



Quarterly Business Partner Showcase

June 15, 2017

Dear Valued WHCA/WiCAL Member,

I am pleased to provide you with the **WHCA/WiCAL Quarterly Business Partner Showcase**. The useful information included in this mailing offers valuable background on the products and services available through our association's Business Partners, truly our "partners in care."

Please take a few minutes to review their materials. Also note that this file is available online along with previous Business Partner Showcases at www.whcawical.org/bps. For your convenience, this file is organized with bookmarks to access the flyers of specific companies.

Since switching to an electronic version of this mailing, in addition to realizing cost savings for our members, we have seen a nearly 50 percent increase in participation of WHCA/WiCAL Business Partners in this mailing! It is my sincere hope that by making these quarterly mailings available electronically, WHCA/WiCAL Business Partners will have the opportunity to provide value for both WHCA/WiCAL members and that Business Partners will be able to realize greater opportunities for sales and networking opportunities.

WHCA/WiCAL Business Partners are a valuable part of our association, and Member facilities are encouraged to consider turning FIRST to Business Partners for products and services.

Please join me in thanking them for their support of our community of providers!

Sincerely,

John Vander Meer

Executive Director

Wisconsin Health Care Association

PLAY TO WIN \$10,000!

A SCRAMBLE FORMAT FOR
EVEN THE MOST NOVICE GOLFER

COMPLIMENTARY SHIRT

PRIZE ON EVERY HOLE

\$10,000 HOLE IN ONE CHALLENGE

\$1,000 PUTTING CONTEST

\$500 100-YARD CLOSEST
TO THE PIN CONTEST

COMPLIMENTARY BEVERAGES

LUNCH

DINNER

AND MUCH MORE!

WHCA / WiCAL

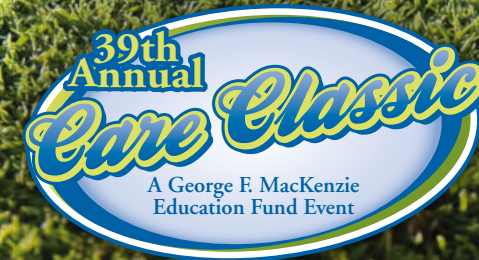
131 West Wilson Street, Suite 1001
Madison, Wisconsin 53703



WHCA / WiCAL

Wisconsin Health Care Association

Wisconsin Center for Assisted Living



the
Oaks
GOLF COURSE

Monday, July 17, 2017
Cottage Grove, WI

www.whcawical.org/careclassic

WHCA/WiCAL 39th Annual Care Classic
Benefiting the George F. MacKenzie Education Fund

The Oaks Golf Course • Cottage Grove, WI • Monday, July 17, 2017

It's time to hit the links for everyone's favorite golf event, the 39th Annual WHCA/WiCAL Care Classic! Join us at the beautiful Oaks Golf Course, just minutes from downtown Madison in Cottage Grove, WI. The Care Classic is a fun-filled event where camaraderie takes precedence over competition, and even non-golfers are encouraged and welcomed to come and join in the fun! More importantly, funds raised from this year's event will support scholarships and educational grants for WHCA/WiCAL facility employees and families. AGAIN THIS YEAR we welcome CHAASE (Center for Health Administration and Aging Services Excellence) with the UW Eau Claire HCAD program. CHAASE will share in the proceeds of the Care Classic through HCAD scholarships for students.

Proceeds from this event have raised more than \$130,000 in scholarships to worthy recipients throughout the state.

More details on how to apply for these scholarships and grants are available at www.whcawical.org/scholarship.

Table with 3 columns: TIME, ACTIVITY, TIME, ACTIVITY, TIME, ACTIVITY. Rows include Registration (10:00 am), In Cart (11:40 am), Practice Range & Lunch (10:15 am), Shotgun Start (11:50 am), \$1,000 Putting Contest (4:30 pm), \$500 Shoot-Out 100 Yards (4:30 pm), and Dinner & Awards (5:00 pm).



131 West Wilson Street Suite 1001 • Madison, WI 53703
Phone: 608.257.0125 • Fax: 608.257.0025
www.whcawical.org

The Oaks Golf Course

Care Classic Sponsors



WHCA/WiCAL would like to especially recognize Real Properties Health Facilities Corp. and its facilities for their continued major sponsorship of the Care Classic!

Directions

Heading towards Madison on I-90 E/I-94 E

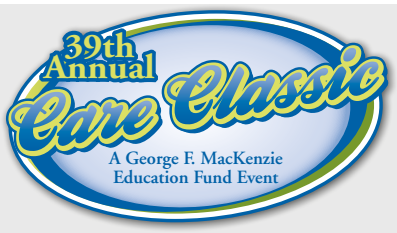
- 1. At exit 142B, take ramp right for US-18 East / US-12 East toward Cambridge
2. At exit 267B, take ramp left for I-39 North / I-90 West toward Milwaukee / Wisconsin Dells
3. At exit 138A, take ramp right for I-94 East toward Milwaukee
4. At exit 244, take ramp right for CR-N toward Sun Prairie
5. At roundabout, take 3rd exit onto CR-N N
6. At roundabout, take 1st exit
7. At roundabout, take 1st exit onto CR-TT E
8. Keep straight onto CR-TT
9. Bear right onto Pierceville Rd

Heading towards Madison on I-94 W

- 1. At exit 244, take ramp right for CR-N toward Sun Prairie / Cottage Grove
2. At roundabout, take 1st exit onto CR-N N
3. At roundabout, take 1st exit onto CR-TT E
4. Keep straight onto CR-TT
5. Bear right onto Pierceville Rd

Heading towards Madison US-151 S

- 1. At exit 103, take ramp right and follow signs for CR-N / US-151-BR
2. Turn left onto US-151 S Branch / N Bristol St
3. Bear right onto US-151 Branch / N Bristol St
4. Turn left onto WI-19 / E Main St
5. Turn right to stay on Grove St / CR-N
6. At roundabout, take 3rd exit onto CR-TT E
7. Keep straight onto CR-TT
8. Bear right onto Pierceville Rd



Registration

Name: _____ Shirt Size: _____
Facility/Company: _____
Address: _____
City: _____ State: _____ Zip: _____
Phone: _____ Fax: _____
Email: _____

Pair me with:
Men's Shirt Size: S, M, L, XL, XXL, XXXL
Women's Shirt Size: S, M, L, XL
1) _____ Shirt Size: _____
2) _____ Shirt Size: _____
3) _____ Shirt Size: _____

Fees: (Please Check)

Table with 3 columns: Fee Name, Amount, Fee Name, Amount. Rows include Individual Golfer Fee* (\$149), Trophies Sponsor (\$350), Hole Sponsor (\$200), Lunch Sponsor (\$750), Shoot-Out Sponsor (2) (\$250), Golf Cart Sponsor (\$750), Photo Sponsor (\$350), Beverage Sponsor (\$750), and Putting Contest Sponsor (\$350).

*Includes green fees, cart, shirt, on-course refreshments, tees, lunch, dinner and many prizes.

Payment: VISA Master Card Please Invoice Check Enclosed
Credit Card# _____ Expiration Date _____
Name on Card _____ Signature _____

Register: WHCA/WiCAL Care Classic
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Phone: 608.257.0125 • Fax: 608.257.0025 • Email: info@whcawical.org
www.whcawical.org/careclassic



55th ANNUAL SPRING CONFERENCE AND EXPOSITION



2017-2018



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At Reinhart, we serve as strategic partners with our health care clients. We make it our business to understand your business, and this equips us to offer practical, real-world solutions that help you resolve challenges, seize opportunities and meet your strategic goals.

Our post-acute and long term care services attorneys have served as CEOs of health facilities and have held high-ranking positions with the Wisconsin Department of Health Services and the Wisconsin Office of the Commissioner of Insurance. This uniquely equips us to provide insight and guidance on the complex business and legal relationships that bind residents, nursing homes, assisted living and housing providers, regulators and third-party payers.

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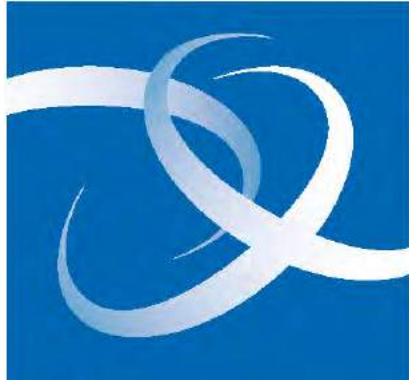
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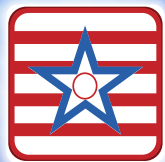
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01 CHOOSE Your Hosting

Host Locally or on the Cloud with forever access

02 CONTROL Your Workflow

You choose the workflow menus to fit your policies and procedures

03 CREATE Your Own Care

Change the system to meet your needs and goals as to screen presentations and reports

04 DETERMINE Your Price

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01

CHOOSE Your Own Hosting

With many LTC software vendors, the facility loses control of the location of their medical and financial records. In the SaaS model of publishing an EMR system, the facility is simply renting the use of the software rather than being granted a license of the software. Should the facility ever decide to go to a different EMR, they have the awful choice of receiving potentially thousands of pages of records or continue to pay hosting fees to have access to past records. With American Data the facility controls where their records are stored and has the right to move those records with electronic software access wherever and whenever they want and for any reason. With American Data the facility can self-host, host with a 3rd party of their choice, or host through American Data where ALL support calls for the software or server hardware go to one number, updates are done on the facility's behalf, and performance is monitored 24/7. Because the facility has a license instead of SaaS, they are free to move their records AND software anytime they choose for any reason.



02

CONTROL Your Own Workflow

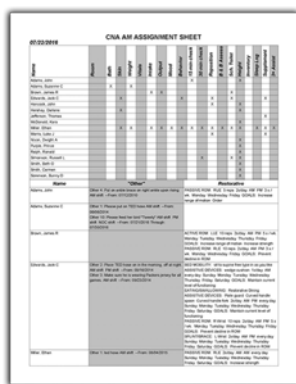
It is obvious that all LTC facilities are not the same except for one thing; they all have to follow the same laws. If the software is inflexible where all facilities use the same screens in the same way and they cannot be changed by the facility, the software must focus on what all facilities have in common; i.e. regulations. An EMR system will cause a facility to establish care policies and procedures around the fixed procedures of their EMR. Now while this may bring a failing facility to a higher level of performance, a “high performing facility” may gravitate to a lower standard. With American Data’s ECS – Electronic Chart System the facility can match the presented menu options that fit with their already established policies and procedures so as to maintain or increase their already high performance level. These customizable menu options become “short cuts” for staff to get to where the facility wants them to be very quickly and efficiently so staff is not faced with excessive and annoying click after click or page after page.



03

CREATE Your Own Care

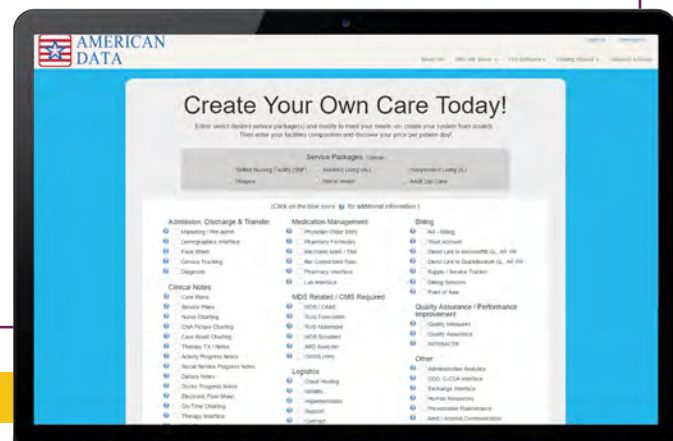
With American Data’s ECS, it is not just the menu options that can be customized to the workflow of the particular department or provider. The user screens themselves can be customized as to content, function, interaction, and integration even to the point of multiple screens being open simultaneously. The libraries for every department and every medical record function are limitless in order to drastically reduce the need to type everything while at the same time prompting the user to be all inclusive and accurate. This limitless library of terms and statements also becomes the foundation of a limitless QA/data-mining capability with a push of a button in order to focus on improved outcomes and early intervention to developing resident conditions.



