

ANNUAL PRODUCT GUIDE



CERNER BEYONDNow

816-201-1024

Website: www.cerner.com

NAHC Booth #1124

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 homecare 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, LLC

800-444-1651

Website: www.deltahealthtech.com

NAHC Booth #415

Product Information

For 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.

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 agency's unique service and supply utilization, and more.

PPS Forecaster is just another example of how Delta is finely-tuned to our customer's needs, and how we can quickly and effectively provide them, and others in the industry, with the solutions needed.

Delta's unique brand offering is unparalleled expertise, personalized solutions, and a fanatic commitment to our customers' success. More information may be obtained by visiting www.deltahealthtech.com.

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GULF SOUTH MEDICAL SUPPLY

1-800-347-2456

Website: www.pssd.com/gulfsouth/index.htm

NAHC Booth #1534

Product Information

Gulf South Medical Supply has undergone a major expansion of resources as part of its commitment to the home care market with the introduction of the Gulf South Home Health Solutions Program. Designed to help improve clinical outcomes for patients while improving financial outcomes for agencies, the Gulf South offering provides innovative products, clinical expertise, and business logistics that have been previously only available to larger corporations and can now be customized to suit the needs of any size home care agency.

Gulf South Medical Supply, a subsidiary of PSS World Medical (Nasdaq GS: PSSI), has served the needs of home health and hospice agencies, as well as skilled nursing facilities, since 1982. As home care agencies depend on performance-based clinical outcomes as an important business driver, Gulf South has proactively developed the Home Health Solutions program to meet changing market needs.

Central to Gulf South's Home Health Solutions program is the Clinical Outcome Resource Essentials (CORE) tool, a formulary with disease state education created exclusively for home health agencies that matches products with treatments and promotes inventory consistency. The Home Health Solutions program also includes customized logistics tools for reporting, order entry interfaces, and invoicing to help ensure accuracy and streamline clients' business operations. A precise shipping system and an array of flexible delivery options, including a patient direct program, complete the package.

To learn more about Gulf South Home Health Solutions, contact your Gulf South Medical Supply representative, call our Customer Care Center at 800.347.2456, or visit www.pssd.com/gulfsouth/index.htm.

The Hill-Rom logo consists of the company name 'Hill-Rom' in a white, sans-serif font, centered within a blue rounded rectangular background.

Enhancing Outcomes for Patients and Their Caregivers.™

HILL-ROM

800-638-2546

Website: www.hill-rom.com

NAHC Booth #324

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.

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HOMECARE HOMEBASE

1-866-535-4242

Website: www.hchb.com

NAHC Booth # 1214

Product Information

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.



HONEYWELL HOMMED

888-353-5440

Website: www.hommed.com

NAHC booth #408

Product Information

Honeywell HomMed, a global leader in the telehealth industry, is dedicated to providing the most comprehensive telehealth solutions to improve quality of care through standardization of healthcare delivery and control of variance through evidence-based disease management to improve outcomes.

Honeywell HomMed's Telehealth Ecosystem is a comprehensive solution built upon three unique pillars: patient-facing devices, content/applications, and services. The LifeStream™ Platform seamlessly integrates patient information to enhance productivity, workflow and communication. The Genesis® DM is the fourth generation of telehealth monitors from Honeywell HomMed and has enhanced patient usability, automatic set-up wizard feature, is integrated with LifeStream and has Disease-Specific Symptom Management (DSSM) patient education to provide the most comprehensive remote biometric symptom evaluation available.

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KINETIC CONCEPTS, INC. (KCI)

800-275-4524
Website: www.KCI1.com
NAHC Booth #706



MCKESSON CORPORATION

800-800-5403
Website: www.mckesson.com
NAHC Booth #525

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 foot ulcers. KCI's next generation, ActiV.A.C.[®] unit is designed with patient safety and compliance in mind.

The ActiV.A.C.[®] unit weighs 2.4 pounds, is lightweight, portable and has a discrete carrying case and includes an easy, quick release disposable, 300 mL canister. The ActiV.A.C.[®] unit also contains a therapy history report that allows the clinic caregiver to know when therapy is administered.

