Line, 17G (1.4 * 25 mm) 150 mm, Sterilized with EO
NephroNeedle17ASR	Fistula Needle, Arterial Line, 17G (1.4 * 25 mm) 150 mm, Sterilized with Gamma
NephroNeedle17VSR	Fistula Needle, Venous line, 17G (1.4 * 25 mm) 150 mm, Sterilized with Gamma
NephroNeedle17AVSR	Fistula Needle Set, Arterial+ Venous Line, 17G (1.4 * 25 mm) 150 mm, Sterilized with Gamma
NephroNeedle17ALE	Fistula Needle, Arterial Line, 17G (1.4 * 25 mm) 300 mm, Sterilized with EO
NephroNeedle17VLE	Fistula Needle, Venous line, 17G (1.4 * 25 mm) 300 mm, Sterilized with EO
NephroNeedle17AVLE	Fistula Needle Set, Arterial+ Venous Line, 17G (1.4 * 25 mm) 300 mm, Sterilized with EO
NephroNeedle17ALR	Fistula Needle, Arterial Line, 17G (1.4 * 25 mm) 300 mm, Sterilized with Gamma
NephroNeedle17VLR	Fistula Needle, Venous line, 17G (1.4 * 25 mm) 300 mm, Sterilized with Gamma
NephroNeedle17AVLR	Fistula Needle Set, Arterial+ Venous Line, 17G (1.4 * 25 mm) 300 mm, Sterilized with Gamma



NephroLine

With a range of models suited for all machines, the NephroLine was created with three essential objectives in mind: clinical performance, versatility for patient treatments, and ease of use for medical professionals.

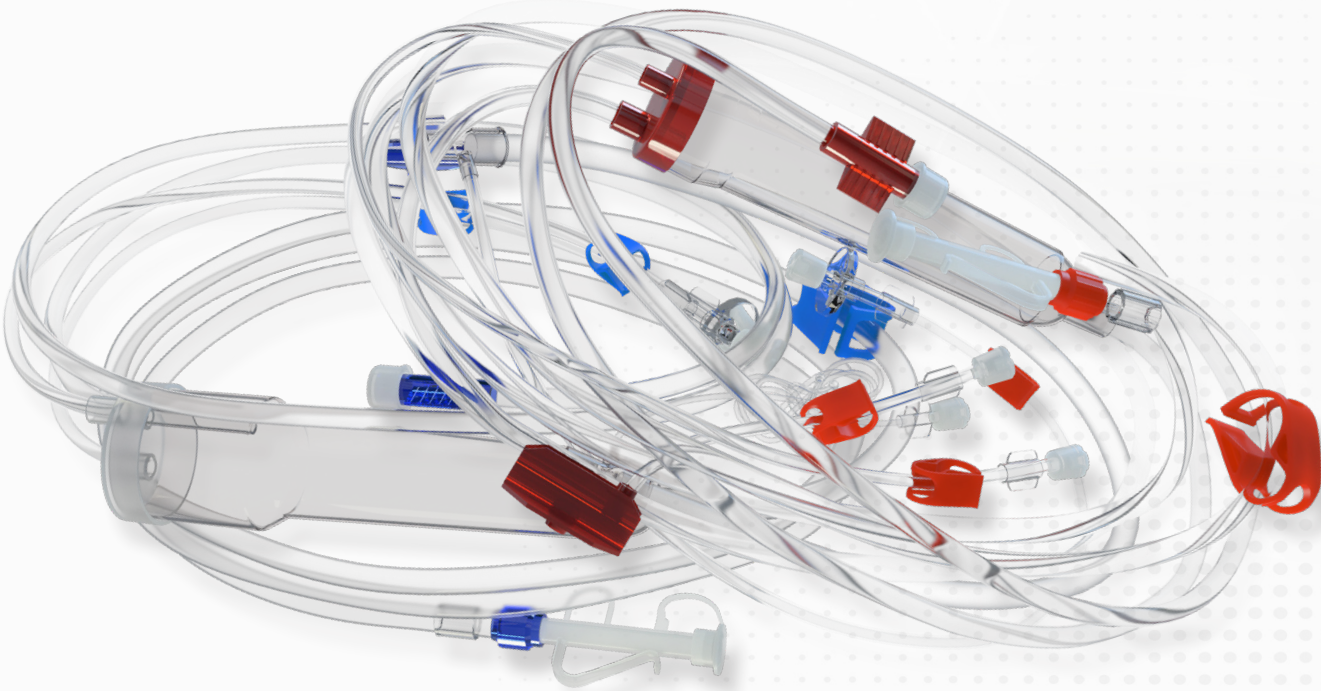
NephroLine is designed in compliance with the BS EN ISO 8637-2 requirements.

