

Annual Product Showcase Guide



AMERICAN MEDICAL ALERT, CORP.

800-286-2622, ext 3103

www.amac.com

NAHC Booth #1442



AMN HOME HEALTH STAFFING SERVICES

866-443-2968

www.amnhealthcare.com

NAHC Booth #1423

MedSmart Medication Reminder And Dispensing System

MedSmart Medication Management System reminds and dispenses medications so they are taken properly and on-time. Programmable from 1-6 times a day, MedSmart's audio and visual alerts make it effortless to incorporate medication management into everyday activities. MedSmart is designed for caregivers too. MedSmart encourages independence and better self-health management through proper medication compliance. And with MedSmart's event notification and reporting option, caregivers can receive missed dose alerts and refill reminders to encourage compliant activities.

How It Works

Just load the correct pills into the tray based upon the # of doses per day (1 to 6 times). Program the clock and alarm times. At set times during the day; MedSmart will beep, flash and rotate, making the proper pills available for consumption. Just flip the device over and the correct pills will be dispensed, while all other doses remain safe and secure.

MedSmart Connect Reporting

When connected to an active phone line, MedSmart transmits device and dispensing history to a secure website. The MedSmart Connect Website allows authorized users to review patient adherence activities and trends from any internet ready computer. Additionally through MedSmart's personalized notification system, alerts be sent via text message, email or voice to track adherence, address dosing errors and predict refill requirements. With MedSmart's innovative event reporting and notification option, family caregivers and healthcare professionals can proactively support independent living.

MedSmart is available in both standalone and event reporting versions. To learn how MedSmart can help you reduce the risk of dosing errors improving clinical outcomes and quality of life call 800-286-2622 ext 3103 to learn more or visit www.amac.com.

The Leader In Healthcare Staffing Brings Its Experience Home

As your complete home health staffing services solution, AMN Healthcare provides you access to the largest supply of clinically qualified nurses, often with OASIS experience, along with superior rehabilitative therapists and other healthcare professionals.

Our experienced home health staff will deliver the quality care you expect, while optimizing intermittent care reimbursement. And with nearly 25 years as a leader in healthcare staffing and services, AMN offers a level of stability and reliability that no other option can offer.

This program will streamline your supplemental staffing expenses by reducing overtime, vacancy, replacement costs and per diem expenses.

For more information, visit us at www.amnhealthcare.com.

Call 866-443-2968 today for your specialized, cost-effective clinical workforce solution.



CONVATEC INC.
1-800-422-8811
www.convatec.com
NAHC Booth #1308

ConvaTec is a leading developer and marketer of innovative medical technologies that have helped improve the lives of millions of people worldwide. With four key business divisions – Ostomy Care, Wound Therapeutics, Continence and Critical Care and Infusion Devices – ConvaTec products support health care professionals from the hospital to the community health setting. From its headquarters in Skillman, New Jersey, the company oversees more than 8,000 employees in over 90 countries serving consumers and their health care professionals on six continents.

ConvaTec Solutions® Programs

ConvaTec understands that different venues of care have unique needs. That's why we created customized programs based on your care setting.

ConvaTec Solutions® Program(s) include:

Evidence-based products to help:

- Promote Skin Integrity
- Manage and Contain Infection
- Optimize Wound Healing and improve outcomes when used in an appropriate protocol of care.

Evidence-based education and tools:

- **Physician Marketing Assistance** to engage physicians in learning about the benefits of modern wound care
 - Strong, ongoing relationships with distributors to ensure timely access to products
 - Comprehensive wound assessment and documentation training
- **Challenging Wound Care Cases** presentation
- Comprehensive product in-servicing
- **Wound Classifications and Interventions Program**
- Learning guides and modules about **OASIS assessment of wounds**

- Patient-oriented education materials
- ConvaTec Customer Interaction Center provides detailed information delivered in an easy-to-understand manner; the staff includes many certified wound ostomy care nurses



DELTA HEALTH TECHNOLOGIES, LLC
800-444-1651
www.deltahealthtech.com
NAHC Booth #803

For over 40 years, Delta Health Technologies® has been empowering homecare agencies, through technology, so that they may provide superior service to clients in their homes. Delta assists homecare agencies who are looking for a technology partner to address their operational challenges and anticipate their future needs, thus easing their management burdens.