Benefits of V.A.C.[®] Therapy*

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

Indications

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

* Data on file and available upon request.

Special Announcement: Come by KCI's booth (#706) at the National Association of Home Care and Hospice (NAHC) Annual Meeting to see special new products specific for Home Care.

Product Information

Wound care is the most complex and expensive service but is often the least understood in terms of its financial and clinical impact.

Horizon Homecare[™] Wound Advisor, McKesson's wound care monitoring system, enhances wound population management and standardizes care delivery. Clinicians can document wound care, track wound progression and attach digital images to the EMR at the point of care. That information is available immediately for in-depth analysis and improved understanding of the agency's wound care efficacy.

Horizon Homecare Wound Advisor also provides advanced analytic functionality that helps the agency view data from any level or perspective for true understanding of the impact of wound care:

- Analyze outcome information by wound type, including: average reimbursement, costs of supplies, length of stay, heal-time in days, percentage closed on discharged, number of visits, infection rates and adverse events.
- Understand outcomes and trends by individual patient details, such as payer, patient diagnosis, clinician, physician and organization level.
- Monitor the efficacy of standardized protocols based on healing progress of individual patients and populations defined by wound type.
- Establish internal and external benchmarks that provide visual cues to identify populations at risk and opportunities for improvement.

High-level views at the population level help identify potential internal education requirements. Drilling down to individual views supports targeted analysis and proactive management for enhanced patient outcomes.

Stop by McKesson's booth 525 at the NAHC Annual Conference to see Horizon Homecare Wound Advisor's analytic functionality and the latest developments in the Horizon Homecare product suite.

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MEDLINE INDUSTRIES

800-678-7852

Website: www.medline.com

NAHC Booth # 1132



PRESS GANEY

800.232.8032

Website: www.pressganey.com

NAHC Booth #423

Product Information

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.

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

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.

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PROCURA

1-888-428-6614

Website: www.goprocura.com/americansolution

NAHC Booth #924



SELECT DATA

1-800-735-3281

Website: www.selectdata.com

NAHC Booth #831

Product Information

Procura's comprehensive home health suite offers the operational, financial and clinical tools necessary to automate, manage and grow your agency. Our proven workflow processes, business intelligence, and key data collection tools in the office and at the point-of-care, provide you with the information you need to improve care in an ever changing landscape.

Procura Homecare Software offers the following solutions:

The Procura Agency Management Solution to increase the efficiency of your administration. This enterprise wide solution includes patient and employee management tools, a powerful scheduling and timekeeping application and automated workflow and alerts to ensure that all tasks are completed to your agency's standards.

The Procura Clinical Solution helps you improve the quality of care delivered by providing your staff with critical clinical, client and historical data in the office and at the point-of-care. Decision support tools like clinical pathways, a medications database and OASIS edit checking improve decision making and the accuracy of care delivered.

The Procura Financial Management Solution provides decision makers with actionable, up-to-date information allowing you to meet the complex challenges of PPS, decreasing reimbursements and staffing shortages while improving your income statement and quality of care.

For more than ten years, agencies from start-ups through to multi-sites and franchises have relied on Procura's scalable solution to manage their Medicare, Medicaid and Private Duty lines of business. Today, Procura provides innovative homecare solutions to over 6,000 users at 350 home care agencies across North America and Australia.

For more information contact us at 1.888.428.6614 or visit www.goprocura.com/americansolution

Product Information

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

Select Data offers clinical field staff a choice

Now your clinical field staff can choose to document on paper, with **SmartScribe**, or laptops, with **SmartChart**. It's simple.

1. Clinician chooses paper e-forms or laptops for clinical documentation
2. Clinician completes visit
3. Electronic medical record created

FOR SMART CHART USERS: Clinical data transmitted electronically to create the electronic medical record

FOR SMART SCRIBE USERS: Paper e-forms are scanned and the data populates an electronic medical record

4. Care plan, OASIS and 485 developed

And a complete management and administrative system to run your entire agency

Select Agency Manager provides a host management tools including an easy-to-use scheduling and billing system and comprehensive reporting and analytical tools to keep agency operations running smoothly. Additionally Select Data is a web-based and hosted system allowing staff access to their secure information from any computer.

