



CERNER BEYONDNOW

816-201-1024

Website: www.cerner.com

Product Information

Cerner BeyondNow® offers innovative solutions that allow organizations to expedite their administrative processes so they can generate cost efficiencies, increase productivity and focus more time and resources on enhancing patient care. These solutions not only enable organizations to reduce paperwork and receive remote access to charts, they also help them accelerate third-party reimbursement and share information between the home-care setting and other providers. Cerner BeyondNow's Homecare solutions provide accessibility and depth so providers can ensure patient safety through easy access of the complete chart.

Cerner BeyondNow's HomeWorks® solution integrates with RoadNotes® to connect the three facets of homecare – clinical, billing/financial and administrative functions. HomeWorks helps organizations facilitate billing, scheduling and staff management issues. HomeWorks also helps organizations develop efficient processes and accurate documentation trails to better maintain compliance with Medicare, OASIS, ORYX, PPS and other regulatory standards.

Because RoadNotes is integrated with HomeWorks, clinicians enhance patient care quality, increase safety and generate efficiencies at the point of care. Working together, these solutions help maintain current records and charts on patients. Clinicians are able to use laptops to access a patient's complete medical record immediately. They may also update care plan information, enter new diagnoses and complete patient documentation. Additionally, clinicians can perform medication validation for allergies and adverse reactions at the point of care, resulting in improved patient safety. Clinicians may also graph and trend patient-specific data to help improve patients' quality of care and enhance treatment options through the Care Management Dashboard.



DELTA HEALTH TECHNOLOGIES

800-444-1651

Website: www.deltahealthtech.com

Product Information

Delta Health Technologies is one of the leading providers of information systems and services for home care entities nationwide. Delta, an experienced and dedicated expert in the home care industry, is currently celebrating its 40th year of working with its customers and helping them achieve their goals.

Delta focuses exclusively on providing technology solutions to homecare, hospice, and private duty which positions the organization to meet the challenges of today's homecare environment.

Delta's Encore Solution was developed and designed for today's homecare professionals. Encore provides answers to the integration challenges and changing needs of the homecare and hospice industry, while adding valuable benefits and management of important data collection for the homecare and hospice sectors. With a design based on years of planning and actual experience, combined with our customers' insight, the Encore Solution delivers what the home health and hospice industries demand. All this, combined with a thorough and well-managed implementation process, enables an organization to see that Delta is positioned to meet the demands faced in the delivery of homecare and hospice services.

Encore supports compliance with regulatory and accreditation standards and provides management with the data necessary for performance improvement analysis. Alignment between clinical workflow and the system results in an increased focus on patients and their care.



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Enhancing Outcomes for Patients and Their Caregivers.™

HILL-ROM

800-638-2546

Website: www.hill-rom.com

Product Information

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.



KINETIC CONCEPTS, INC. (KCI)

800-275-4524

Website: www.KCI1.com

Product Information

V.A.C.® (Vacuum Assisted Closure®) Therapy is a unique system that creates an environment of wound healing at the cellular level. Physicians prescribe V.A.C.® Therapy in the home care setting for many types of wounds including pressure ulcers and diabetic ulcers. KCI's next generation, ActiV.A.C.® unit weighs just 2.4 pounds, is lightweight and portable supporting patient mobility. With its discreet carrying case, it can be carried outside the home with minimal inconvenience. The ActiV.A.C.® unit is designed with patient safety in mind and includes an easy, quick release disposable, 300mL canister.

Benefits of V.A.C.® Therapy*

- Helps promote wound healing
- Helps manage the wound environment
- Removes infectious materials
- Promotes tissue granulation in wounds
- Helps promote healing of wounds with tunneling and undermining

Indications

Chronic, diabetic or pressure ulcers; acute, sub-acute, traumatic or dehisced wounds; partial-thickness burns, flaps and grafts.

*Data on file and available upon request.

MCKESSON

Empowering Healthcare

MCKESSON

800-800-5403

Website: www.horizonhomecare.com



MEDLINE INDUSTRIES, INC.

800-678-7852

Website: www.medline.com

Product Information

McKesson's Horizon Homecare™ and McKesson Telehealth Advisor™ provide powerful tools that support care analysis, team collaboration and patient education needed for successful disease management.

Population identification: Horizon Homecare filters care plans/paths by diagnosis and suggests whether they are appropriate for the patient. The system's auto-calculator identifies at-risk patients, which further assists the clinician to include best practices in the patient's care plan.

Evidence-based practice guidelines: Horizon Homecare's care plans/paths standardize care and help the clinician monitor outcomes and achievement dates, enhance progress tracking and help identify potential problems before symptom exacerbation. Extensive patient history and trending allow the clinician to manage care more efficiently.

Patient self management education tools: McKesson Telehealth Advisor provides customized patient education in direct response to the answers provided, making patients active participants in their own care.

Process reporting and evaluation: The business reporting and analysis capabilities of Horizon Homecare™ Insight help evaluate clinical, operational and financial data for patient- and outcome-driven decision-making. Analysis of the patient's primary guideline provides a link to the practice patterns that led to the clinical and financial outcome.

Collaboration and feedback: McKesson systems provide follow-up notes, history across disciplines, trending and alerts. Horizon Homecare Web Chart gives referring physicians access to the patient's home healthcare record for improved care participation.

