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July 23, 2015

HHS PROPOSES FIRST COMPREHENSIVE REWRITE OF NURSING HOME REGULATIONS IN 24 YEARS

The United States Department of Health and Human Services ("HHS") recently released the most comprehensive rewrite of the long-term care conditions of participation since 1991, affecting nearly 16,000 skilled nursing facilities and nursing facilities that participate in the Medicare and Medicaid programs around the country. Though the proposed rule in the [Federal Register](#) is subject to a 60-day notice and comment period, it provides valuable insight into how the final rule may look.

Much of the proposed rule outlines practices that have been in place at many facilities for years, but total compliance costs in the first year are estimated at \$729,495,614, equivalent to \$46,491 for each facility.

The proposed rule includes a host of substantive changes, including but not limited to the following:

1. Transitions of Care: Details specific information that must be exchanged with the receiving provider or facility when a resident is transferred;
2. Care Planning: Requires facilities to develop a baseline comprehensive care plan within 48 hours of admission. This section will also implement sections of the Improving Medicare Post-Acute Care Transformation Act of 2014 regarding accounting for quality, resource use and other measures to inform and assist with the discharge planning process;
3. Administration:
 - (a) *Facility Assessment*: Requires facilities to conduct, document and regularly review and update a facility-wide assessment to determine what resources are necessary to care for residents;
 - (b) *Binding Arbitration Agreements*: Adds specific requirements that must be incorporated into binding arbitration agreements;
4. Quality Assurance and Performance Improvement ("QAPI"): Requires facilities to develop, implement and maintain an effective, comprehensive, data-driven QAPI program that focuses on systems of care, outcomes of care and quality of life; and
5. Compliance and Ethics: Implements sections of the Patient Protection and Affordable Care Act of 2010 requiring that facility operating organizations have an effective compliance and ethics program in place.

Though the final rule will likely differ from the proposed rule in significant ways, it is critical that facilities begin to prepare for what is to come.

Reinhart's [Long-Term Care Facilities, Assisted Living and Senior Housing](#) Practice Group is available to assist you as you begin to navigate the complex changes to the nursing home regulatory scheme. Please contact [Rob Heath](#) or [John Kramp](#) to discuss any questions or concerns related to HHS' proposed rule and how it might impact your organization.



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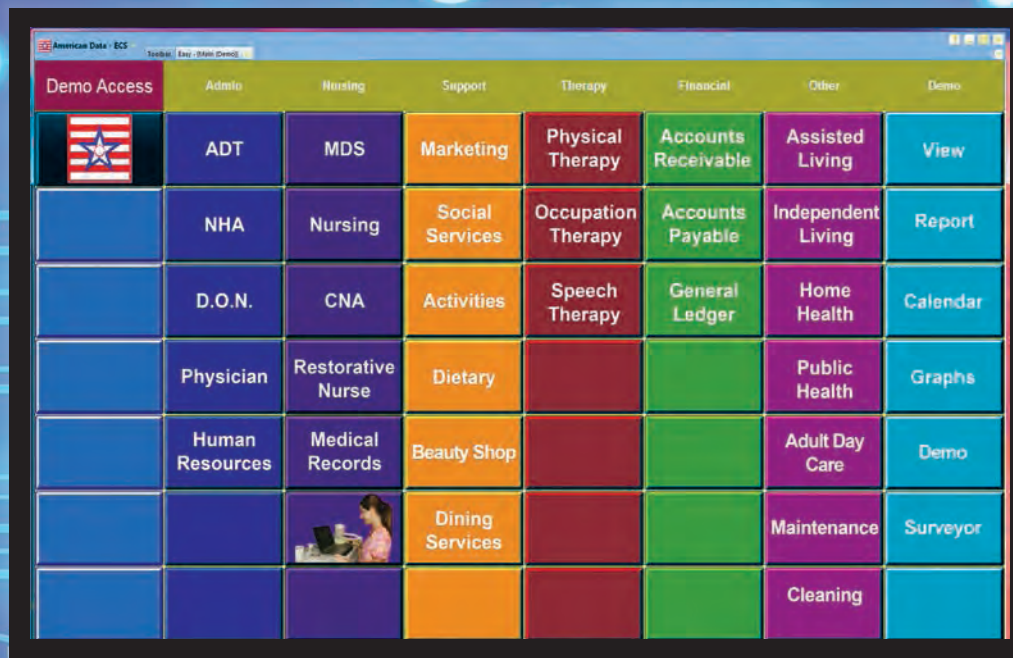
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American Data's Electronic Chart System (ECS) has been providing EMR/EHR and financial solutions to long-term care providers for over 30 years. With over 600 clients today, our employee-owned and controlled company has the most flexible and comprehensive system on the market. Our integrated software solution streamlines patient care while providing real-time documentation and increasing reimbursement.