Plus we offer a host of clinical and financial services, including coding

Select Data offers agencies value-added clinical, financial and management services. Agencies simply select from a menu of services, adding only what they need.

Call for information or to schedule a demo of Select Data's innovative technology that gives your clinical staff a choice!

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SILVERCHAIR LEARNING SYSTEMS

866-805-7575

Website: www.silverchairlearning.com

NAHC Booth # 2030

Product Information

Silverchair Learning Systems provides eLearning programs exclusively for senior care organizations. We help more than 200,000 users in 2,200 facilities improve their employee training.

Our eLearning system improves educational effectiveness of training, eliminates the headaches of compliance tracking and record keeping, ensures that training content is consistent across a client's organization, and significantly reduces the management time and effort associated with delivering mandatory annual training. Our clients can usually improve their training processes for about 75% less cost than what they spend in manual training methods today.

Why should you consider eLearning?

- Do you employ hundreds or thousands of people across a wide geographic area?
- Do you need to train those employees on company guidelines, reimbursement and documentation processes, and state and federal regulations?
- Do you bring these people out of the field to train them, and if so, is it expensive to pay their travel time and expenses?
- Do you wonder whether your employees are trained consistently and if their knowledge been tested?
- How do you record or track the training that has occurred and can you simply push a button to report on it?

Silverchair clients use eLearning to solve the headaches (and expense) of training a widely-distributed employee base. Learn more at 1-866-805-7575 or online at www.silverchairlearning.com

Take our FREE Home Health Care Payment and Reimbursement course: <http://www.silverchairlearning.com/hhpay/> to discover the simplicity and ease of using our eLearning system.



SMITH & NEPHEW WOUND MANAGEMENT

800-876-1261

www.smith-nephew.com

Product Information

Effective management of exudate and bacterial protection are critical to wound care for the home health patient. The ALLEVYN family of products is well known for its effective fluid management and optimal moisture balance.

Now that leading foam dressing provides sustained, controlled silver release with ALLEVYN Ag. This unique silver hydrocellular foam dressing is designed to simplify the use of silver in wound care. ALLEVYN Ag combines the strengths of ALLEVYN with silver protection to provide a simple solution to the confusion of the multitude of silver dressing choices in the market today.

ALLEVYN Ag maintains bactericidal levels throughout its 7-day wear time even against such difficult pathogens as MRSA and *Pseudomonas aeruginosa*.

For patients, the soft padding, long wear times and easy dressing changes of ALLEVYN Ag mean increased comfort while it creates the ideal moist environment to promote faster healing with sustained antibacterial protection.

For caregivers, the effective exudate absorption and dressing integrity of ALLEVYN Ag minimizes messy dressing changes, while its 7-day wear time permits fewer dressing changes and increases cost-effectiveness.

The dressings are currently available in three convenient shapes and multiple sizes to further simplify wound care needs: Adhesive, Non-Adhesive (Sealed and Shaped) and Sacrum.

Smith & Nephew focuses on repairing and healing the human body through effective infection management wound care products including ACTICOAT™, IODOSORB™, BIOSTEP™ Ag and now ALLEVYN Ag. Add this unique dressing to your product formulary to remove the barriers to healing for your wound patients.

™Trademark of Smith & Nephew. Certain marks Reg. US Pat. & TM Off.

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STRATEGIC HEALTHCARE PROGRAMS

805-963-9446

Website: www.SHPdata.com

NAHC Booth #1710

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

Website: www.viterion.com

NAHC Booth # 314

Product Information

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.**



- **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 Link

- **Enhance compliance** with easy monitoring of specific vital signs 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

Visit us at Booth #314 at NAHC to see how agencies have reduced hospitalization with their patients and reduced nurse visits and medical costs and see the new V 200.