Our Encore® solution gives homecare agencies the tools to stay competitive and provides solid answers to the outcome measurement demands of today's homecare environment. It allows agencies to evaluate their processes and effectiveness of services provided through data compilation and comparison and reporting the results for analysis.

Encore incorporates outcome measurements into the routine clinical documentation process. Encore utilizes a problem-based approach to care and provides the ability to identify risks applicable to unique patient populations so agencies may plan and implement the mitigation of those risks - allowing for better clinical outcome scoring.

Encore revolutionizes the way agencies manage services through a set of tools called CaReminder.™ CaReminder allows an agency to achieve better control of services in relation to orders, authorizations and schedules.

Our free PPS Forecaster™ tool provides any homecare provider the ability to easily calculate service and supply utilization based on average cost and use, view profit/loss on individual cases, view the adjusted PPS reimbursement based on an agencies unique service and supply utilization, and more.

Delta's unique brand offering is unparalleled expertise, personalized solutions, and a fanatic commitment to our customers' success.

Annual Product Showcase Guide

Hill-Rom

Enhancing Outcomes for Patients and Their Caregivers.™

HILL-ROM

800-638-2546

www.hill-rom.com

Hill-Rom is a leader in offering therapeutic surfaces designed for the treatment of patients with complex disease states and a specialist in pressure ulcer care. We're supported by a range of products and services that will help improve clinical outcomes for your patients and financial outcomes for your agency.

Hill-Rom's experience and expertise enables it to understand the barriers to delivering efficient, cost-effective and clinically appropriate care to the pressure-ulcer patient. We'll consult with your staff to match the right product to the right patient based on treatment objectives set by the clinician, and we'll join you in following the patient toward positive patient outcomes.

Hill-Rom uses a variety of products designed to meet the changing needs of your patient throughout the care episode. Our surface portfolio includes wound, bariatric and pulmonary therapy surfaces designed to assist in the treatment and prevention of pressure ulcers and complications associated with immobility.

As a resource to clinicians, we help to keep staff current through CEU-accredited curriculum and by providing clinical tools that help reinforce learning and monitor treatment progress.

Hill-Rom's support extends beyond the sale. Our delivery specialists make sure the caregiver understands how to use our products safely before leaving the home, and our technicians are available for technical support 24 hours a day.

We provide much more than products to patients at home. With Hill-Rom, you have a powerful partner in home care.

homecare  **homebase**

HOME CARE HOME BASE

1-866-535-4242

www.hchb.com

NAHC Booth #1142

Homecare Homebase (HCHB) understands how agencies operate because every aspect of our system was developed by industry veterans. Our product designers are agency clinical supervisors, administrators and billers. This experience enables HCHB to provide a solution that delivers the right functionality while being user-friendly, flexible and customizable to specific agency needs.

HCHB offers a comprehensive, integrated software solution that enables real-time, wireless information exchange and communication between office staff, field staff and physicians; automates workflow processes; enables accurate billing through numerous integrated checks and balances; and, provides powerful management reporting via a back-office data warehouse that ties together all of your operational information.

HCHB provides the added flexibility of a web-based solution, giving agencies the freedom to access information from any web connection at any time. All system hardware and software is maintained by trained experts, in redundant data centers providing the security of a stable environment and reliable uptime without the added cost of hiring IT staff and managing system hardware.

HCHB enables agency staff to improve overall patient care with accurate, complete and timely information, while also adding to the bottom line. Agencies can see cost reductions in back office staffing, forms production and storage, and non-billable clinician time while adding revenue through better field staff utilization, increased productivity for caregivers and overall improved case management and reporting.