Flexible

American Data believes that the software should fit to you – never the other way around. Customization is really about delivering you an EMR system that can reflect your facility's daily workflow. It is about providing you with a product that will eventually reduce costs, increase caregiver's time spent with patients, and be flexible enough to have a long shelf life.

Not only is flexibility important, but you must also consider to what extent the system can be customized as well as the amount of time and energy you must put in to do so. Information on screens in ECS can be customized down to what appears, how it appears, where it appears, and even who it appears to. Modifications are user-friendly and can be done by authorized personnel at each facility. It requires no IT/programming background. In this way the facility can change their system as their needs dictate.

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- Focus on your core business; leave the rest to someone else.

Architectural Elements

- Simple, abstract environment for development.

Economic Elements

- Eliminate CAPEX expenses.
- Elastic Resource Capacity.

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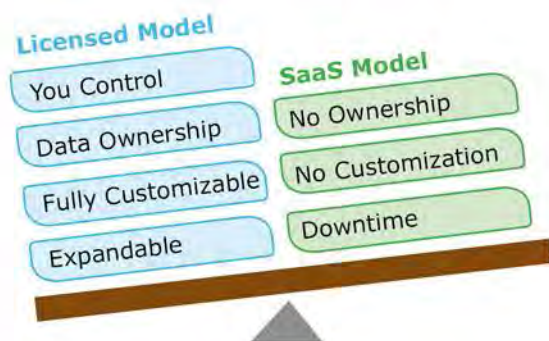
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Control timings of upgrades	Limited control of upgrade timing



“any software that is ‘core’ or ‘mission-critical’ to your prospects should stay licensed”

Benefits of Licensed Software Over SaaS

We would like to share a few of the differences between American Data's ECS and Software as a Service (SaaS) systems that we feel are significant in these challenging times for the LTC industry.

Would your facility continue to use the MDS if it didn't have to? In most cases when asked this question the response would be some variety of: “is this a trick question?”. For some facilities their negative response might be a question of the cost of the program to the facility. However, it is our belief that in a good facility where care is focused on the patient rather than the law, the negative response is based on the program being of little value to patient care. In these facilities, the MDS program could be causing the facility to come DOWN to the minimal standard of the MDS if they have an EMR that is focused on law compliance rather than the patient.

What does it mean for an EMR be focused on the patient? An EMR is a documentation and communication tool. In quality nursing homes, assessments are not a quarterly event to feed a document that would not even be done if not required. Assessments and the communication of such are a daily occurrence. Communication is more than knowing the patients latest vital signs, it is knowing and monitoring everything that is going on with the individual patient on a daily basis so interventions if necessary can be initiated immediately. The whole picture needs to be at the fingertips of responsible nurses on a daily basis.

EMR systems where the same screen presentations and the interaction of screens is the same in one facility as they are in the next will cause both facilities (and all that are running the same inflexible software) to follow the procedures set up by the vendor and these procedures will be focused on what is common to all LTC facilities; i.e. the minimal standards of the law. For example: being able to design YOUR own report that best meets YOUR standards of care (far above the minimal standards) might be possible but only with the permission and possibly fees (to discourage your request) of the software vendor. Being able to control your EMR is controlling your facility, the care you provide, and your future.