Key Features:

- ✦ Advanced leak testing technology for zero contamination
- ✦ Compatibility with hemodialysis machines that use heparin clamps
- ✦ Designed with medical-grade, raw materials and includes a geometric venous chamber
- ✦ Coloured clamps for clear identification
- ✦ Transducer protector

BLOODLINE

Product Family Name	Description	Pump Segment Dimension (mm)			Blood Priming Volume (mL)	
		O.D.	I.D.	Length	Arterial	Venous
NephroLine U	Universal model, without drain bag, ETO sterilized, DEHP contain	9.8	6.5	380	82	62
	Universal model, without drain bag, ETO sterilized, DEHP free				91	70
	Universal model, without drain bag, Gamma sterilized, DEHP free				91	70
NephroLine U+B	Universal model, with spike and drain bag, ETO sterilized, DEHP contain				82	62
	Universal model, with spike and drain bag, ETO sterilized, DEHP free				91	70
	Universal model, with spike and drain bag, Gamma sterilized, DEHP free				91	70
NephroLine B	B-Braun model, without drain bag, ETO sterilized, DEHP contain	12.0	8.0	380	92	72
NephroLine B+B	B-Braun model, with drain bag ETO sterilized, DEHP contain	12.0	8.0	380	92	72
	B-Braun model, with drain bag, ETO sterilized, DEHP free	9.8	4.5	340	90	80
	B-Braun model, with drain bag Gamma sterilized, DEHP free		4.5		90	80
NephroLine G	Gambro model, Without drain bag, ETO sterilized, DEHP contain	12.0	8.0	380	90	62
NephroLine G+B	Gambro model, with drain bag, ETO sterilized, DEHP contain				90	62
	Gambro model, with drain bag, ETO sterilized, DEHP free				89	71
	Gambro model, with drain bag, Gamma sterilized, DEHP free				89	71
NephroLine F	Fresenius model, without drain bag, ETO sterilized, DEHP contain	9.8	6.5	380	82	76
NephroLine F+B	Fresenius model, with drain bag, ETO sterilized, DEHP contain				82	76
	Fresenius model, with drain bag, ETO sterilized, DEHP free				88	67
	Fresenius model, with drain bag, Gamma sterilized, DEHP free				88	67
NephroLine N	Nippro model, with spike and without drain bag, ETO sterilized, DEHP free	12.0	8.0	263	69	69
	Nippro model, with spike and without drain bag, Gamma sterilized, DEHP free	12.0	8.0	270	138	240
NephroLine K+B	Nikkiso model, with drain bag, ETO sterilized, DEHP free					
	Nikkiso model, with drain bag, Gamma sterilized, DEHP free					





NephroCan’s commitment is to provide the full treatment package suited to patients’ needs and requirements, regardless of facility or geolocation. With this, our specialized engineers have designed two Reverse Osmosis (RO) machines - NephroCRO and NephroPRO - for outpatient clinics, medical centres, and hospital wards.

Both machines use proven and reliable RO technology to provide purified water for use during hemodialysis treatments.



Key Features:

- » Machine parts designed with high quality stainless steel
- » User-friendly, touchscreen LCD control panel for clear display of operational functions
- » Remote configuration and monitoring for optimal performance
- » Parameter and alarm storage using flash USB memory for tracking and troubleshooting
- » Compliant with all safety test requirements, including electrical and electromagnetic standards