HCHB provides homecare and hospice agencies one complete solution with endless possibilities for success.



THE JOINT COMMISSION

630-792-5031

www.jointcommission.org/rrad

NAHC Booth #400

The Joint Commission is a leading accreditor of home care services including home health, hospice, personal care, DME and pharmacy services. Joint Commission accreditation can help your organization distinguish itself from others and is regarded as the most comprehensive review of patient safety and quality efforts in the industry. Joint Commission analysis of key OASIS measures shows that Joint Commission-accredited home health agencies have fewer readmits to the hospital as compared with other non-accredited or competitively-accredited firms. Learn more about the advantages Joint Commission accreditation can bring to your organization, visit us at www.jointcommission.org/rrad.

MCKESSON CORP.

800-800-5403

www.mckesson.com

NAHC Booth #1003

Work smarter, not harder, and achieve more. McKesson offers new system releases that allow you to do just that, while strengthening teamwork and improving patient outcomes.

Horizon Homecare™ and Horizon Hospice™ release 12.0 provides a referral management dashboard and best practices workflow designed to enhance the entire referral process. The referral management dashboard will help members of your customer service team to understand, at a glance, where each referral is in the process.

By presenting only specific role-based functionality, the dashboard will drive customer service personnel's work by tracking progress and tasks for each in-progress referral. Specialized user assistance throughout the system will narrow or eliminate decisions, which will impact the speed of entry and accuracy – reducing referral management time by 50% and increasing compliance.

The release of Horizon Homecare™ Mileage Advisor v2.0, McKesson's integrated mileage calculation system, automates and improves mileage calculation and reporting and automatically distributes information throughout Horizon Homecare, eliminating manual searches and reducing data entry.

Horizon Homecare™ Wound Advisor uses evidence-based wound protocols to help you deliver effective, efficient care. Online monitoring allows the wound ostomy continence nurse or wound specialist to intervene in a timely and meaningful way to achieve optimal outcomes. Horizon Homecare Wound Advisor helps you analyze the clinical and financial outcomes of your wound program and identify problems before they become critical.

Stop by McKesson's booth at NAHC to learn how our systems will help reduce your workload, improve care delivery and streamline processes.



MEDLINE INDUSTRIES

800-678-7852

www.medline.com

NAHC Booth #850

Medline Industries' Home Care Division serves over 4000 home health and hospice agencies nationwide with products and programs designed to have positive effects on financial, operational, and clinical outcomes.

For more than twelve years Medline has been a leader in Patient Specific Delivery. Medline's *Focus 600 Supply Management Program* allows your staff to maximize their time in the field while providing a proactive effective way to track supply cost to the individual patient. Our *Order Oversight Controls* give management the ability to eliminate orders falling outside of set parameters before unwanted money and time is spent. A recent study conducted by a large hospital based agency credits Medline's Order Oversight Program for achieving cost savings of over 30% while census increased 12%.

Clinically, Medline leads the way with personnel and training tools designed to keep your staff educated and effective on every call they make. Our revolutionary new packaging eliminates waste and ensures proper use in every situation, while our latest version of Compass and Medline University provide on site and on demand education for your entire staff. A *Wound Care Product Specialist* will help meet with you on a regular basis to help coordinate your educational program.

Medline now has supply charging interfaces in place with most major back office vendors including Misys, Cerner, McKesson, and Home Care Home Base. This interface eliminates the need for duplicate entry of supply charges and helps your inside staff stay as efficient as possible.



PRESS GANEY

800-232-8032

www.pressganey.com/homehealth

NAHC Booth #526

Press Ganey leads the way in patient satisfaction and performance improvement solutions, and has for more than 20 years. We offer a solution specifically designed to help home care agencies succeed in improving patient compliance and outcomes, enhancing staff recruitment and retention, and increasing market share. Press Ganey is committed to providing expert-level resources, tools, and guidance to help our customers achieve results.