In a SaaS environment, the facility can be at the mercy of the vendor since they do not have a license to use the software but rather are just “renting” access to the system. Like owning a home versus renting an apartment where there are things that require the landlord's permission to do to the property in a rental environment. And should the “renter ever want to leave the environment” there may

be consequences in order to “take with you” the items you acquired while being in the environment.

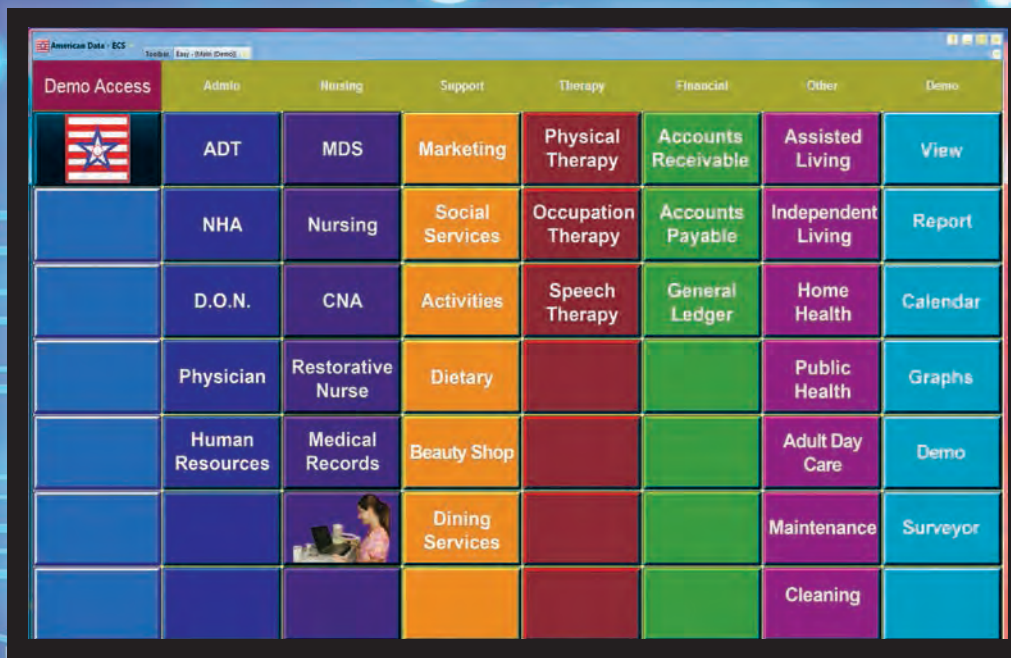
And finally there is the question of having control over where your EMR and financial records are stored. The option of having one's own server is attractive because it is the ultimate in having control. However, in recent years the cost and configuration challenges of having one's own server has been increasing. With American Data's new direct secured access to a server (wherever located) without the need for connection licenses, the option of self-hosting is again available without the high cost and complexities. However, ECS clients also have the option of having their own server located in one of the largest data centers in the country...the Microsoft CLOUD (Azure) where again the facility has total control of how much cost, how much power, and for what duration.

We offer so much more than our license and flexibility. Here are just a few more differences between ECS and SaaS systems:

- ✓ ADL charting can be captured with less time spent in ECS due to your ability to record the number of times a task was performed, thus increasing reimbursement.
- ✓ You can have multiple screens open at the same time in ECS so you do not have to constantly waste time navigating between screens.
- ✓ Special Assessments can be completed with the flexible library of choice answers we offer. Say more than “yes” or “no.” With ECS, the facility controls this library so your caregivers can offer context when completing assessments.
- ✓ Every word written into the clinical record is integrated with the overall resident history with ECS.
- ✓ American Data's support team is made up of trained Nursing Home Administrators, Nurses, and Accountants. They know the industry inside and out and are dedicated to making operations run smoothly for each facility.
- ✓ American Data is an American company, which means all medical records created by our system are stored in the United States.