By combining patient feedback, physician access and POC documentation in the electronic medical record, McKesson systems eliminate gaps in knowledge of the patient's conditions and tailor care to patients' needs as they occur – successfully supporting the disease management care model.

Product Information

Medline Industries' Home Care Division serves over 3000 home health and hospice agencies nationwide with products and programs designed to have positive effects on financial, operational, and clinical outcomes.

PPS '08 has put renewed importance on accurate supply tracking and charging to the individual patient. Medline has formed relationships with most of the top back office technology firms which will enable you to achieve this task as efficiently as possible. Our relationship with leading benchmarking firms allows you to view reports which will show you how your supply dollars are being spent, and what your financial and clinical outcomes are compared to your peers.

For more than ten years Medline has been a leader in Patient Direct 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.

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.

To learn more about Medline's products and services please visit our website (www.medline.com), or call us at 800-678-7852.



PRESS GANEY LOGO

800-232-8032

www.pressganey.com



SELECT DATA

800-735-3281

Website: www.selectdata.com

Product Information

As the industry leader in health care performance measurement and improvement services, Press Ganey offers a home health patient satisfaction solution specifically designed to help home care agencies succeed in attracting and retaining loyal patients, improving employee engagement, and increasing revenue. For over 20 years, Press Ganey has been committed to providing insight that drives organizational results for our customers.

The Centers for Medicare and Medicaid Services (CMS) has initiated a home health survey (HH-CAHPS) to measure patient experiences with home health agencies. Both patient experience data and clinical outcome data will soon affect agencies' reimbursement. Home care agencies that work to measure and improve patient satisfaction will improve both patient experience results and clinical outcomes. The key to success will be identifying and addressing opportunities for improvement now to ensure high performance before public reporting begins.

Press Ganey currently partner with more than 1,700 home health sites in their quest for excellence. We provide agencies with expert-level tools, resources, and guidance to direct their efforts in improving patient satisfaction and achieving better outcomes. We help agencies prepare NOW so they will be ahead of the competition.

Only at Press Ganey ...

- Develop strategic solutions with the help of a dedicated Consultant
- Benchmark against the largest national database
- Identify key opportunities using our proprietary Priority Index
- Utilize research and improvement resources, such as white papers on emerging home care trends and the idea-sharing on the industry's largest online health care forum

Contact a Press Ganey representative today to learn more or for a free consultation 800.232.8032 or homehealth@pressganey.com.

Product Information

Home health and hospice agencies are looking for innovative ways to use technology to meet their specific needs and Select Data offers more technology options than any other software provider in the industry.

Clinical field staff can choose to document on paper, with **SmartScribe**, or laptops, with **SmartChart**.

1. Clinician chooses paper e-forms or laptops for clinical documentation
2. Clinician complete visits
3. Electronic medical record created
 - FOR SMART CHART USERS: clinical data transmitted electronically to the electronic medical record*
 - FOR SMART SCRIBE USERS: Deliver paper e-forms which are scanned into the electronic medical record*
4. Care plan, OASIS and 485 developed

Additionally, Select Agency Manager provides agencies with the management tools they need to run their agency with easy to use scheduling and billing systems and a host of reporting and analytical tools. With Select Data, agencies find that they won't need multiple systems to effectively run their agency efficiently.

The Select Data system is web-based and hosted allowing staff access to their secure information from any computer. Plus we provide a host of value-added services that agencies often need to enhance their clinical or management operations.

Call today for a free demo on Select Data's innovative approach to automating your clinical field staff and give your clinicians a choice!



STRATEGIC HEALTHCARE PROGRAMS

805-963-9446

Website: www.SHPdata.com

Product Information

Strategic Healthcare Programs (SHP) provides real-time analysis and alerts of documentation and coding errors that are penalizing your agency's case mix points, payment and outcomes under PPS Reform 2008. The SHP data service "sweeps" final claims, OASIS, and other information from your software automatically and complements your existing system. Real-time data gives agencies information that is immediately actionable, while it matters most.

A host of reports, predictive alerts, benchmarks and analysis tools are available for finance, clinical, operations, and management performance. There is no limit to (or fee for) the number of staff that can access the information. Enhancements to the program are made constantly.

The SHP program and SHP University™ help your agency or hospice utilize information to improve performance, becoming a partner in higher education for your staff.

SHP offers Hospice an automated solution to meeting the new *Hospice Conditions of Participation*.

Call or contact our responsive and passionate staff today for more information on how SHP can help you.

Serving Home Health, Hospice, HME, and Home Infusion for over a Decade.



VITERION TELEHEALTHCARE

800-866-0133 • info@viterion.com

Website: www.viterion.com

Product Information

Viterion TeleHealthcare offers comprehensive telehealth solutions to provide the right solution for your agency and your patients. Viterion's breadth of flexible, patient-centric products – Viterion 100, Viterion 500 Kiosk, 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.

V 100

- Engage patients and encourage self-management with Personalized "advice" messages.
- Deliver personal and effective patient care with real-time data.

V 500

- Assess and monitor multiple users such as in an Assisted Living Facility at no incremental cost.
- Minimize unnecessary clinic visits and maximize social support and education via video phone.

V Link

- Monitor specific vital signs of your patients such as weight, blood pressure & blood glucose

With all our products, you can ...

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

Call us to send you papers on how large agencies have reduced hospitalization with their patients and reduced nurse visits and medical costs.