04

DETERMINE Your Own Price

American Data’s new pricing model is based on purchasing only what is wanted or needed by the facility when they need it. On our website the facility can literally select the capabilities desired and by entering in their number of sites and number of clients to be served with the system, they can actually see the cost per month which will likely beat most other EMR vendor prices and the prices INCLUDE a license so that the facility has forever access to their medical records. A short video accompanies each capability by clicking on the “?” mark in front of the capability giving the visitor a virtual tour of each capability.



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MatrixCare® is the easy-to-use, integrated clinical and financial software system that improves clinical outcomes and maximizes provider performance.

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Accounts Receivable

MatrixCare Accounts Receivable is completely customizable. The unique Charge Calculator maximizes cash flow with flexible billing generation and statement creation, automatic recalculation, and retro-billing. The automated Month End Close process ensures data integrity, producing a balanced General Ledger and fully distributed cash receipts. Eliminate time spent entering ancillary charges and payer remittances by automatically uploading charges and cash from third party systems or from an Excel spreadsheet.



Claims Management

MatrixCare Claims Management efficiently manages your claims editing, transmission, audit trails, and compliance, accelerating cash flow and improving Accounts Receivable processes.

MatrixCare Claims Management offers:

- Thousands of electronic payer connections
- Transmission of UBs and 1500s
- Automatic posting of 835 electronic remittance advices (ERAs)
- Rejection alerts
- Timely claims resubmissions

Sophisticated payer-specific editing capabilities significantly reduce rejections and rebilling, resulting in faster reimbursements and higher first-time acceptance rates.

Having the financial and clinical records in one system has enabled us to eliminate some duplication of work/records. We are more efficient, with better documentation. This impacts payroll expenses.

- Columbine Health Systems



Resident Trust

MatrixCare Resident Trust helps you track resident funds easily and includes a feature for managing the resident trust petty cash drawer.

Close Resident Trust at your convenience with a separate month end close process.



Collections

MatrixCare Collections works in real-time, tracking resident balances nightly. Once an account meets your predefined criteria, MatrixCare automatically creates a plan customized for your organization, which can include follow-up tasks.



MDS and Care Plans

MatrixCare MDS tools help you complete assessments efficiently with the most comprehensive, accurate information available. Pre-filled data, electronic signatures, CAA worksheet integration and RUG-IV optimization are just some features available to facilitate the MDS process. Care planning is highly customizable, making it useful for every care setting. Care Plan libraries provide guidance and user-defined templates provide flexibility.



Skilled Nursing Facilities



User-Defined Assessments

MatrixCare's 100+ interdisciplinary user-defined assessment templates help you standardize and customize documentation, ensuring robust charting across your organization. Documentation is integrated with other areas to simplify coordination of care and ensure proper follow-up, bringing you streamlined, efficient charting and reduced litigation risks.



Physician and Nursing Orders, eMAR and ePrescribing

With MatrixCare orders, you can reduce time spent on order management. Resident formulary checks help ensure reimbursement, safety alerts reduce errors and automatic transmission to the pharmacy or lab helps mitigate risk for error. Orders are integrated with MatrixCare eMAR, improving medication administration efficiencies and staff satisfaction. The eMAR workflow is automated and the full process completely eliminates paper charting administration. MatrixCare ePrescribing helps you prescribe accurate medications in a timely, cost effective manner by automating the prescription drug process. Electronic communication between providers helps increase efficiency and improves service to your facility and residents.



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MatrixCare Point of Care for mobile clinical charting helps hands-on staff document resident care while promoting timely communication between staff and other providers. With POC, you get easy-to-use, convenient portable device documentation with new data integration and virtual elimination of paper-based records.

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About MatrixCare

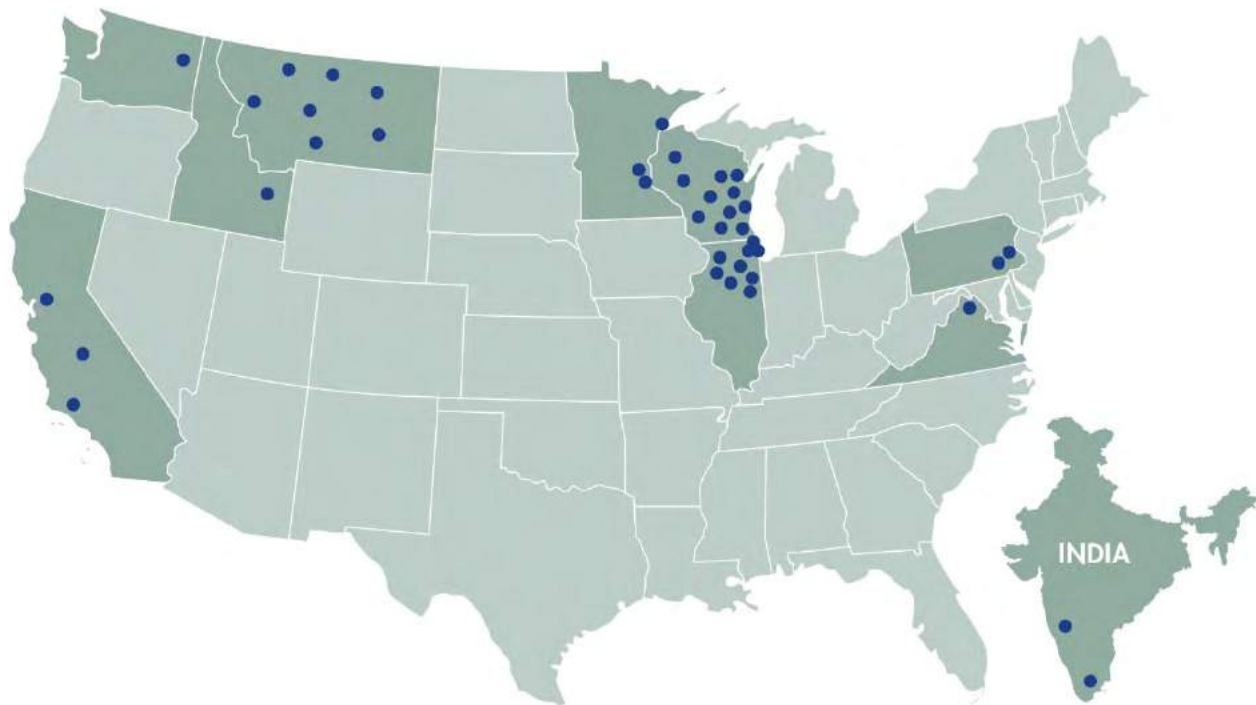
MatrixCare solutions have powered the long term care continuum for over 30 years. MatrixCare is the largest LTPAC technology provider in the US and the first to offer a true full-spectrum solution. Used in more than 12,000 facility-based care settings and 2,000 home care and home health agency locations, MatrixCare's solutions help skilled nursing and senior living providers, life plan communities (CCRCs), and home health organizations to prosper as we migrate to a fee-for-value healthcare system. Visit www.matrixcare.com for more information.

Professional Senior Living Services



WIPFLI^{LLP}
CPAs and Consultants
HEALTH CARE PRACTICE

With more than 1,700 associates, 37 offices in the United States and two offices in India, Wipfli LLP (Wipfli) ranks among the top 20 accounting and business consulting firms in the nation. For over 86 years, Wipfli has provided private and publicly held companies with industry-focused assurance, accounting, tax and consulting services to help clients overcome their business challenges today and plan for tomorrow.



To fulfill the needs of our diverse client base, Wipfli has grown into a multidiscipline professional services firm. Services include a wide range of financial and operational consulting services, and the firm has created specialized industry and business unit practices including:

Industry Groups

- Health Care
- Nonprofit and Governmental
- Manufacturing and Distribution
- Financial Institutions
- Construction and Real Estate

Business Unit Practices

- Audit and Accounting
- Tax
- Information Technology
- Human Resources
- Retirement Plan Services

Our Health Care Services

- Wipfli's health care industry group has deep experience in the market. We have over 1,700 health care clients, including hospitals, nursing homes, assisted living organizations, and physician practices in 48 states and 100 health care professionals, including 17 partners. Our industry-focused approach means that we are continually refining our understanding of emerging health care industry issues, leading practices, and developing trends to provide well-informed and practical advice for clients in the health care industry.
- We have deep industry knowledge in the senior living industry, and Wipfli senior living professionals includes CPAs, licensed nursing home administrators, RNs, senior living market analysts, and nursing home billing specialists. These professionals serve nursing home clients in Wisconsin, Minnesota, Michigan, Washington, Idaho, and Oregon as well as throughout the rest of the nation. As a result, we are familiar with the unique nursing home reimbursement and operational environments in the states, in which your facility operates as well as throughout the rest of the nation.
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Quality EMR software that can be tailored to individual facilities or organizations. Flexibility allows facilities and their caregivers to focus on the resident, rather than the minimal standards of law.



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Host Locally or on the Cloud with forever access

02 CONTROL Your Workflow

You choose the workflow menus to fit your policies and procedures

03 CREATE Your Own Care

Change the system to meet your needs and goals as to screen presentations and reports

04 DETERMINE Your Price

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01

CHOOSE Your Own Hosting

With many LTC software vendors, the facility loses control of the location of their medical and financial records. In the SaaS model of publishing an EMR system, the facility is simply renting the use of the software rather than being granted a license of the software. Should the facility ever decide to go to a different EMR, they have the awful choice of receiving potentially thousands of pages of records or continue to pay hosting fees to have access to past records. With American Data the facility controls where their records are stored and has the right to move those records with electronic software access wherever and whenever they want and for any reason. With American Data the facility can self-host, host with a 3rd party of their choice, or host through American Data where ALL support calls for the software or server hardware go to one number, updates are done on the facility's behalf, and performance is monitored 24/7. Because the facility has a license instead of SaaS, they are free to move their records AND software anytime they choose for any reason.



02

CONTROL Your Own Workflow

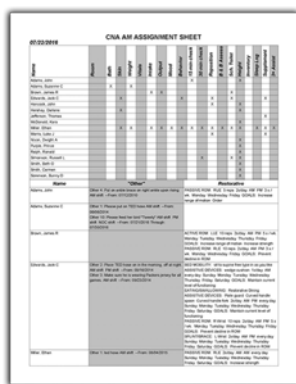
It is obvious that all LTC facilities are not the same except for one thing; they all have to follow the same laws. If the software is inflexible where all facilities use the same screens in the same way and they cannot be changed by the facility, the software must focus on what all facilities have in common; i.e. regulations. An EMR system will cause a facility to establish care policies and procedures around the fixed procedures of their EMR. Now while this may bring a failing facility to a higher level of performance, a “high performing facility” may gravitate to a lower standard. With American Data’s ECS – Electronic Chart System the facility can match the presented menu options that fit with their already established policies and procedures so as to maintain or increase their already high performance level. These customizable menu options become “short cuts” for staff to get to where the facility wants them to be very quickly and efficiently so staff is not faced with excessive and annoying click after click or page after page.



03

CREATE Your Own Care

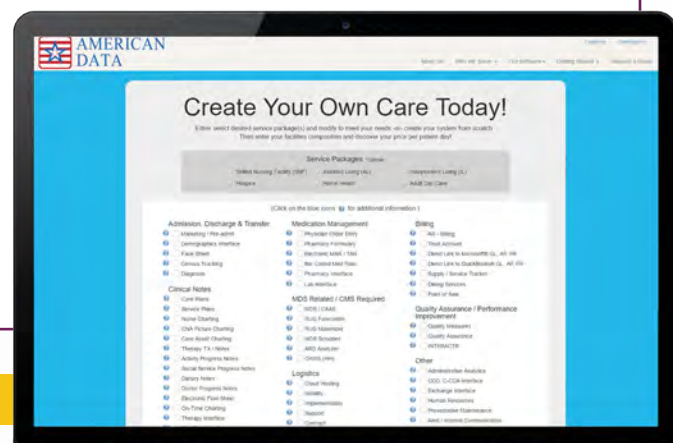
With American Data’s ECS, it is not just the menu options that can be customized to the workflow of the particular department or provider. The user screens themselves can be customized as to content, function, interaction, and integration even to the point of multiple screens being open simultaneously. The libraries for every department and every medical record function are limitless in order to drastically reduce the need to type everything while at the same time prompting the user to be all inclusive and accurate. This limitless library of terms and statements also becomes the foundation of a limitless QA/data-mining capability with a push of a button in order to focus on improved outcomes and early intervention to developing resident conditions.