Partner with Press Ganey to:

- Develop strategic solutions with the help of a dedicated Consultant
- Benchmark against the largest national database
- Identify key opportunities using our proprietary Priority Index
- Access improvement resources, such as white papers, webinars, and solution starters

With the implementation of the CMS HH-CAHPS survey, your agency's profitability will be more closely linked to patient satisfaction than ever before. Give your agency a competitive edge by partnering with the public-reporting experts at Press Ganey. We'll help you prepare early for the new HH-CAHPS standards so that while your competitors are scrambling to comply, you are already reaping the benefits.

Press Ganey's CAHPS experience speaks for itself. In publicly reported results, Press Ganey hospital clients:

- Scored higher than non-clients for *Overall Rating*
 - Scored higher than non-clients for *Likelihood to Recommend*
 - Are more likely to be in the top of the national database
- Press Ganey will provide your agency with the same expertise.

Contact a Press Ganey representative today at homecare@pressganey.com for a free, no-obligation webinar.



SILVERCHAIR LEARNING SYSTEMS

866-805-7575

www.silverchairlearning.com

NAHC Booth #1521

Silverchair provides a complete employee training and management program that delivers, tracks, and reports on educational programs to your entire organization.

300,000 users in 4,000 buildings use Silverchair to improve training, and we have a proven track record of success.

Our educational courses are designed to be easy-to-use for everyone, from people who are not comfortable with computers to busy managers who have little time to schedule multiple in-services and maintain education records. Courses are updated on a regular basis; should regulations change, courses are updated to reflect those changes as well. Our full-time Director of Regulatory Compliance monitors all regulations activity to make sure courses are accurate and timely.

Our Learning Management System offers complete course delivery, reporting, and tracking. Managers can easily assign courses by department, individual, building, and several other categories. The reporting function pulls real-time training compliance reports with the click of a mouse. Clients can also customize Silverchair courses, or create their own, using the Authoring Tool, and the Survey Tool allows users to gather instant feedback on training, policies, or procedures.

It's easy to launch Silverchair in your organization, with a dedicated Service Delivery team that is with you from start to finish. Clients drastically (and measurably) improve their educational effectiveness; increase training compliance; improve consistency; reduce record keeping headaches; and – most importantly – save time and money. Our clients have found that better training leads to better care.

See how Silverchair can help maximize your training effectiveness. Try a free course at www.silverchairlearning.com.



VITERION TELEHEALTHCARE

800-866-0133

info@viterion.com • www.viterion.com

NAHC Booth #314

Viterion TeleHealthcare offers comprehensive telehealth solutions for your agency. Viterion 100, the “new” Viterion 200 and Viterion Link and extensive evidence-based disease management pathways – allows providers and patients to realize improved outcomes across the continuum of care. Viterion’s combination of technology and experience with large telehealth programs has secured Viterion as a leader in telehealth.

Viterion 100 Telehealth Monitor

- Promote patient self-management with “advice” messages, encouragement and reminders.
- Reduce nurse visits* by using Viterion’s Patient Care Pathways to assess and educate patients.
- Enhance adherence with the schedule function for medication reminders, doctor’s visits and vital signs.
- Take prompt action by viewing risk stratified patient data with full security for patient care from anywhere with access to a web browser.
- Improve outcomes by reducing re-hospitalization and emergency room visits.**

Viterion 200 Telehealth Monitor

- All the benefits of V 100 plus
- Easier for patients with “text to speech conversion”
- Easy download of Vital signs with Blue Tooth connectivity

V Connect

- Connects the Viterion 100 and 200 monitors to the server with cell phone technology

With all our products, you can

- Improve patient outcomes by reducing rehospitalization
- Reduce nurse visits
- Improve Patient Satisfaction

Visit us at Booth #520 at NAHC to see how agencies have reduced hospitalization with their patients and reduced nurse visits and medical costs. **See the new V 200 and V Connect.**