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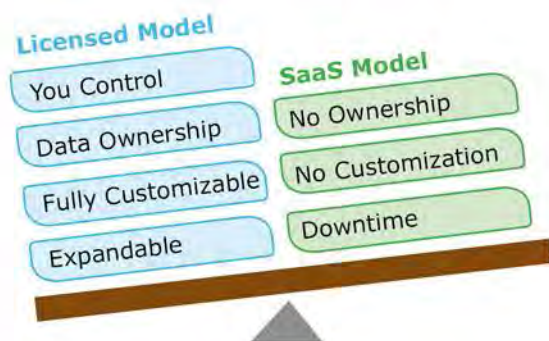
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Licensed Model	SaaS Model
Right to Physical Custody	Remotely Accessed Service
Customizations Discretionary	Customizations Limited
Infrastructure & Data Security Control	No direct Security Control
Data Ownership & Custody Control	No direct data, custody, data ownership must be clearly defined in T's and C's
SLAs for support response	SLAs for support & availability
Control timings of upgrades	Limited control of upgrade timing



“any software that is ‘core’ or ‘mission-critical’ to your prospects should stay licensed”

Benefits of Licensed Software Over SaaS

We would like to share a few of the differences between American Data's ECS and Software as a Service (SaaS) systems that we feel are significant in these challenging times for the LTC industry.

Would your facility continue to use the MDS if it didn't have to? In most cases when asked this question the response would be some variety of: “is this a trick question”. For some facilities their negative response might be a question of the cost of the program to the facility. However, it is our belief that in a good facility where care is focused on the patient rather than the law, the negative response is based on the program being of little value to patient care. In these facilities, the MDS program could be causing the facility to come DOWN to the minimal standard of the MDS if they have an EMR that is focused on law compliance rather than the patient.

What does it mean for an EMR be focused on the patient? An EMR is a documentation and communication tool. In quality nursing homes, assessments are not a quarterly event to feed a document that would not even be done if not required. Assessments and the communication of such are a daily occurrence. Communication is more than knowing the patients latest vital signs, it is knowing and monitoring everything that is going on with the individual patient on a daily basis so interventions if necessary can be initiated immediately. The whole picture needs to be at the fingertips of responsible nurses on a daily basis.

EMR systems where the same screen presentations and the interaction of screens is the same in one facility as they are in the next will cause both facilities (and all that are running the same inflexible software) to follow the procedures set up by the vendor and these procedures will be focused on what is common to all LTC facilities; i.e. the minimal standards of the law. For example: being able to design YOUR own report that best meets YOUR standards of care (far above the minimal standards) might be possible but only with the permission and possibly fees (to discourage your request) of the software vendor. Being able to control your EMR is controlling your facility, the care you provide, and your future.

In a SaaS environment, the facility can be at the mercy of the vendor since they do not have a license to use the software but rather are just “renting” access to the system. Like owning a home versus renting an apartment where there are things that require the landlord's permission to do to the property in a rental environment. And should the “renter ever want to leave the environment” there may

be consequences in order to “take with you” the items you acquired while being in the environment.

And finally there is the question of having control over where your EMR and financial records are stored. The option of having one's own server is attractive because it is the ultimate in having control. However, in recent years the cost and configuration challenges of having one's own server has been increasing. With American Data's new direct secured access to a server (wherever located) without the need for connection licenses, the option of self-hosting is again available without the high cost and complexities. However, ECS clients also have the option of having their own server located in one of the largest data centers in the country...the Microsoft CLOUD (Azure) where again the facility has total control of how much cost, how much power, and for what duration.