04

DETERMINE Your Own Price

American Data’s new pricing model is based on purchasing only what is wanted or needed by the facility when they need it. On our website the facility can literally select the capabilities desired and by entering in their number of sites and number of clients to be served with the system, they can actually see the cost per month which will likely beat most other EMR vendor prices and the prices INCLUDE a license so that the facility has forever access to their medical records. A short video accompanies each capability by clicking on the “?” mark in front of the capability giving the visitor a virtual tour of each capability.



Visit us at www.american-data.com -or- call 1.800.464.9942

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RevGroup



**Operational
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**Value-Based
Payment**



**Financial
Advisory**

Health Dimensions Group, one of the nation's leading health care management and consulting firms, specializes in post-acute and senior care. Our expertise is the knowledge base that comes from both managing post-acute and senior living assets, as well as consulting to some of the nation's largest health care organizations.

If you are looking for innovation, industry knowledge and guidance, our team's depth of experience and expertise can provide tailored solutions that meet today's challenges as well as industry leadership that envisions tomorrow's opportunities.

HEALTHDIRECT

PHARMACY SERVICES

Personalized care. Direct to you.

Get to know us.

HealthDirect is a division of Kinney Drugs, an employee owned company with more than 110 years of retail pharmacy experience. For the last 50+ years, HealthDirect has been dedicated to meeting the unique pharmacy needs of those who reside in long-term care facilities and supporting the staff members that provide their daily care. By living up to our promises, we have earned a reputation for expert-level pharmacy services and outstanding customer relations.

Everyday our customers are experiencing the difference of working with a reliable pharmacy partner with a hometown feel that offers the vast capabilities and buying resources of a healthcare leader. The result of this combination is outstanding customer service, comprehensive solutions and competitive pricing. Its a unique balance that brings real value and only we can offer it.

Pharmacy Solutions

Dispensing options to meet your unique needs.

HealthDirect offers the punch card dispensing system in various cycle formats that are adjusted to meet your requirements. We also offer various automated dispensing solutions to enhance the secure delivery of routine and contingency medications.

Convenient, on-time delivery with value.

Customized delivery times and protocols, plus a 24 hour grace period for check-ins on arrival. Drivers also pick up returns on a daily basis to assure prompt returns and billing credits. In addition to scheduled, daily delivery we provide around the clock emergency services and 24/7/365 pharmacist availability.

Collaborative and precise billing services.

We coordinate with your billing office, residents and family members to confirm coverage and handle Medicare, Medicaid and private billing accounts.

Client focused technology solutions.

We understand how important the right technology solution is to your facility's operations that's why we offer FrameworkLink, and multiple eMAR and interface options.

Consulting Solutions

Your nursing staff at its best.

Our experienced staff provides immediate guidance and consulting on medication administration, storage and inspection, wound care and much more. HealthDirect offers comprehensive, IV services, certification classes and the necessary on-going in-facility education and training. In addition, we have partnered with the National Institute for Health to offer our customers complimentary webinars on key industry topics.

Industry leading clinical reviews and analysis.

Trust our skilled team to provide client-focused evaluations and reports.

Proactively address compliance issues.

HealthDirect industry experts help you meet facility specific challenges and ever changing regulatory updates and compliance issues with deficiency free solutions.

Increase savings and resident safety.

Our experts review and assess all admission drug regimen plans to recommend quality improvements and cost-saving implementations.



Want to know more?

We're excited about the solutions we offer to help facilities save money and improve care. Feel free to call or email one of us directly to set up a face-to-face meeting sometime soon. Let's meet and talk about what HealthDirect can do for you.

P 920-284-7948
MattBoyle@hdrxservices.com



P 262-613-8631
TonyMacCudden@hdrxservices.com

CLOSED: 10/7/16



American Grand Assisted Living Suites

Kaukauna, WI

Purchase Price: \$8,500,000 Type: Assisted Living Care (CBRF)

Per Unit Price: \$184,782 Size: 46 units / 58 beds

Per Bed Price: \$146,551

- Located in the Fox Cities Area / Appleton-Oshkosh MSA
- 85% Occupied at Closing
- 70% Private Pay
- Excellent Private Pay and Family Care Rates
- 2012 and 2009 Construction
- Additional Land for Expansion
- Proximate to Retail Shopping

CLOSED: 12/1/16



Autumn Grace & Water's Edge

Mankato, MN

Purchase Price: \$15,500,000

Per Unit: \$238,461

Type: Memory Care /

Assisted Living Care

Size: 65 Units

- Excellent Cash Flow
- High Occupancy
- Located One Mile from Each Other
- 80 Miles from Twin Cities
- 2014, 2005 and 2004 Construction
- Room to Expand

To access the seniors housing market, contact the market leader.

Ray Giannini

Senior Vice President Investments,
Director - National Seniors Housing Group
(262) 364-1920
ray.giannini@marcusmillichap.com
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Wisconsin's Nursing Home Collaborative



More than 1.4 million Americans live in nursing homes. Lake Superior QIN works with nursing homes to improve quality of care and quality of life for residents, reduce healthcare-acquired conditions, and implement Quality Assurance Performance Improvement (QAPI). The goal is to improve systems of care that lead to better quality outcomes for your nursing home residents. Targets will include increasing resident mobility, decreasing unnecessary use of antipsychotics in residents with dementia, decreasing potentially avoidable hospitalizations, and decreasing healthcare-acquired infections and conditions.

All services and support offered are at **no cost**. Assistance includes support with the following:

- Technical assistance to achieve improvement at the systems level
- Quarterly quality measure data sent to your nursing home
- Strategies to implement QAPI principles, processes, and resources
- Access to best practices, lessons learned, and tools based on the best clinical, management, and leadership practices of high-performing nursing homes
- Access to events and webinars
- Access to providers and stakeholders who come together with a purpose of peer-to-peer learning and solution sharing which promotes accomplishments and best practices of participating nursing homes
- Aligns national and state nursing home quality initiatives and partnerships, such as the National Nursing Home Quality Improvement Campaign as well as the Partnership to Improve Dementia Care, and Quality Assurance & Performance Improvement (QAPI).



Anticipated impact

- Increased mobility of long-stay residents
- Decreased antipsychotic medication use
- Decreased health care-acquired conditions and health care-associated infections
- Decreased potentially avoidable hospitalizations
- Improved NNHQCC composite measure score
- Enhanced quality efforts by periodic completion or review of QAPI self-assessment and QAPI principles implementation

Thank you for your commitment to improving health care quality. For further information, please contact:

Emily Nelson
Nursing Home Project Specialist, MetaStar
enelson@metastar.com
(608) 441-8242

Diane Dohm
Nursing Home Project Specialist, MetaStar
ddohm@metastar.com
(608) 441-8263



REQUIREMENTS OF PARTICIPATION: PHASE II

PREPARATION | MOCK SURVEY | P&P MANUAL | TRAINING | PRODUCTS & TOOLS

Requirements of Participation - Phase II: Organization Preparation Checklist

RoP Section	Areas to Address	Policy Reviewed & Updated	Assessment or Evaluation	Staff Education	Audit Tool
Resident Rights	State & Local Advocacy Organizations Medicare & Medicaid Eligibility Information Aging & Disability Resource Centers Medicaid Fraud Control Unit Visitation – Access and Policy Reporting Crimes				
Abuse, Neglect, and Exploitation					
Admission, Transfer, Discharge	Transfer and Discharge Documentation				
Person Centered Care Planning	Baseline Care Plan				
Nursing Services	Facility Resource Assessment: Nursing Staffing Competencies and Skills				
Behavioral Health Services	Education and Programming for behavioral health Sufficient staff Staff Competency Nonpharmacological interventions Specialized Services Dementia Services				
Pharmacy Services	Medical Chart Review Psychotropic Drugs				
Dental Services	Policy on loss or damaged dentures Referral for dental appointment; Assist w/appt.				
Food and Nutrition Services	Facility Resource Assessment: Dietary Staffing Ethnic, cultural, religious preferences				
Administration	Develop a Facility Resource Assessment				
Infection Control	Facility Resource Assessment: Incorporate Infection Control Antibiotic Stewardship Program				
Physical Environment	Smoking Policy				
QAPI	Initial QAPI Plan				

Pathway Health experts are available to assist with **Requirements of Participation (RoP)** preparation, education, Mock Survey, Policy & Procedure Manual, resources, and more!

Keep focused in the right direction. Contact Pathway Health.

877-777-5463 | pathwayhealth.com





REQUIREMENTS OF PARTICIPATION

PREPARATION | MOCK SURVEY | P&P MANUAL | TRAINING | PRODUCTS & TOOLS

Keep Focused In
The Right Direction



**PATHWAY
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NEW! Pathway Health Solutions for Final Rule Preparation and Implementation

This expansive **Final Rule (Requirements of Participation)** for skilled nursing facilities is now in effect. These changes reflect the substantial advances that have been made over the past several years in the theory and practice of service delivery and safety, per CMS.

The Final Rule is implemented in three phases:

- **Phase I** November 28, 2016
- **Phase II** November 28, 2017
- **Phase III** November 28, 2019

Preparation is Key!

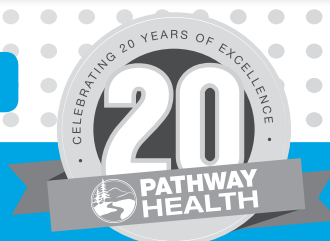
Pathway Health is your partner in readiness and success. We have a full complement of Final Rule preparation services and education available to leaders and organizations.

- Onsite Preparation Assistance
- Mock Survey for Phase I and Phase II
- Policy & Procedure Manual
- Webinars
- Train & Tool Series
- Classroom and Customized Training Options
- And More!

Need assistance in customizing the policies, training, and tools for your organization?
Contact consult@pathwayhealth.com to learn more.

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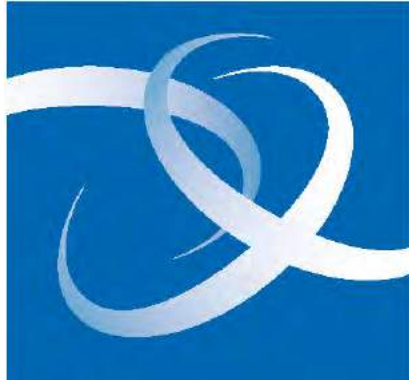
☐ 816 Church Street
Wis Dells, WI 53965
(608) 253-2100
Fax 253-2729

Iveta Carpenter of Baraboo just completed her Bachelor of Arts degree with a major in accounting, and a perfect 4.0 GPA, from Lakeland College.

“Lakeland is proud to call Iveta one of our accounting alumni. It is very rare for an accounting student to graduate from Lakeland College with a perfect 4.0 GPA. Lakeland College’s accounting program was recently named one of the nation’s 25 best online bachelor’s degree earning programs by Accounting.com, and Iveta will make us proud in her future professional endeavors,” said Brett Killion, CPA and Assistant Professor of Accounting at Lakeland College.

We at Poppy CPA are proud of Iveta! Iveta accomplished her perfect grade point average in her Bachelor’s degree all the while she was working full-time and raising a family. Her second child was born last year during tax season and she kept up with all of her client work, never missing a deadline.

When dealing with Medicaid, Medicare and taxes, you are best served by those who have accomplished the exceptional, because we know how to get things done favorably in the face of today’s challenges!