REVERSE OSMOSIS MACHINES

PARAMETERS	Nephro CRO	Nephro PRO
Type	Central RO Machine	Portable RO Machine
Description	With a sleek and transportable design, this modular RO machine is capable of increasing purified water capacity onsite	With a stylish, compact design, NephroPRO is mobile and suitable for small centres or hospital use within coronary care units (CCU) or intensive care units (ICU)
Capacity	Ability to serve up to 32 dialysis machines simultaneously. 400 L/hr to 2000 L/hr	Ability to serve two dialysis machines simultaneously. 100 L/hr
Material	Stainless steel - 316L Grade	Stainless steel - 316L Grade
Raw Water Connection Size	3/4"	3/8"
Electrical Phase / Frequency	Three-Phase / 50 Hz	Single-Phase / 50 Hz
Working Voltage	380 Volts AC	220 Volts AC
Capacity	Accommodates up to 32 dialysis machines	Accommodates up to two dialysis machines
Inlet Temperature	Max 45°C	Max 45°C
Max Inlet Conductivity	5000 µS/cm	5000 µS/cm
Permeate Pressure	Max 7.5 bar	Max 7.5 bar
Raw Water Pressure	Min 1 bar	Min 1 bar
Electrical Protections	Compliant with electrical safety standards, and includes FI switch, grounding system, bimetal switch, and phase controllers	Compliant with electrical safety standards, and includes FI switch, grounding system, and bimetal switch
Recovery Rate	50 - 75%	50%
Connection Port	Remote control-LAN and USB drive for data recording	Remote control-LAN and USB drive for data recording
Interface	Multi-language, with ability to create operator access levels	Multi-language, with ability to create operator access levels
Body Material	ABS	ABS
Other	<ul style="list-style-type: none"> » Continuous monitoring of critical parameters based on risk assessment, including conductivity, temperature and pressure » Programmable logic controllers, functional conductivity and temperature measurement sensors, pressure transmitters, solenoids, and high quality pump » Ability to monitor, plan and control each purifying process through a user-friendly touchscreen » Designed with an automatic and programmable rinsing system » Online operating system which feeds water into dialysis water loop suitable for centres » Pipeline made with high quality pipeline, 316L passivated stainless steel » Chemical disinfection and auto rinsing program » Double pass available for ultrapure water 	<ul style="list-style-type: none"> » Equipped with functional pre-treatment system for global use, regardless of location or water quality » Continuous monitoring of critical parameters based on risk assessment, including conductivity, temperature, and pressure » Equipped with PLC, control board, functional conductivity and temperature measurement sensors, pressure transmitters, solenoids, and a high quality pump » Automatic cleaning mode for chemical and heat disinfection » Hot disinfection system included



Nephro Chair

Designed for optimal patient comfort, the NephroChair's properties include a memory foam mattress and various adjustable features.