We offer so much more than our license and flexibility. Here are just a few more differences between ECS and SaaS systems:

- ✓ ADL charting can be captured with less time spent in ECS due to your ability to record the number of times a task was performed, thus increasing reimbursement.
- ✓ You can have multiple screens open at the same time in ECS so you do not have to constantly waste time navigating between screens.
- ✓ Special Assessments can be completed with the flexible library of choice answers we offer. Say more than “yes” or “no.” With ECS, the facility controls this library so your caregivers can offer context when completing assessments.
- ✓ Every word written into the clinical record is integrated with the overall resident history with ECS.
- ✓ American Data's support team is made up of trained Nursing Home Administrators, Nurses, and Accountants. They know the industry inside and out and are dedicated to making operations run smoothly for each facility.
- ✓ American Data is an American company, which means all medical records created by our system are stored in the United States.

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Our work

We improve health care for patients and residents, and provide technical assistance to health care providers.



Part of MetaStar's work includes collaborating with nursing homes in Wisconsin to assist with quality improvement practices. MetaStar's nursing home team includes two project specialists.

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MetaStar represents Wisconsin in the Lake Superior Quality Innovation Network.

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Strengthen Your Champions With Training & Resources

Led by **Pathway Health CIC Master Trainers**, your team will have an in-depth discussion of the INTERACT™ QIP strategies, care processes, tools, and other resources to improve care of changes in condition and prevent hospital transfers when safe and feasible. Most importantly, key lessons learned on successful INTERACT™ Program implementation will be shared with attendees.

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- ◆ Skin/wound problem tracking promotes quality assurance and eases survey concerns.
- ◆ Desktop alerts, email and shift report communicate changes to key staff.
- ◆ Excellent online and phone support assists the entire team.

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Wipfli brings together the best of both worlds—the resources of a large firm and the commitment to personal service found in smaller firms. We have 175 partners, more than 1,400 associates, 33 offices, and over 50,000 firm clients. Wipfli is ranked No. 20 in the top 100 public accounting firms and is properly licensed for public practice as a certified public accounting firm. Since our firm's founding in 1930, it has been our mission to be the firm of choice in the markets we serve. Today, Wipfli is fulfilling its mission and serving health care clients throughout the nation from our offices in Minnesota, Wisconsin, Washington, Idaho, Montana, Pennsylvania, and Illinois.



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.

- **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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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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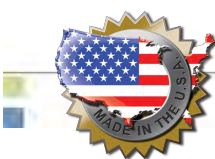


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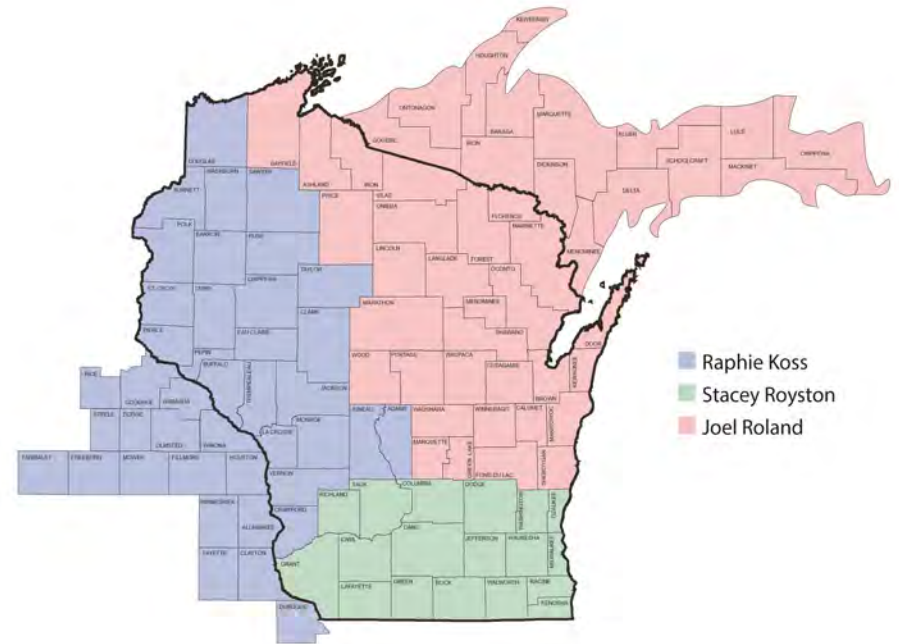
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Account Managers