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and
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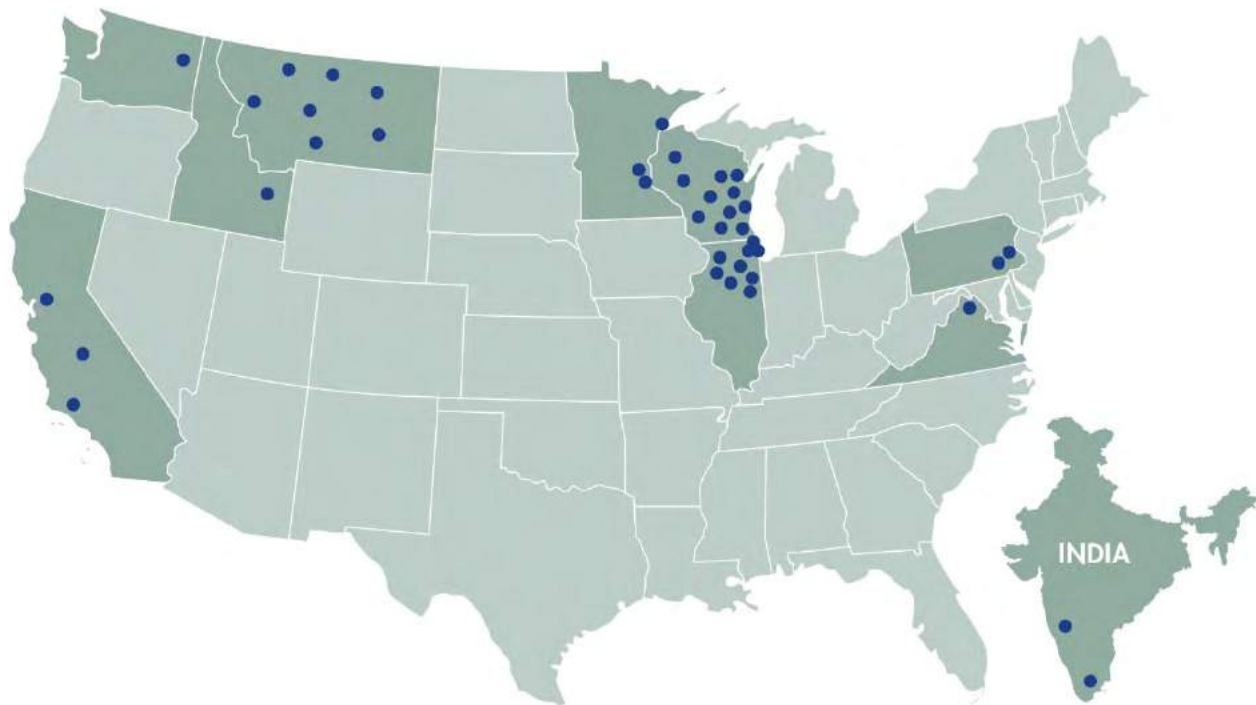
info@specializedmed.com

Professional Senior Living Services



WIPFLI^{LLP}
CPAs and Consultants
HEALTH CARE PRACTICE

With more than 1,700 associates, 37 offices in the United States and two offices in India, Wipfli LLP (Wipfli) ranks among the top 20 accounting and business consulting firms in the nation. For over 86 years, Wipfli has provided private and publicly held companies with industry-focused assurance, accounting, tax and consulting services to help clients overcome their business challenges today and plan for tomorrow.



To fulfill the needs of our diverse client base, Wipfli has grown into a multidiscipline professional services firm. Services include a wide range of financial and operational consulting services, and the firm has created specialized industry and business unit practices including:

Industry Groups

- Health Care
- Nonprofit and Governmental
- Manufacturing and Distribution
- Financial Institutions
- Construction and Real Estate

Business Unit Practices

- Audit and Accounting
- Tax
- Information Technology
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d/b/a of Gordian Medical Inc.



To provide the best wound care solutions for each facility... one resident at a time.

AMERICAN MEDICAL TECHNOLOGIES, AMT, is the leading independent provider of wound care solutions for Long Term Care facilities in the United States. We have been providing quality wound care programs since 1994 and currently service residents in over 4,600 facilities nationwide. Our wound care program is designed to help your facility and staff in four key ways:

- + Enhance the quality of resident care.
- + Increase educational resources available to your staff.
- + Reduce wound care related costs for your facility.
- + Assist with mandatory CMS documentation.

AMT is a member of the National Pressure Ulcer Advisory Panel, NPUAP, in addition to many other state and national organizations. We are a fully accredited and Participating Durable Medical Equipment, Prosthetic, Orthotic and Supplies Medicare Part-B Supplier. As part of our commitment to excellence in Nursing Home Care, AMT has long been an active champion of the Advancing Excellence in America's Nursing Homes campaign.

Education

All good clinical care starts with proper education and training. By partnering with AMT, staff is trained to meet the CMS DME POS supplier standards.

- + Provide clinical, regulatory and documentation education to facility staff related to wound care products.
- + Provide ongoing education tailored to each facility's needs.
- + Offer education to ensure proper product utilization.
- + Trusted education advisor for each facility.
- + Tele-education program provides on demand education and access to wound care literature and standards of care.

Clinical Expertise

Nationally, wound issues in long term care facilities are one of the most cited deficiencies by state surveyors. Our licensed Clinical Specialists work closely with your staff.

- + Monitor proper utilization and compliance with wound care products.
- + Licensed healthcare providers with expertise in wound care.
- + Decrease the risk of state infractions.
- + Less paperwork for your staff means more time for resident care.
- + More than 2,000 collective years of clinical experience you can trust.
- + Proprietary tracking software provides essential Medicare documentation.
- + Tablets provide live support for your wound care product needs.

Wound Care Products

AMT is able to access a wide array of products to meet the specific needs of residents.

- + Work with most major manufacturers.
- + Ensure appropriate use of dressings over a 30 day period.
- + Supply Medicare approved dressings.
- + Bill the resident's insurance directly through: Medicare Part B, Medicaid, HMO's and other primary payers.
- + AMT accepts full assignment for wound care products provided.
- + Verify insurance prior to providing products to your residents.

PROUD CHAMPION OF:



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- Responsive telephone and live-chat customer service for managers and learners
- Ongoing system training and support for managers and learners



- Accredited courses that meet regulatory and compliance requirements
- Credits for nursing (200+ hours), social work, OT, PT, LNHA and other disciplines

“From what we were using, switching to CE Solutions was an extremely positive decision for our 22 facilities. The **quality of the programming** is significantly improved, the **service is excellent** and as a huge added bonus, our **costs went down** substantially.”

Bob, Wisconsin



For more information, call us today at **866-650-3400**
or visit **www.DiscoverCESolutions.com**





REQUIREMENTS OF PARTICIPATION: PHASE II

PREPARATION | MOCK SURVEY | P&P MANUAL | TRAINING | PRODUCTS & TOOLS

Requirements of Participation - Phase II: Organization Preparation Checklist

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Resident Rights	State & Local Advocacy Organizations Medicare & Medicaid Eligibility Information Aging & Disability Resource Centers Medicaid Fraud Control Unit Visitation – Access and Policy Reporting Crimes				
Abuse, Neglect, and Exploitation					
Admission, Transfer, Discharge	Transfer and Discharge Documentation				
Person Centered Care Planning	Baseline Care Plan				
Nursing Services	Facility Resource Assessment: Nursing Staffing Competencies and Skills				
Behavioral Health Services	Education and Programming for behavioral health Sufficient staff Staff Competency Nonpharmacological interventions Specialized Services Dementia Services				
Pharmacy Services	Medical Chart Review Psychotropic Drugs				
Dental Services	Policy on loss or damaged dentures Referral for dental appointment; Assist w/appt.				
Food and Nutrition Services	Facility Resource Assessment: Dietary Staffing Ethnic, cultural, religious preferences				
Administration	Develop a Facility Resource Assessment				
Infection Control	Facility Resource Assessment: Incorporate Infection Control Antibiotic Stewardship Program				
Physical Environment	Smoking Policy				
QAPI	Initial QAPI Plan				

Pathway Health experts are available to assist with **Requirements of Participation (RoP)** preparation, education, Mock Survey, Policy & Procedure Manual, resources, and more!

Keep focused in the right direction. Contact Pathway Health.

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REQUIREMENTS OF PARTICIPATION

PREPARATION | MOCK SURVEY | P&P MANUAL | TRAINING | PRODUCTS & TOOLS

Keep Focused In
The Right Direction



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NEW! Pathway Health Solutions for Final Rule Preparation and Implementation

This expansive **Final Rule (Requirements of Participation)** for skilled nursing facilities is now in effect. These changes reflect the substantial advances that have been made over the past several years in the theory and practice of service delivery and safety, per CMS.

The Final Rule is implemented in three phases:

- **Phase I** November 28, 2016
- **Phase II** November 28, 2017
- **Phase III** November 28, 2019

Preparation is Key!

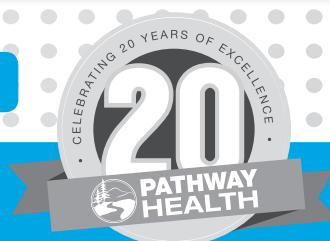
Pathway Health is your partner in readiness and success. We have a full complement of Final Rule preparation services and education available to leaders and organizations.

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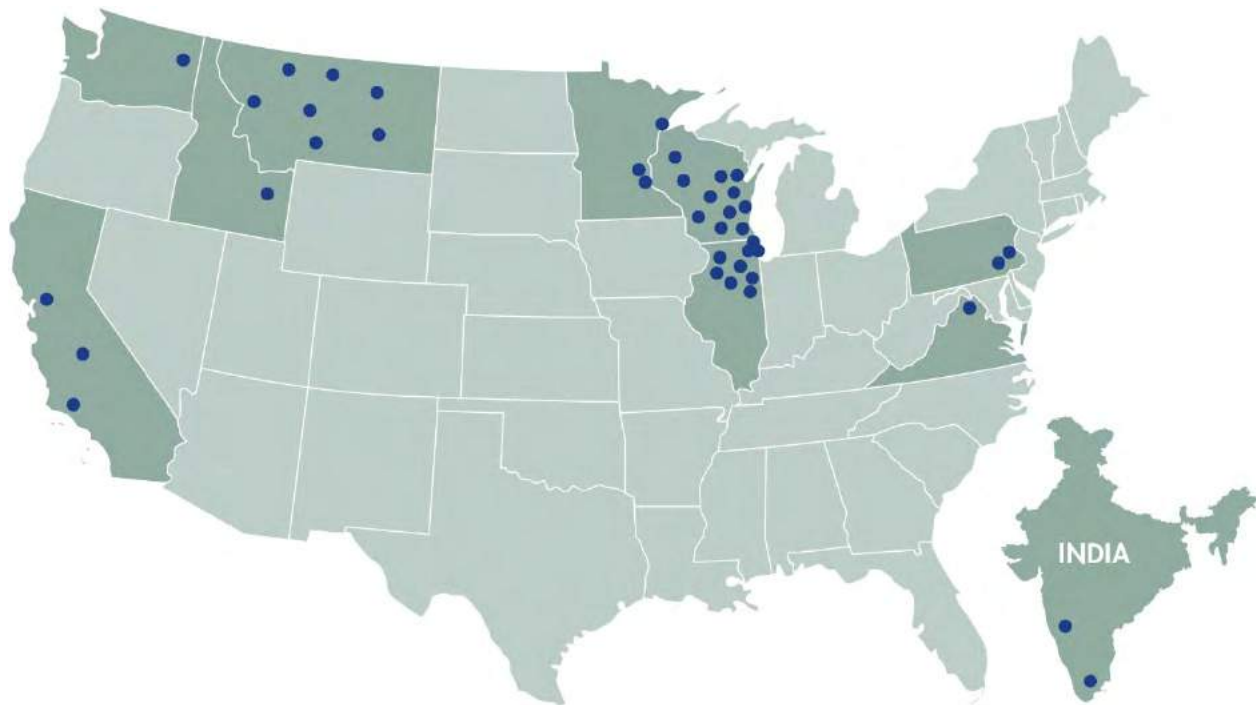
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- Manufacturing and Distribution
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- We have deep industry knowledge in the senior living industry, and Wipfli senior living professionals includes CPAs, licensed nursing home administrators, RNs, senior living market analysts, and nursing home billing specialists. These professionals serve nursing home clients in Wisconsin, Minnesota, Michigan, Washington, Idaho, and Oregon as well as throughout the rest of the nation. As a result, we are familiar with the unique nursing home reimbursement and operational environments in the states, in which your facility operates as well as throughout the rest of the nation.
- Wipfli sponsors regional conferences on issues that are important to health care providers. In addition, we lead training and educational sessions and present webinars for industry groups at both the regional and national levels, at state and national senior living associations, the American Institute of Certified Public Accountants, Health Care Financial Management Association, National Rural Health Association, and the National CPA Health Care Advisors Association. Through our active involvement in state, regional, and national associations, we provide education and training to thousands of senior living leaders and professionals annually on a wide variety of topics.
- In addition, our health care professionals and the firm maintain memberships in a variety of professional associations including the American Institute of Certified Public Accountants, state societies and institutes of certified public accountants, Healthcare Financial Management Association, state hospital and nursing home associations, the National CPA Health Care Advisors Association, Medical Group Management Association, National Rural Health Association, National Association of Rural Health Clinics, and other health care associations.
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- **Tax Services.** Wipfli has invested tremendous resources in building a team of experienced, creative tax specialists. We believe we have assembled a group of individuals with unsurpassed tax talent who live and work in the area. These individuals include former Big Four partners, seasoned senior managers, experienced National Tax veterans, former revenue agents, and tax attorneys.
- **Audit Services.** We pride ourselves on utilizing deep industry expertise to provide value-added, efficient, and affordable audit services to our health care clients. Our auditors are industry specialists who understand the unique needs and challenges of senior living organizations. We also understand the importance of staff consistency on engagements. These factors result in highly satisfied audit clients who build long-term relationships with our staff.
- **Accounting and Small Business.** Recruiting, retaining, and educating a comprehensive internal staff for accounting, human resources, information technology needs of a small business can be challenging and cost-prohibitive. Wipfli's has a complete team of professionals who are available to add resources to our client's existing capabilities or to serve as an affordable and cost-effective outsourcing solution.
- **Clinical and Operational.** Our team includes clinical and operational experts led by a nationally recognized leader in the nursing home profession. This clinical and operational team of experts provide a diverse set of services ranging from ICD-10 training, MDS coding analysis, mock surveys for regulatory compliance, and staffing and operations assessments.
- **Market Analysis.** Wipfli's senior living market analysis and strategic planning team assists senior living organizations in adapting their services to the changing landscape. This team conducts comprehensive strategic planning engagements, nursing home bed need analysis, and assisted living, independent living, and home health market assessments.
- **Reimbursement.** Our reimbursement experts complete and/or review Medicare and Medicaid cost reports for accuracy and optimization based on the reimbursement environment within each state.
- **Risk Advisory.** Our risk advisory team helps our health care clients ensure the confidentiality, integrity, and availability of protected health information (PHI), including the electronic devices and systems that are used with this information under the Health Insurance Portability and Accountability Act (HIPAA) and by utilizing HITRUST Common Security Framework (CSF) in executing comprehensive security assessments.
- **Information Technology.** Our information technology analysts help clients maximize their information technology investments through network development and support services, conducting information technology environment audits, and helping with software selection and project management for major system implementations.
- **Benchmarking.** Through our proprietary database of nursing home Medicare cost reports, which includes all nursing homes in the nation, we can provide a benchmarking analysis for each facility. This analysis will compare key revenue and cost indicators to state, regional, and national benchmarks.