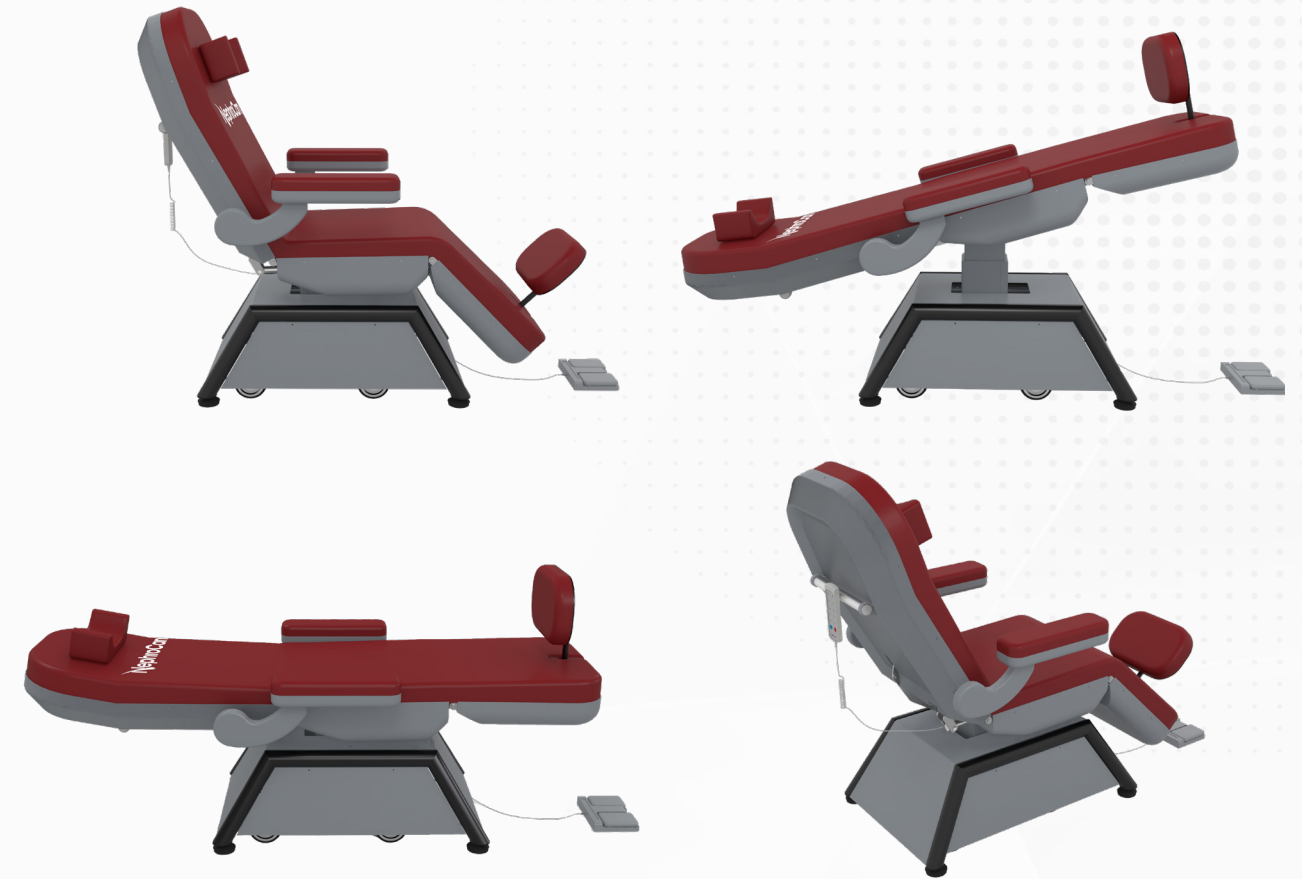
The chair is fully customizable to branding options and colour palette, and can be fitted with additional add-ons, such as a reading light and foot pedal.

PU Cover Colour Options



**Based on quantity and availability.*

PATIENT CHAIR



Key Features:

- ✦ UF calculation for NephroChair with scale
- ✦ Mobile, using five low-voltage motors to achieve maximum patient comfort
- ✦ Fully adjustable (back rest, seat rest, leg rest, foot rest, and height), including one-button Trendelenburg and comfort positions
- ✦ Equipped with emergency settings that function in all chair positions
- ✦ Compliant with all safety test requirements, including electromedical standards
- ✦ ABS thermoplastic frame cover providing rigidity and impact (heat resistance)
- ✦ Memory foam mattress, covered in 90°C washable PU cover
- ✦ Lightweight and compact with rounded corners for safety
- ✦ Hand control unit and central lockable casters
- ✦ Equipped with patient weighing scale
- ✦ Highly customizable to fit any design requirements for centres globally

“
I want hemodialysis
to be equal, accessible
and affordable.”

DELARAM HAJIPOUR
Founder & CEO, NephroCan

As featured in...



Words by: CHRISSIE MCCLATCHIE

As Founder and CEO of NephroCan, Delaram Hajipour has found her place in the medical space as she works toward bringing hemodialysis solutions into patients’ homes.

As a busy executive in the health space, Delaram Hajipour might not have as much time as she would like to dedicate to her side passion: improvisational theater. But thankfully, the qualities that come so naturally on the stage are proving quite handy in the office as well. “Skills such as agility and teamwork translate into everyday work, so being an improviser definitely helps,” Hajipour tells The CEO Magazine. The one place where she doesn’t ad lib, however, is the business itself. In 2016, Hajipour established NephroCan to provide products and services in hemodialysis, or kidney replacement therapy. “We founded NephroCan on the belief that every hemodialysis patient deserves to have the best therapy built around their specific needs and that treatment should be accessible and affordable, irrespective of where they’re located or their circumstances,” she says. “Our vision is to innovate and improve technologies to help shift the paradigm of treatment for patients globally, and to provide products and services of genuine value.”