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Lead Account Manager
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Raphie Koss

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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*}

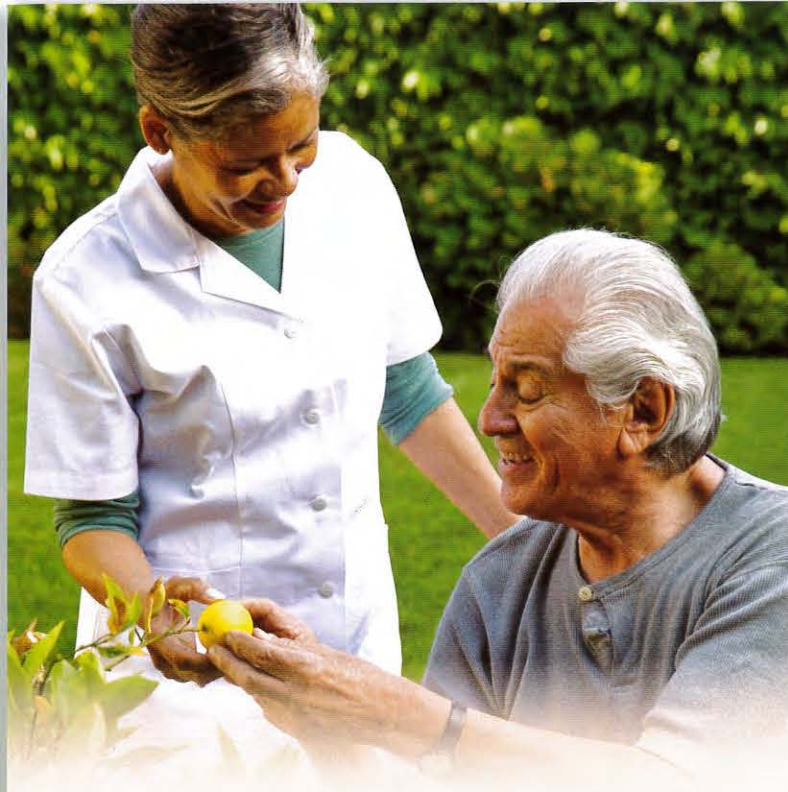
*Does not include CE credits issued in California or Ohio.

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 QAPL.



• **Specialized care programs and benefits:**

- Veterans' programs
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- COPD program
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- Jewish accreditation
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- Memory Bears
- Music therapy
- Massage therapy
- Personal grooming and pampering
- "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[®] Hospice Care
 2675 N. Mayfair Rd.
 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.

VITAS.com • 800.93.VITAS

A System for Every Bathing Need



Advantage™ Seated Bathing System with Rapid Fill™ Reservoir



Advantage™ Bathing System:
Base Model with lock-in chair



Essence™ Spa Side-Entry
Bathing System

Bathing Systems for the Continuum of Care with Cost-Effective, Modular Architectures to Meet Your Needs

- Featuring the Remedy® Germicidal UV water purification system, clinically proven to dramatically lower infection rates
- FDA Class II medical whirlpool system provides true hydrotherapy
- With its modular architecture and competitive prices, Apollo can configure a spa to meet your needs and budget
- Industry leading reliability and clinically impactful feature set provide the highest possible Return on Investment



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Advantage™ with Internal Bathing Chair Outstanding system for "Aging in Place." Accommodates both ambulatory and non-ambulatory residents, and allows you to add features as needed.	Advantage™ with Level Glide™ Transfer System Increases resident comfort and safety and reduces the number of transfers. Integrated scale allows resident weight to be recorded during bath preparation.	Advantage™ with Rapid Fill™ Reservoir Most efficient bathing system available. Provides exceptional bathing efficiency and resident comfort, as well as outstanding return on investment.	Essence™ Spa Side-Entry Bathing System Side entry bathing system that provides a spa-like bathing experience. Perfect for ambulatory and weight bearing residents. Earth-Tone Granite color option also available.