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Advantage™ Bathing System:
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Essence™ Spa Side-Entry Bathing System

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EXPERIENCE MAKES THE DIFFERENCE

One of the nation's largest groups of finance professionals dedicated to the senior living sector, Lancaster Pollard has earned a reputation over the past 25+ years for delivering sound financial advice, providing cost-effective financing options and delivering outcomes that meet or exceed our clients' expectations.

Now more than ever, the choice of senior living financier is a very important factor in whether your loan will close on time, or at all, and the amount of time, money and personal involvement you ultimately invest in the process. Lancaster Pollard's senior living financing experience means its clients will be able to maintain focus on their businesses, receive the best possible terms and conditions, and close in an expeditious manner.

A Full Range of Financing Options for New Construction, Renovation, Expansion, Refinance and Acquisition

Lancaster Pollard's platform of services was created especially for senior living, and it continues to evolve and adapt to new trends and changing markets with this sector's needs in mind. Options include:

- FHA/HUD mortgage insurance: #1 HUD LEAN lender FY 2010 - FY 2013
- Fannie Mae Seniors Housing Program



- USDA guaranteed loan programs
- Taxable/Tax-Exempt Bonds
- Loan Syndications and Placements
- Bridge to Agency Lending
- Mergers & Acquisitions Services
- Proprietary EquityTap® balance sheet loan program

More options means better access to affordable capital in any market condition. It means better opportunities to match an appropriate capital strategy to your goals and objectives. A 25+ year focus on senior living and the experience of hundreds of successful closings to accomplish a variety of objectives enhance Lancaster Pollard's ability to better understand and articulate the credit characteristics unique to your project, paramount to achieving best execution.

Expert Speaker on Access to Capital & Financial Strategies

- National Investment Center
- SeniorCare Investor audioconference expert speaker
- Numerous state-level conferences, including affiliates of the American Health Care Association and LeadingAge

Recent Senior Living-Related Publications:

- Levin's Dealmaker's Forum, "Go with Proprio" - 2015.
- McKnight's Long-Term Care, "New Construction with FHA Financing" - 2015.
- Senior Housing News, "Pricey Acquisitions Lead Small Operators To Bank on Construction" - 2015.
- The Senior Care Investor, "Expert Opinion" - 2015.
- Assisted Living Federation of America (ALFA), "Lancaster Pollard Announces Leadership Changes" - 2015.

Lancaster Pollard at a Glance

- Focus on senior living finance since 1988
- Investment banking, mortgage banking and investment advisory services
- Six offices nationwide
- Healthcare and seniors housing clients in 44 states
- #1 HUD LEAN lender FY 2010 - FY 2013
- Fannie Mae Seniors Housing Underwriter/ Servicer
- Winner, Inc. 5000 2007, 2008, 2011, 2012, 2013, 2014, 2015 (Fastest growing private companies in the nation)
- Winner, 2010 BBB Torch Award for ethics
- Winner, Ernst & Young Entrepreneur of the Year Award 2006

*Brad Competty,
Vice President
(614) 224-8800
bcompetty@lancasterpollard.com*

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Fax 253-2729

Iveta Carpenter of Baraboo just completed her Bachelor of Arts degree with a major in accounting, and a perfect 4.0 GPA, from Lakeland College.

“Lakeland is proud to call Iveta one of our accounting alumni. It is very rare for an accounting student to graduate from Lakeland College with a perfect 4.0 GPA. Lakeland College’s accounting program was recently named one of the nation’s 25 best online bachelor’s degree earning programs by Accounting.com, and Iveta will make us proud in her future professional endeavors,” said Brett Killion, CPA and Assistant Professor of Accounting at Lakeland College.

We at Poppy CPA are proud of Iveta! Iveta accomplished her perfect grade point average in her Bachelor’s degree all the while she was working full-time and raising a family. Her second child was born last year during tax season and she kept up with all of her client work, never missing a deadline.

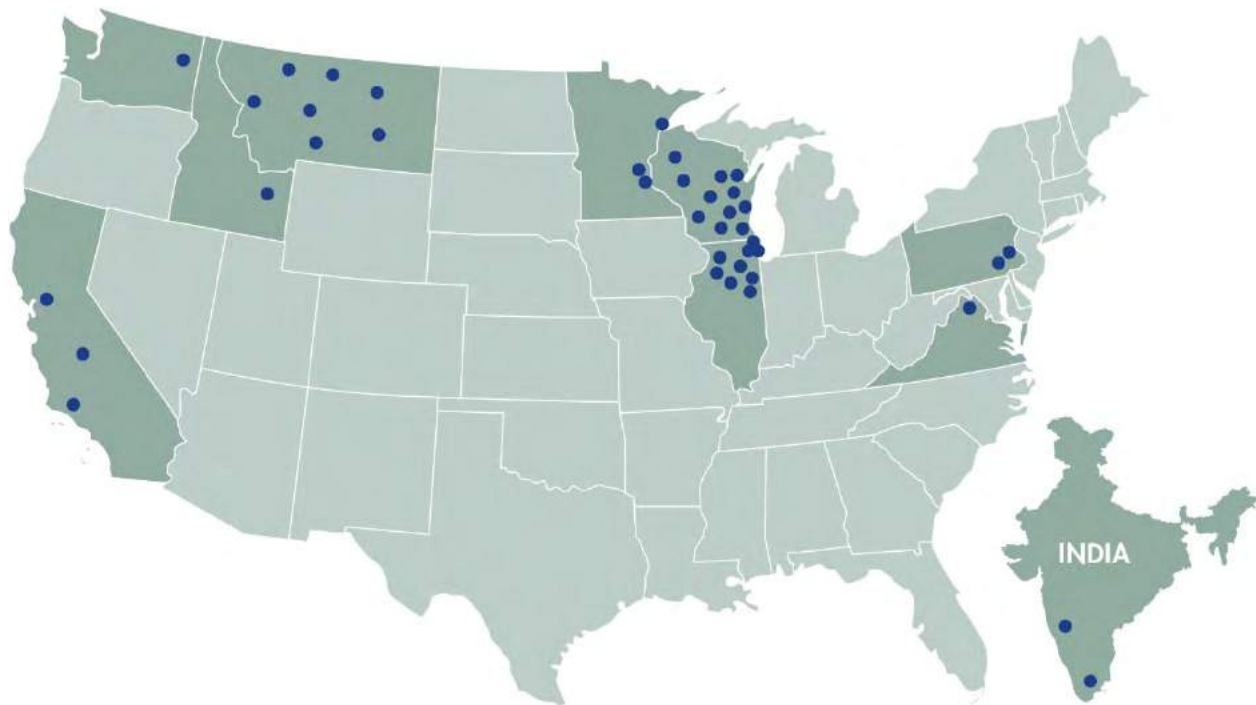
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Ziegler's Corporate Finance team is focused on delivering best-in-class advisory and financing solutions for companies and organizations across Wisconsin. In our core practice areas of nursing homes, assisted living, CCRC, hospice, and home healthcare providers, Ziegler is one of the most active M&A firms offering innovative sell-side, buy-side, recapitalization, restructuring, and strategic partnering services. In addition, our FHA/HUD lending practice is dedicated to providing fixed-rate, non-recourse financing options to the senior living industry.

* Number of middle market healthcare transactions (valued at less than \$100M) in 2015. Based on full credit given to financial advisors for healthcare M&A transactions completed nationally. Rankings and amounts through Thomson Financial Securities Data as of 3/7/16.

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- Refinancing
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- CCRCs
- Hospice Care Providers
- Home Healthcare Providers

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Navigator members have access to the largest and most comprehensive group purchasing portfolio of food, medical and business programs, innovative services, and management tools.



The Value of Membership

Navigator members gain **FLEXIBILITY** with our distributor neutrality model, substantial **SAVINGS** opportunities, unparalleled **TRANSPARENCY**, and data-driven **INSIGHTS** to help guide optimal purchasing decisions.

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> FLEXIBILITY

Our extensive contract portfolio and distributor neutrality model help maximize savings opportunities by providing members access to an optimized portfolio of national branded and quality private label items. With over 150 business partners and our strategic partnership with Foodbuy, the nation's largest food service procurement services organization, Navigator members gain leverage on complete purchasing needs:

- Food
- Medical Products & Services
- Business Products & Services
- E-Procurement Neutrality



> SAVINGS

Navigator Members obtain access to substantial savings opportunities through:

- Pinnacle & Pinnacle Plus flagship food purchasing programs
- Formulary Development – driving increased savings and compliance
- Offeror Rebate Program
 - Offeror Rebates
 - Brand Incentives
 - Volume Allowance Rebates



> TRANSPARENCY

Unparalleled transparency benefits Navigator members via:

- Comprehensive reporting of savings and rebate opportunities customized for your business
- Detailed distributor incentives and analytics to help optimize spending
- Purchasing alerts, Key Performance Indicators (KPIs) and dashboards to guide informed business decisions

> INSIGHTS

Navigator's dedicated and experienced Account Management team provides industry expertise and guidance, while using gathered member intelligence, to help:

- Drive efficiency and savings
- Utilize customized order guides
- Optimize purchasing decisions
- Gain field and dietary guidance



Request a case study to find out more about the benefits of a Navigator membership.

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Shared Purchasing Solutions, an affiliate of Intalere, enhances the financial and operational effectiveness of long-term care and post-acute care members through superior supplier contracts, strategic purchasing alliances and supply chain management strategies.

IMAGE 2017

Wednesday, November 1

8:00 – 9:30 a.m.

- NAC Meeting
- MEES Meeting
- Lab Meeting

9:45 – 10:45 a.m.

- Session #1: Dietary
- Session #2: Plant Engineering
- Session #3: Laboratory

11:00 – 12:00 p.m. (Noon)

- Session #4: Intalere Update

12:15 – 1:00 p.m.