A DIFFERENT VIEW

Careers in health care run in the Hajipour family, who she says moved from Tehran, Iran to Vancouver, Canada when she was eight. Both her parents are doctors and from a very young age she knew that her future lay in the medical field. The exact destination, however, changed when she got bitten by the entrepreneurial bug. “I was on a very dedicated path to becoming a doctor as well,” she explains. “Then I realized that maybe there was a different way to tackle some of the challenges that patients go through – from a business angle.”

“Every hemodialysis patient deserves to have the best
therapy built around their specific needs.”

And, after seeing friends and family undergo rigorous hemodialysis treatment, often involving multiple hospital visits every week, the seed of the idea for NephroCan was planted. “In high school, I had a shoe painting business and in university, I sold an IP to an international company so I had my experiences. I had my fun,” she says. “Now, my focus is driving change in an industry that perhaps sees change a little bit slower than others.”

THE SILENT DISEASE

It may be what she describes as a “niche industry”, but as an illness, chronic kidney disease is the exact opposite. Around the globe, one-in-10 people are sufferers. “It’s known as the silent disease because it’s not something you show symptoms for, but it kills more people than breast cancer and prostate cancer,” she says. For patients in the final stage of the disease, hemodialysis is the most common kidney replacement therapy. As a fully integrated product and services company, NephroCan both manufactures and distributes proprietary products and acts as a consultant to others in the industry, from equipment manufacturers to healthcare providers. As well as its office headquarters in Vancouver, the company has invested heavily to create a footprint in Europe. Hajipour splits much of her time between North America, Germany and Türkiye, where NephroCan has manufacturing facilities, and Italy, where it has an office for CE (Conformité Européenne) representation and business development. With recent statistics from the International Society of Nephrology revealing that the median prevalence of chronic kidney disease is more than 35 percent in Europe, the Middle East and Africa, the region is of particular focus.





“There is a lot of work that still needs to be done, and we believe NephroCan can make a positive impact to support the needs of patients in these regions,” she says.

A FRESH PERSPECTIVE

A young woman of color, Hajipour knows she doesn’t look like the typical CEO of a medical company, but she also appreciates how that plays to her advantage. “I come in with a fresh perspective and tackle challenges from different angles,” she says. One such challenge is the industry’s lag in home dialysis use, something NephroCan is set to change with home solutions, which are expected to be revealed in the next two-to-three years.

“Everything we do is in-house, from conception to execution.”

“Home hemodialysis has many benefits,” she explains. “First and foremost, for the patient, it provides a better quality of life given the greater flexibility, increased independence and reduced travel time.” For healthcare providers, she continues, it allows for customized and tailored treatment plans to suit individual patient needs, a flexibility that improves patient outcomes. And, for governments, home hemodialysis supports budget and resource management – in developed countries, approximately three percent of healthcare budgets are spent on kidney failure treatment. Thanks to its vertical and horizontal integration, NephroCan is in a unique position to contribute home solutions.

“Everything we do is in-house, from conception to execution,” she says.

COLLABORATIVE CULTURE

Hajipour predicts that home dialysis will be a huge driver over the next five years and hopes that others in the industry will join NephroCan as it takes the first steps in that direction. “Because the renal industry is small, it allows for cross-collaboration in a way that perhaps isn’t possible in other medical disciplines,” she reflects, affirming her belief that the future of care should be rooted in partnerships and innovation via a patient-first philosophy. Market research shows that the global kidney dialysis market is projected to reach US\$156.8 billion in 2032, largely due to the rise in funding for the development of new products and the increase in the number of end-stage renal disease patients.

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“Now, more than ever, is a great time for key opinion leaders, nephrologists, non-profit organizations, governments and companies to come together,” Hajipour says. “At NephroCan, we call this the ‘win-win-win’ approach: empower healthcare providers, support governmental bodies responsible for funding and endorse nephrologists, while helping develop offerings that are in the best interest of patient wellbeing.” These might seem like lofty goals, but Hajipour’s passion is clear, and it all comes back to empathy for the patient. “People don’t know the gravity of this disease until they’re implicated with it,” she explains. “I want hemodialysis to be equal, accessible and affordable.”



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