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Only Apollo offers an FDA-Approved Germicidal UV water purification system



Clinically Proven to Reduce:

- UTI's by 50%
- Respiratory Infections by 35%

Contact your Apollo Representative, Julie Tindal, for more information or to schedule a free on-site demonstration.

Julie Tindal, Regional Sales Manager
Cell: 715.410.2555
E-mail: jtindal@apollobath.com



Quality Control



US & Canada Safety & Plumbing Standards

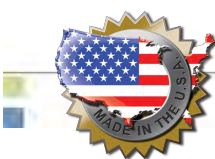


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**CIC Programs for
Your Clinical Team**

Create Champions

Integrated health networks and Accountable Care Organizations are formulating across the nation at a rapid pace. Post-acute care leaders must align their organization with other healthcare providers in order to meet the demands of Value-Based Purchasing and payment reform in the new era of healthcare.

Offering the Certified **INTERACT Champion (CIC) Program** to your clinical team will help create champions to implement and sustain the **INTERACT™ Quality Improvement Program (QIP)** within your organization to meet these growing demands.

Strengthen Your Champions With Training & Resources

Led by **Pathway Health CIC Master Trainers**, your team will have an in-depth discussion of the INTERACT™ QIP strategies, care processes, tools, and other resources to improve care of changes in condition and prevent hospital transfers when safe and feasible. Most importantly, key lessons learned on successful INTERACT™ Program implementation will be shared with attendees.

CIC Program Options

- **Two-Day CIC Program:** available for single or multi-locations
- **One-Day CIC Customized Program:** designed to meet the specific needs of your organization

About the Master Trainers

- Pathway Health is I-TEAM Strategies' selected Master Trainer for healthcare leaders facing the challenges of healthcare reform. Pathway Health's Master Trainers are expert in assisting providers implement and sustain their organization's INTERACT™ QIP.