- Awards & Lunch

1:00 – 2:15 p.m.

- Keynote: "From the Barnyard to the Boardroom"

2:30 – 4:30 p.m.

- Supplier Expo

5:00 – 6:00 p.m.

- Hospitality/Raffle/Photo Booth

6:30 – 10:00 p.m.

- Dinner & Entertainment

Walk the red carpet as your favorite movie character or entertainer!

Thursday, November 2

7:30 – 8:30 a.m.

- Networking Breakfast

8:30 – 9:30 a.m.

- Session #5: "Legionellosis, Identifying Risk Factors and Risk Systems"
- Session #6: "BMI and the Aging Adult"
- Session #7: "Architecting Autoverification Algorithms"

9:45 – 10:45 a.m.

- Session #8: TBD
- Session #9: "Optimizing Outcomes Through A Comprehensive Nutrition Care Process"
- Session #10: "Understanding Cognitive/Memory Changes Through the Aging Process"

11:00 – Noon

- Session #11: "Cyber Risk = Disruptive Business Risk"
- Session #12: "MIND Your Menu"
- Session #13: "Purchasing Best Practices"

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Best for your residents, best for your community

At VITAS Innovative Hospice Care®, we understand the challenges assisted living communities face with end-of-life issues. Your residents want to age in their homes, surrounded by the people, the things and the routines they know. As they near the end of life, the need to be comfortable and at home is even more important.

As one of the nation's oldest and largest hospice providers, VITAS has the expertise, the staff and the specialized services that make that possible. Our goal is to bring quality of life to the end of life. For our assisted living partners, that means helping their residents stay out of emergency rooms, hospitals and nursing homes.

The expertise to keep residents at home

Intensive Comfort Care®. When a resident's medical crisis would ordinarily require hospitalization, VITAS caregivers are available to complement assisted living staff by providing short-term, intensive medical management through our Intensive Comfort Care® (Continuous Care) program. Provided up to 24 hours per day and delivered by a nurse with support from a hospice aide, this hands-on management can make the difference between a resident remaining in his or her home and being sent to the emergency room for treatment.

- **VITAS Telecare 24/7 support.** Our Telecare service provides immediate telephone access to a clinical expert who can assess the situation and provide medical advice. Nearly 122,000 after-hours calls are handled by VITAS clinicians each month.¹
- **Consistent and ongoing clinical care.** On average, five or more visits per week by a member of the VITAS care team (which includes a hospice physician, nurse, social worker, hospice aide, chaplain and team volunteer) provide extra support for residents and their families. This high volume of visits is often instrumental in averting medical crises.



- **Effective pain management.** As a palliative care pioneer, VITAS has developed effective pain management protocols that are customized for the individual resident—which is critical in an assisted living setting. In addition to addressing physical and medical issues, our multidimensional approach addresses spiritual and emotional needs as well.

Supporting your residents and staff

- **Comprehensive clinical education.** VITAS offers a variety of educational programs customized for your assisted living community that better prepare staff to care for residents near the end of life. A variety of in-services for clinicians and nonmedical staff are approved for continuing education credits in accordance with state requirements. VITAS provided more than 30,000 CE credits in 2009.^{2*}

*Does not include CE credits issued in California or Ohio.

¹Some of VITAS' specialized services are only available on a regional basis.

¹Data on file, VITAS, 2010.

²Data on file, VITAS, 2010.

³Data on file, VITAS, Q1 2010 QAPI.



• **Specialized care programs and benefits:**

- Veterans' programs
- Alzheimer's/dementia programs
- COPD program
- Multilingual staff
- Jewish accreditation
- Pet therapy
- Memory Bears
- Music therapy
- Massage therapy
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- "Living memorials" to honor a resident's life
- Funeral planning assistance
- Anticipatory grief support during the illness
- Bereavement support groups for 13 months after the death

Check with your local VITAS representative to see what programs are available in your area.[†]

Innovative Hospice Care
VITAS[®]
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 Suite 500
 Wauwatosa, Wisconsin 53226
 Referrals 800.93.VITAS

- **Improved patient satisfaction.** By providing outstanding clinical care and excellent communication with residents and families, VITAS *receives high satisfaction scores* from those we serve.³
 - 96 percent of patients rated the care received through VITAS to be excellent, very good or good.
 - 97 percent of patients and families would recommend VITAS services to others.
 - 97 percent of patients and families felt that the VITAS team kept them informed of the patient's condition.

Selecting a strategic partner

Choosing the right hospice partner is critical. Your hospice care provider should offer:

- Rapid response time; same-day admission seven days per week
- Direct access to clinicians 24 hours per day, seven days per week
- Ability to accept complicated cases
- Continuous care staffing for periods of crisis
- Extra support at the time of death, as well as formal bereavement and support groups
- Specialized service options for assisted living communities, such as staff training and education, and development of customized protocols
- Joint marketing opportunities

We support your residents' desire to remain in their home even as their health declines. The most important step you and your staff can take is to proactively identify those at risk for a medical crisis. VITAS can help by providing HIPAA-compliant case reviews with your team. We are also happy to meet with residents and their families for an information-only discussion of end-of-life care options that can help them explore hospice and palliative care with their physician.

Ask your VITAS representative to share more details about the many benefits we can provide your residents.

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REQUIREMENTS OF PARTICIPATION: PHASE II

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Requirements of Participation - Phase II: Organization Preparation Checklist

RoP Section	Areas to Address	Policy Reviewed & Updated	Assessment or Evaluation	Staff Education	Audit Tool
Resident Rights	State & Local Advocacy Organizations Medicare & Medicaid Eligibility Information Aging & Disability Resource Centers Medicaid Fraud Control Unit Visitation – Access and Policy Reporting Crimes				
Abuse, Neglect, and Exploitation					
Admission, Transfer, Discharge	Transfer and Discharge Documentation				
Person Centered Care Planning	Baseline Care Plan				
Nursing Services	Facility Resource Assessment: Nursing Staffing Competencies and Skills				
Behavioral Health Services	Education and Programming for behavioral health Sufficient staff Staff Competency Nonpharmacological interventions Specialized Services Dementia Services				
Pharmacy Services	Medical Chart Review Psychotropic Drugs				
Dental Services	Policy on loss or damaged dentures Referral for dental appointment; Assist w/appt.				
Food and Nutrition Services	Facility Resource Assessment: Dietary Staffing Ethnic, cultural, religious preferences				
Administration	Develop a Facility Resource Assessment				
Infection Control	Facility Resource Assessment: Incorporate Infection Control Antibiotic Stewardship Program				
Physical Environment	Smoking Policy				
QAPI	Initial QAPI Plan				

Pathway Health experts are available to assist with **Requirements of Participation (RoP)** preparation, education, Mock Survey, Policy & Procedure Manual, resources, and more!

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- **Phase I** November 28, 2016
- **Phase II** November 28, 2017
- **Phase III** November 28, 2019

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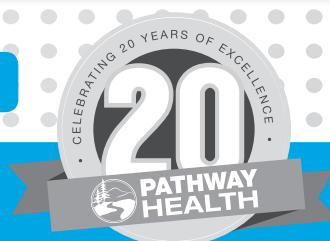
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Pressure Injury Staging - New NPUAP Terminology and Definitions

October 12, 2016



**Nancy Morgan, RN, BSN, MBA, WOC,
WCC, DWC, OMS**

Wound Care Education Institute

Overview

- Identify stages of pressure injuries according to the 2016 National Pressure Ulcer Advisory Panel Staging guidelines
- Describe four tissue types associated with pressure ulcers
- List external factors related to pressure injury development

1 CEU will be provided by Wound Care Education Institute®
<http://www.wcei.net/CME-CE>

Peristomal Skin Complications

November 9, 2016



**Joy Hooper, RN, BSN, CWOCN,
OMS, WCC**

Wound Care Education Institute

Overview

- Identify clinical characteristics of 3 or more peri-stomal skin complications
- Choose treatment plans for peri-stomal skin complications based upon etiology and clinical characteristics

1 CEU will be provided by Wound Care Education Institute®
<http://www.wcei.net/CME-CE>

Treating Chronic Diabetic Wounds

December 14, 2016



**Nancy Morgan, RN, BSN, MBA, WOC,
WCC, DWC, OMS**

Wound Care Education Institute

Overview

- Identify 3 risk factors that lead to diabetic ulcer development
- List 3 treatment modalities that are used to successfully treat diabetic ulcers

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Medical Device Reprocessing Issues and Solutions

October 17, 2016

Chuck Hughes

VP Consulting Services

*1 CEU will be provided
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The Importance of Environmental Disinfection within the Ambulatory Care Setting

October 18, 2016

Susan Burns, BS, MT, CIC, VA-BC™

Medical Science Liaison

*1 CEU will be provided
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Soap: The Science Behind It, the Changing Regulatory Landscape Ahead, Tools and Tips For Selecting a Hand Soap That's Right For Your Practice/Facility

October 19, 2016

Megan J. DiGiorgio MSN, RN, CIC

Clinical Specialist

*1 CEU will be provided
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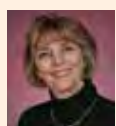
Weighing Rigid Containers Against Sterilization Wrap in the War on Infections

October 20, 2016

Peggy Pinz Leubbert, MS, MT(ASCP), CIC, CHSP

Consulting Educator

*1 CEU will be provided
by Halyard Health*



Needlestick Injury Prevention: Strategies to Protect the Staff From Infection and to Keep the Practice Compliant to Regulatory Requirements

October 21, 2016

Elise M. Handleman, RN, BSN, Med

Occupational and Environmental Health Consultant

*1 CEU will be provided
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Frequently Asked Questions About QAPI

WHEN WILL QAPI REGULATIONS GO INTO EFFECT?

The regulations are effective November 28, 2016. Facilities must present their QAPI plan to the State Survey Agency starting November 28, 2017.



Andy Kramer, MD, is the CEO of Providigm, LLC, the company that developed the abaqis Quality Management System. Dr. Kramer has been a leading researcher in post-acute and long-term care quality for over three decades.

WHAT WILL SURVEYORS LOOK FOR ONCE QAPI IS IN EFFECT?

Surveyors will expect to see a fully documented QAPI plan for your facility. It's an opportunity to customize your quality assurance and performance improvement activities for your organization. They want your plan to apply specifically to the services your facility provides and objectives of your organization. It's also important for all your staff to be engaged in the process and own it.

IS THERE ANYTHING MORE SKILLED NURSING FACILITIES SHOULD KNOW ABOUT QAPI?

I don't think the importance of customizing and tailoring your QAPI plan to your operating environment, your services, your staff and your residents, has been highlighted enough. Be empowered to orient your plan toward your community's attributes. Healthcare really is a local phenomenon, and there are different priorities in many markets and different priorities for various types of organizations. It's the customization that makes QAPI beneficial. It's a plan you tailor and develop just for your facility, and it should be unique.

HOW DO WE BEGIN TO CREATE OUR QAPI PLAN?

Begin by choosing quality improvement team members. Under current regulations, the facility administrator and those directly reporting to the

administrator are responsible for identifying areas for improvement and taking corrective action. These leaders will maintain this responsibility under QAPI. As the facility's QAPI committee, they will review feedback and input from direct care staff, other staff, residents and resident representatives. Reviewing data and feedback from multiple sources will lead to identifying opportunities for performance improvement.

DOES QAPI INVOLVE ONLY SENIOR MANAGEMENT?

Absolutely not. Although the facility administrator and other senior management head the QAPI committee, once they identify an opportunity for improvement, the committee should select a Performance Improvement Project team consisting of the staff who actually do the work. These are the people who know best how to improve processes because they are involved firsthand every day. Limiting teams to only supervisors and top management in a facility is, therefore, a potential pitfall.

It's the customization that makes QAPI beneficial. It's a plan you tailor and develop just for your facility, and it should be unique.

Creating a QAPI plan from scratch can seem overwhelming.



The new QAPI Plan Builder within the abaqis® Quality Management System simplifies the process.

Introducing QAPI Plan Builder by abaqis:

- Templates help you easily organize relevant information into a plan
- Explanatory text guides you toward creating an effective QAPI plan
- Content can be customized to account for your organization's unique complexities, care, and services
- Version-control ensures that your plan reflects your current QAPI process, and additional features document which plan was provided at survey
- Corporate control capabilities help you manage QAPI plans for multiple facilities

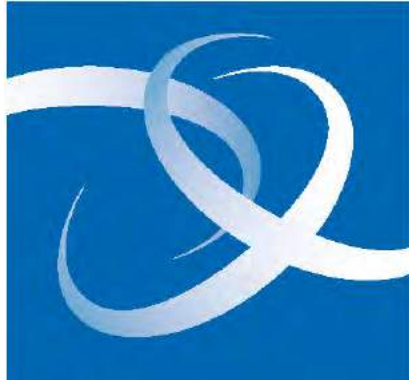
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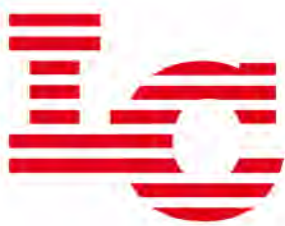
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As we have predicted for the past several years, we again expect another robust year for all areas of Senior Living properties in 2017. The sector performed adroitly through the Great Recession. Having done so, it has augmented the asset class standing among other commercial real estate sectors. Senior Living should remain in favor as the population continues to age, operators continue to seek opportunities to find efficiencies and as capital continues to remain readily available. While new development is on the fast track in many markets, it has yet to show any signs of over-supply except in select markets. Fundamentals are strong. Best in class properties have done exceedingly well producing excellent returns along with solid appreciation. All of this leads us to believe that continued strong demand in our sector will continue into 2017 and well beyond.

Cap Rates: Capitalization rates have remained stable. This is due in part to the limited availability of Class A product. With the likelihood of future interest rate increases on the horizon, we may occasionally see slight spikes in Cap Rates going forward. However, the near term outlook is for more of the same. (See Cap Rate 10-Year Trends on next page).

Skilled Nursing: These facilities continue to show resiliency despite facing some considerable headwinds. Some factors contributing to this include Medicaid and Medicare reimbursement pressures, tight regulatory oversight, increasing patient acuity, labor challenges (not unique to just SNF's), and rising competition from Home Health and other senior housing and care sub-sectors. Some owners of skilled nursing facilities, especially large Real Estate Investment Trusts (REITs) have been very public in their efforts to limit their exposure to the skilled nursing asset class. Chicago based VENTAS was one of the first to announce such a move. Yet in Wisconsin we have yet to notice any weakness in acquisition demand or in pricing. For most SNF's that means a Cap Rate in the 12% to 13% range.

Cap Rate Trends 10-Year



Chart courtesy of HEALTHTRUST Seniors Housing & Healthcare Real Estate Advisory Services

Assisted Living: With all the new construction going on, many of the newer facilities being built are financially out of reach for many seniors, as most cater to high-end residents (capturing higher rents). In fact, according to the 2015 Genworth Cost of Care Survey, the national median cost of assisted living (non-memory care) was approximately \$3600 per month. Memory Care facilities often cost thousands more. Perhaps the most under-served are those middle market seniors who fall between the high-end market and the subsidized, affordable options controlled here in Wisconsin through Family Care. This is not an insignificant number as roughly 30% of households in that 85+ age group fall into this middle income segment. So with this challenge comes great opportunity to those trying to fill this niche.

Demand for existing properties continues to exceed supply, especially for Class A facilities. That along with increased regulations and reimbursement concerns have nudged many Mom & Pop owners to seriously consider an exit strategy and to take advantage of this historically low cost of capital. It's hard to argue that now isn't the best time to sell. Cap rates are excellent, capital is abundant and occupancies are high. We have seen a run-up of prices here in Wisconsin and elsewhere substantiating that. Don't wait until some of these metrics begin to weaken. Don't be a "market-timer." They almost always procrastinate fearing that they might leave a little change on the table.....Those procrastinators rarely ever hit the bullseye.

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- 85% Occupied at Closing
- 70% Private Pay
- Excellent Private Pay and Family Care Rates
- 2012 and 2009 Construction
- Additional Land for Expansion
- Proximate to Retail Shopping

CLOSED: 12/1/16



Autumn Grace & Water's Edge

Mankato, MN

Purchase Price: \$15,500,000

Type: Memory Care /

Per Unit: \$238,461

Assisted Living Care

Size: 65 Units

- Excellent Cash Flow
- High Occupancy
- Located One Mile from Each Other
- 80 Miles from Twin Cities
- 2014, 2005 and 2004 Construction
- Room to Expand

To access the seniors housing market, contact the market leader.

Ray Giannini

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Ziegler's Corporate Finance team is focused on delivering best-in-class advisory and financing solutions for companies and organizations across Wisconsin. In our core practice areas of nursing homes, assisted living, CCRC, hospice, and home healthcare providers, Ziegler is one of the most active M&A firms offering innovative sell-side, buy-side, recapitalization, restructuring, and strategic partnering services. In addition, our FHA/HUD lending practice is dedicated to providing fixed-rate, non-recourse financing options to the senior living industry.

* Number of middle market healthcare transactions (valued at less than \$100M) in 2015. Based on full credit given to financial advisors for healthcare M&A transactions completed nationally. Rankings and amounts through Thomson Financial Securities Data as of 3/7/16.

OUR SERVICES

- Facility Sales
- Sale-Leasebacks
- Strategic Advisory & Valuations
- Refinancing
- FHA/HUD Approved Mortgage Lender

OUR CLIENTS

- Nursing Homes
- CBRFs/RCACs
- CCRCs
- Hospice Care Providers
- Home Healthcare Providers

NICK GLAISNER

SENIOR VICE PRESIDENT
877 245 5840
nglaisner@ziegler.com

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Suite 1000
Milwaukee, WI 53202



Greenfield Rehabilitation Agency

Leading the Way in Rehabilitation for 50 years!

Your performance is driven by how effective your rehab partner is. Greenfield Rehab strives to optimize performance and set your facility apart in the community. Our expertise in regulatory compliance and commitment to consistent communication ensures that you can achieve your goals.



Benefits of a Partnership

Greenfield Rehabilitation Agency has been achieving outstanding therapy outcomes with our patients while ensuring exceptional customer service and communication with our partners. Our commitment to providing the essential training and education needed to stay on the leading edge of regulations and clinical advancements sets us apart from other providers.

We create a dynamic therapy presence in your center to enhance your presence in your community. Through demonstrated patient outcomes, we can promote the tangible gains made while rehabilitating at your center. In addition, our commitment to marketing allows us to partner with you to ensure the community and important referral sources can see the exceptional outcomes we can achieve.

Contact us today to set up an appointment with Kate Brewer, PT, MBA, GCS, RAC-CT, President to find out the benefits of partnership with a company focused on your success.

KBrewer@grawi.com or 1-800-704-GRAI (4724) ext 217.

Contact Us

Kate Brewer, PT, MBA, GCS, RAC-CT

President & Owner

kbrewer@grawi.com

Office: 414-327-6603 x 217

Cell: 414-534-0100

OR

Rich Bagin

Director of Business Development

rbagin@grawi.com

Cell: 262-409-8585



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A Wisconsin Company



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Long-Term Care



Excellence in contract therapy services has never been more challenging. MJ Care makes it happen for you.



Experience **Matters**

MJ Care has provided fully customized contract therapy, administration, and consulting services for healthcare facilities for nearly forty years. We design customized programs to provide exactly the therapy, administrative, and marketing services required to make your operation perform and meet or exceed your clinical and financial goals.

It's all about **the patient**

One must never get too far away from this fundamental truth. Professional, compassionate care is at the core of everything we do. MJ Care was founded by a Christian Physical Therapist, Mary Van Lare, whose integrity and vision of excellence continues to inspire the company, both through her active leadership and her legacy of service.

(866) MJCARE1
information@mjcare.com

MJCare.com

The Best Therapists

It's the therapist who must deliver the best care possible, and we believe quality of care must also be delivered with sincere compassion for the patient.

We recruit and retain the physical, occupational, and speech therapists that everyone wants to have as part of their organization. They stay with us, because this is a therapist-led company, and they appreciate the clear vision, the unsurpassed training, and the smooth-running systems.

Our therapists accept the importance of following billing regulations for reimbursement, and we provide the technological infrastructure and streamlined documentation that helps them to stay on top of these procedures without losing focus on quality of care. They attend to evolving patient needs, and this leads to new programs that result in higher caseloads.

MJ Care Administers Your Therapy Program **To Achieve Excellence**

MJ Care's consultants are expert in relevant disciplines, so they collaborate to provide continuous and comprehensive training and support for therapists. Our staff development and training programs are created by nationally-recognized professionals.

To manage the staff and all daily clinical operations within the department, MJ Care provides an on-site and fully-dedicated Rehab Director. Clinical and operational support is provided by a Regional Director who visits regularly and maintains consistent contact with Nursing and Administration. A Rehab Tech manages the clinic office to assure maximum quality time for therapists to treat patients.

Survey compliance is a top priority, including measurement of physical, psychological and psychosocial functioning of all Medicare and Medicaid patients using the Long-Term Care Minimum Data Set (MDS). All patients are screened for therapy needs. Specially designed programs are used to address the Health Care Financing Administration's 24 Nursing Home Quality Indicators, including therapy programs centered on ADL function, range-of-motion, dining, fall prevention, dementia, and mobility.

Outpatient therapy programs often need targeted marketing campaigns in order to reach their growth potential. MJ Care has extensive experience expanding therapy programs in continuing care communities. We can collaborate with you to plan communication efforts directed to referral sources and residents in the community, as well as residents of your independent and assisted living apartments. Such campaigns may include direct mail, newspaper advertisements, brochures, and special events.



How We Consult With You to **Raise Your Therapy Program to New Levels of Excellence**

Following are some of the ways our consultants apply their seasoned judgment to help your facility achieve its aspirations:

Conduct rehab and Medicare audits to review clinical, documentation, coding, billing and operational issues that may dramatically impact your ability to optimize reimbursement and meet survey requirements.

Work with therapy and restorative nursing to design individualized functional maintenance programs that meet Medicare and Medicaid criteria for skilled nursing services.

Create clinical dementia and restorative nursing programs that capture reimbursable patient treatment accurately and also positively impact your survey process.

Enhance traditional PT, OT, and Speech Therapy programs by adding cognitive treatment that opens up new opportunities to enhance residents' quality of life and creates additional facility revenue sources.

Make recommendations to address the rehab needs of your long-term population through caseload development and appropriate Medicare Part B utilization.

Determine potential increases in the Medicaid case mix index reimbursement for restorative nursing and therapy programs.

Complete an operational review to identify opportunities or threats to the success and stability of your community and create a success plan for the future.



The Story of MJ Care

The story began in 1977 when the founder of MJ Care, Mary Van Lare, Physical Therapist, determined to build a therapy practice based on bringing hope and joy into each treatment, while achieving outstanding patient outcomes. That ideal remains central to the business over three decades later.

MJ Care stands for an exceptionally positive experience every time—one that clients want to tell others about. As a company, recruiting and training remarkable, talented staff who can achieve this result is imperative.

The company has grown rapidly as our professional, caring, and encouraging approach has attracted more and more healthcare providers, who appreciate the difference we make in the lives of their clients. Our customer base continues to grow throughout the Midwest and beyond, as we hold to our simple philosophy, while putting the latest methods and technologies to work.

Today, MJ Care is leading the way in values-driven rehabilitation, school billing services and staffing solutions. Our vision is one of excellence, leadership, and growth, even in times of dynamic change in the healthcare and insurance industries.



The Values That Guide MJ Care

The experience gained by MJ Care across generations has earned increasing levels of trust, because everything we do is guided by a special set of values. The way we put these values into practice is what makes MJ Care unique:

Respect – Treating our customers and associates with courtesy, consideration, and appreciation at all times, under all circumstances.

Integrity – A workplace in which the highest standards of ethics and honesty are adhered to at all times and without exception. Doing the right thing even when no one is watching.

Innovation – An atmosphere where new and creative ideas are supported and encouraged by management, associates and staff. An environment where associates are empowered to creatively solve problems and deliver excellent Health Care Services.

Service Excellence – A commitment to providing our customers with the highest caliber of service in all areas of MJ Care's operations.

Quality – Providing services that fulfills the needs of our customers and consistently meets the highest standards of efficiency, effectiveness and compliance.

Education – Providing seminars and continuous education for our associates that fulfills the needs of our clients, associates and consistently meets the highest standards of the industry.



Who Will You Trust With Your Therapy Program?