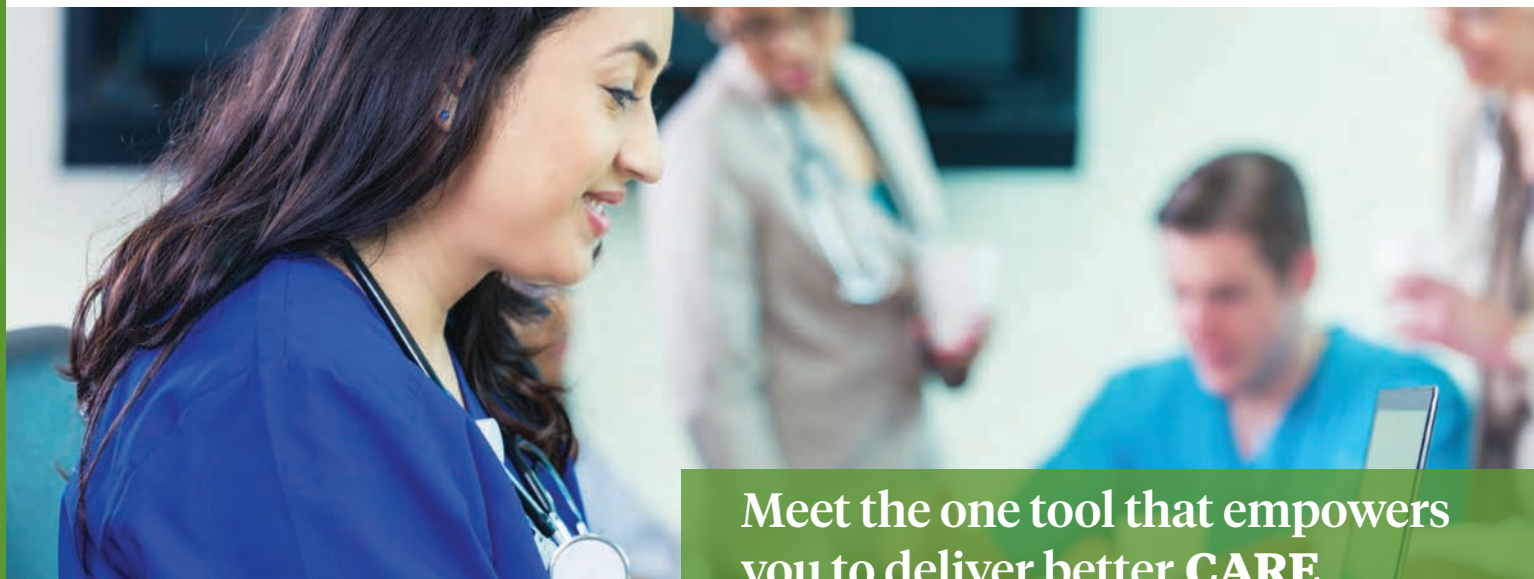
Benefits of the CIC Program

Designed to train clinical leaders who will serve as champions to implement and sustain the INTERACT™ QIP and gain the following insight:

- Strategies to improve the delivery of care changes in condition and prevent avoidable hospital transfers
- In-depth description of the INTERACT™ QIP strategies
- Care processes, tools and other resources
- Lessons learned for successful INTERACT™ Program implementation and sustainability
- Steps to successfully prepare for the CIC Certification exam

Take the first step. Contact us to schedule sessions for your organization.

McKesson Quality One™



Meet the one tool that empowers
you to deliver better **CARE**

McKesson Quality One™ is a quality assurance program created by clinicians for clinicians that brings together QAPI and QIS.

Collect pertinent patient information

McKesson Quality One can be easily integrated into your existing quality assurance program. Choose to gather data daily or weekly and respond in real time. Staff can spread out the workload and document on a flexible, customizable schedule for the facility.

Respond to issues

Once you have insight, it's time to take action. Reduce the guesswork with guided Root Cause Analysis. Staff can select the probable causes of each issue and create Performance Improvement Plans (PIPs), quickly improving outcomes within their organization.

Assess outcomes against benchmarks

When you have more comprehensive data at your fingertips, you can more easily identify concerns, trends and issues that need immediate assistance every time you log on. McKesson Quality One flags areas of your facility that fall below CMS thresholds and prioritizes them according to how critical they are.

Establish real-time quality processes across your facility

McKesson Quality One is designed *by clinicians for clinicians* to make quality of care easier to achieve and maintain. Staff can use the platform not only to identify issues, but to refine and reassess processes against metrics until goals have been achieved.

**McKesson Quality
One at a glance**

**Complimentary
2-part online
training course**

**No cancellation
penalties – just
cancel 30 days
in advance**

**\$100/month
(no set-up fee,
not tied to
wholesale spend)**

**VIP Rewards
can be applied to
the monthly fee**

Learn how **McKesson Quality One** can give you the insight you need to take real-time action. Register for a **complimentary demo webinar** or **sign up now** at mms.mckesson.com/quality-one.

Contact our Clinical Resource team with any questions at 877.611.0081.



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Growth Through Acquisition: The Buy Versus Build Strategy

Given the current economic environment, the time may be right for opportunistic companies to consider a growth through acquisition strategy:

- An estimated 70% of small-to-mid sized companies expect to sell within 10 years.
- Almost 50% of privately-held businesses are owned by the Baby Boom generation.
- Only one of three family businesses is successfully transferred to the next generation.
- Consistently successful companies cultivate growth across three key sources:
 1. Organic Growth
 2. Market Growth
 3. **Growth via Acquisition**

Many Factors contribute to a successful acquisition strategy

Let us help you in the following ways:

- Acquisition and Disposition Brokerage Service
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- Financing and Deal Structure Services
- Due Diligence Process Services
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Robert LeClaire
Principal
(262) 312-4642

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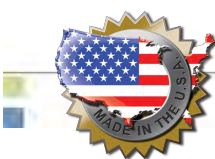


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To provide the best wound care solutions for each facility... one resident at a time.

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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