We offer a free on-site assessment of your operation so you can better understand opportunities for improvement, including clinical enhancements and revenue capture, and what sort of implementation schedule is possible. To take advantage of this free offer—or to get more information about how we might help—contact Jane Beisser, Vice President of Long-Term Care, at:



(866) MJCARE1
information@mjcare.com
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Why Should You Use RehabCare for Therapy Services?

Reimbursement

- **PRODUCTIVITY** – we cap our charges at each RUG level threshold vs. paying your therapists for minutes you cannot bill
- **EFFICIENCY** – you only pay for productive/billable minutes vs. your therapists' time on premises
- Increased RUG profile
- We assume reimbursement risk and indemnify rehab charges

Therapists

- **RECRUITING** – RehabCare's network of local/national recruiters hires 2,000+ therapists/year
- **STAFFING** – no more struggle with filling vacancies and covering PTO with expensive PRN staff

Cash Flow

- Our 30-day terms save cash vs. paying your employees weekly or bi-monthly

Expertise

- **TECHNOLOGY** – handheld computer documentation and compliance tools
- On-site Program Director
- Comprehensive, individualized treatment programs

About RehabCare

With **30 years experience** in the field, RehabCare is the leading national provider of rehabilitation services, including physical, occupational and speech-language therapies.

We are the premier provider of rehab throughout the full continuum of care, including long-term acute care hospitals, nursing and rehabilitation centers, inpatient acute rehab units, independent rehabilitation facilities and hospice and home care locations.

Our network enables you to access best practices and geographic market knowledge that will take your rehab department to the next level. We are a trusted industry expert, and a true strategic partner. And at RehabCare, we are passionate about recovery: working to improve patient outcomes and quality of life.

Visit us at: www.rehabcare.com

To learn more about how RehabCare can optimize the performance of your rehab department, contact:

Renee' Flis

Director, Business Development
414.378.1280 mobile
Renee.Flis@rehabcare.com





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Julie Tindal, Regional Sales Manager

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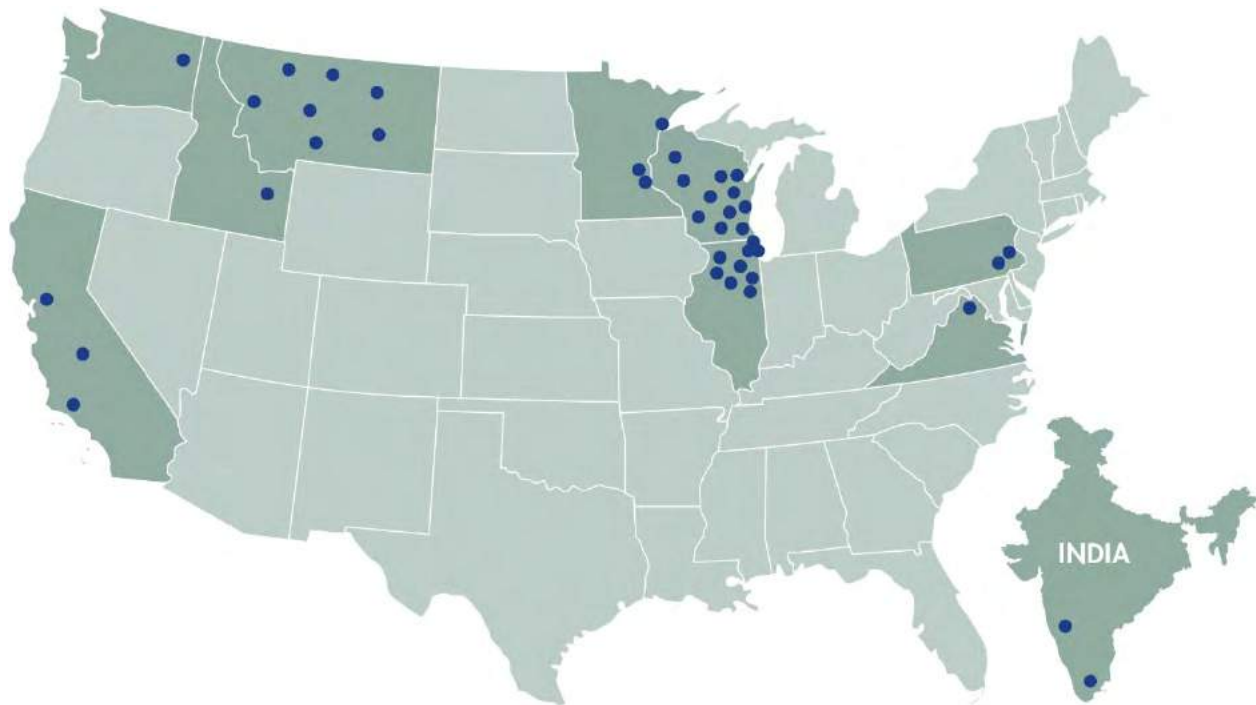
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Professional Senior Living Services



WIPFLI^{LLP}
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HEALTH CARE PRACTICE

With more than 1,700 associates, 37 offices in the United States and two offices in India, Wipfli LLP (Wipfli) ranks among the top 20 accounting and business consulting firms in the nation. For over 86 years, Wipfli has provided private and publicly held companies with industry-focused assurance, accounting, tax and consulting services to help clients overcome their business challenges today and plan for tomorrow.



To fulfill the needs of our diverse client base, Wipfli has grown into a multidiscipline professional services firm. Services include a wide range of financial and operational consulting services, and the firm has created specialized industry and business unit practices including:

Industry Groups

- Health Care
- Nonprofit and Governmental
- Manufacturing and Distribution
- Financial Institutions
- Construction and Real Estate

Business Unit Practices

- Audit and Accounting
- Tax
- Information Technology
- Human Resources
- Retirement Plan Services

Our Health Care Services

- Wipfli's health care industry group has deep experience in the market. We have over 1,700 health care clients, including hospitals, nursing homes, assisted living organizations, and physician practices in 48 states and 100 health care professionals, including 17 partners. Our industry-focused approach means that we are continually refining our understanding of emerging health care industry issues, leading practices, and developing trends to provide well-informed and practical advice for clients in the health care industry.
- We have deep industry knowledge in the senior living industry, and Wipfli senior living professionals includes CPAs, licensed nursing home administrators, RNs, senior living market analysts, and nursing home billing specialists. These professionals serve nursing home clients in Wisconsin, Minnesota, Michigan, Washington, Idaho, and Oregon as well as throughout the rest of the nation. As a result, we are familiar with the unique nursing home reimbursement and operational environments in the states, in which your facility operates as well as throughout the rest of the nation.
- Wipfli sponsors regional conferences on issues that are important to health care providers. In addition, we lead training and educational sessions and present webinars for industry groups at both the regional and national levels, at state and national senior living associations, the American Institute of Certified Public Accountants, Health Care Financial Management Association, National Rural Health Association, and the National CPA Health Care Advisors Association. Through our active involvement in state, regional, and national associations, we provide education and training to thousands of senior living leaders and professionals annually on a wide variety of topics.
- In addition, our health care professionals and the firm maintain memberships in a variety of professional associations including the American Institute of Certified Public Accountants, state societies and institutes of certified public accountants, Healthcare Financial Management Association, state hospital and nursing home associations, the National CPA Health Care Advisors Association, Medical Group Management Association, National Rural Health Association, National Association of Rural Health Clinics, and other health care associations.
- We provide value-added observations and recommendations related to accounting processes, practices, and internal controls as part of our audit process. In addition, Wipfli's health care and senior living experts are available as an extension to your internal teams as you grow and enhance your financial performance. Following are just a few examples of the value-added services available to the facility through Wipfli's comprehensive industry-focused experts.

FIRM PROFILE AND CAPABILITIES

- **Tax Services.** Wipfli has invested tremendous resources in building a team of experienced, creative tax specialists. We believe we have assembled a group of individuals with unsurpassed tax talent who live and work in the area. These individuals include former Big Four partners, seasoned senior managers, experienced National Tax veterans, former revenue agents, and tax attorneys.
- **Audit Services.** We pride ourselves on utilizing deep industry expertise to provide value-added, efficient, and affordable audit services to our health care clients. Our auditors are industry specialists who understand the unique needs and challenges of senior living organizations. We also understand the importance of staff consistency on engagements. These factors result in highly satisfied audit clients who build long-term relationships with our staff.
- **Accounting and Small Business.** Recruiting, retaining, and educating a comprehensive internal staff for accounting, human resources, information technology needs of a small business can be challenging and cost-prohibitive. Wipfli's has a complete team of professionals who are available to add resources to our client's existing capabilities or to serve as an affordable and cost-effective outsourcing solution.
- **Clinical and Operational.** Our team includes clinical and operational experts led by a nationally recognized leader in the nursing home profession. This clinical and operational team of experts provide a diverse set of services ranging from ICD-10 training, MDS coding analysis, mock surveys for regulatory compliance, and staffing and operations assessments.
- **Market Analysis.** Wipfli's senior living market analysis and strategic planning team assists senior living organizations in adapting their services to the changing landscape. This team conducts comprehensive strategic planning engagements, nursing home bed need analysis, and assisted living, independent living, and home health market assessments.
- **Reimbursement.** Our reimbursement experts complete and/or review Medicare and Medicaid cost reports for accuracy and optimization based on the reimbursement environment within each state.
- **Risk Advisory.** Our risk advisory team helps our health care clients ensure the confidentiality, integrity, and availability of protected health information (PHI), including the electronic devices and systems that are used with this information under the Health Insurance Portability and Accountability Act (HIPAA) and by utilizing HITRUST Common Security Framework (CSF) in executing comprehensive security assessments.
- **Information Technology.** Our information technology analysts help clients maximize their information technology investments through network development and support services, conducting information technology environment audits, and helping with software selection and project management for major system implementations.
- **Benchmarking.** Through our proprietary database of nursing home Medicare cost reports, which includes all nursing homes in the nation, we can provide a benchmarking analysis for each facility. This analysis will compare key revenue and cost indicators to state, regional, and national benchmarks.

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d/b/a of Gordian Medical Inc.



To provide the best wound care solutions for each facility... one resident at a time.

AMERICAN MEDICAL TECHNOLOGIES, AMT, is the leading independent provider of wound care solutions for Long Term Care facilities in the United States. We have been providing quality wound care programs since 1994 and currently service residents in over 4,600 facilities nationwide. Our wound care program is designed to help your facility and staff in four key ways:

- + Enhance the quality of resident care.
- + Increase educational resources available to your staff.
- + Reduce wound care related costs for your facility.
- + Assist with mandatory CMS documentation.

AMT is a member of the National Pressure Ulcer Advisory Panel, NPUAP, in addition to many other state and national organizations. We are a fully accredited and Participating Durable Medical Equipment, Prosthetic, Orthotic and Supplies Medicare Part-B Supplier. As part of our commitment to excellence in Nursing Home Care, AMT has long been an active champion of the Advancing Excellence in America's Nursing Homes campaign.

Education

All good clinical care starts with proper education and training. By partnering with AMT, staff is trained to meet the CMS DME POS supplier standards.

- + Provide clinical, regulatory and documentation education to facility staff related to wound care products.
- + Provide ongoing education tailored to each facility's needs.
- + Offer education to ensure proper product utilization.
- + Trusted education advisor for each facility.
- + Tele-education program provides on demand education and access to wound care literature and standards of care.

Clinical Expertise

Nationally, wound issues in long term care facilities are one of the most cited deficiencies by state surveyors. Our licensed Clinical Specialists work closely with your staff.

- + Monitor proper utilization and compliance with wound care products.
- + Licensed healthcare providers with expertise in wound care.
- + Decrease the risk of state infractions.
- + Less paperwork for your staff means more time for resident care.
- + More than 2,000 collective years of clinical experience you can trust.
- + Proprietary tracking software provides essential Medicare documentation.
- + Tablets provide live support for your wound care product needs.

Wound Care Products

AMT is able to access a wide array of products to meet the specific needs of residents.

- + Work with most major manufacturers.
- + Ensure appropriate use of dressings over a 30 day period.
- + Supply Medicare approved dressings.
- + Bill the resident's insurance directly through: Medicare Part B, Medicaid, HMO's and other primary payers.
- + AMT accepts full assignment for wound care products provided.
- + Verify insurance prior to providing products to your residents.

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