



Quarterly Business Partner Showcase

December 2020

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,

Rick Abrams
President & CEO
Wisconsin Health Care Association
Wisconsin Center for Assisted Living



ARE YOU STRUGGLING TO FILL OPEN POSITIONS?

Health Dimensions Group has assembled a national team of health care professionals, backed by the support of our consulting and operations staff, who are ready to join your team as an interim or permanent leadership member as soon as the need arises.

Interim and Permanent Leaders Available

- Nursing Home Administrators & Executive Directors
- Directors of Nurses
- RN Nurse Managers
- Nurse Consultants
- MDS Coordinators
- Business Office Managers
- Regional Directors of Operations
- CEOs, CFOs, & other C-suite
- Financial Consultants
- **Others? Just ask!**

We're with you for the long-term

Better Outcomes for Your Health Care Legal Needs

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 worked closely with high-ranking officials and regulators within the Wisconsin Department of Health Services and other regulatory agencies for decades. This experience and expertise 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.

Reinhart attorneys actively representing post-acute and long term care service providers include:

Robert J. Heath, Chair
Milwaukee/Madison

Daniel Balk
Milwaukee

Bryan K. Nowicki
Madison

Heather L. Fields
Milwaukee

Meg S.L. Pekarske
Madison

Timothy J. Kamke
Milwaukee

Karla Hutton Pinkerton
Madison

John A. Kramp
Milwaukee/Madison

Christopher (CJ) C. Rundell
Milwaukee

Robert J. Lightfoot II
Madison



Reinhart
Boerner Van Deuren s.c. Attorneys at Law

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Experience. Connections. Depth.

von Briesen's Long Term Care and Assisted Living Team has the experience, connections and depth to be your preferred legal partner by focusing on: federal and state surveys, appeals of regulatory citations, regulatory compliance, resident issues, changes of ownership, acquisition and sale, government relations, campus development, labor and employment, collective bargaining and litigation.

We are dedicated to serving the senior living community throughout Wisconsin. For more information on the services we provide to the long term care and assisted living industries, visit vonbriesenhealth.com or contact:

- Maureen A. Molony at mmolony@vonbriesen.com
- Stacy C. Gerber Ward at sgward@vonbriesen.com
- Daniel J. Balk at dbalk@vonbriesen.com

von Briesen

von Briesen & Roper, s.c. | Attorneys at Law

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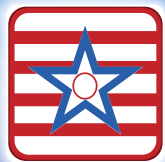


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AMERICAN DATA



Fly Above Regulations

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.



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

Go to www.american-data.com and determine your price today!

For a FREE Demonstration Call
1.800.464.9942

A Complete LTPAC EMR & Billing System Tailored to & Controlled by YOU!
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We Make it Simple & Personal. As Easy As 1-2-3-4.

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

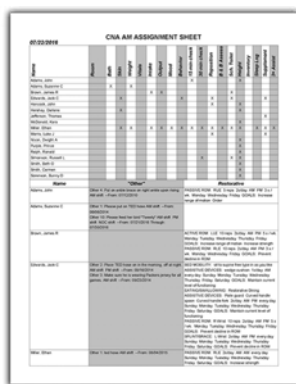
It is obvious that all LTC facilities are not the same except for one thing; they all have to follow the same laws. If the software is inflexible where all facilities use the same screens in the same way and they cannot be changed by the facility, the software must focus on what all facilities have in 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

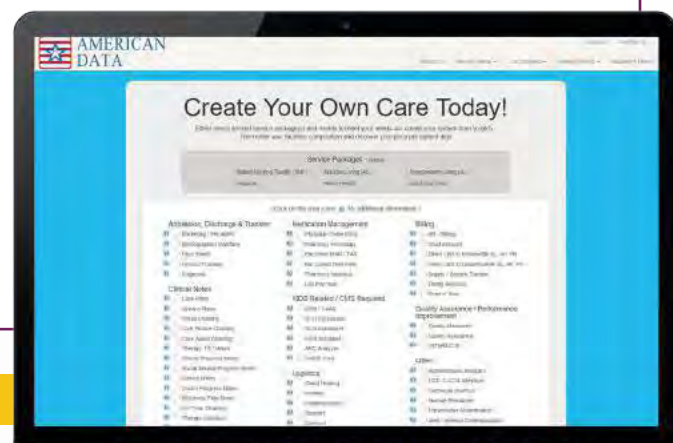
With American Data’s ECS, it is not just the menu options that can be customized to the workflow of the particular department or provider. The user screens themselves can be customized as to content, function, interaction, and integration even to the point of multiple screens being open simultaneously. 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



Full Data Integration

Clinical and financial users share one point of data entry for all census and resident information, producing consistent, accurate, streamlined records. Resident Messaging facilitates communication, alerting the appropriate parties to changes in the system, and RUGS information flows between clinical and financial functions to ensure accurate billing.



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.



Point of Care

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.

MatrixCare®

MatrixCare

10900 Hampshire Avenue South, Suite 100
Bloomington, MN 55438

Call 866.469.3766 to Learn More — or visit matrixcare.com

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.



Care teams shouldn't have to struggle with their technology software and operations. Our effective and affordable solutions mean more time with residents.

Since 2007, Think Anew has delivered technology with 24 hour support every Long Term Care organization needs to enhance workforce productivity, improve insights, and provide better overall care for their residents.



We're *there* when you need **I.T.**

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Managed
IT Services



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Preparedness



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Advisory

Enhanced productivity.
Improved understanding.
Better care.

THE CREATORS OF

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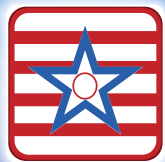
BOOMBOX



Top 5% Microsoft Global Partner
Inc. Magazine #2500 Fastest Growing
Company in America

2x Winner of Best Place to Work in
Mississippi

Microsoft Health Innovation
Award Nominee



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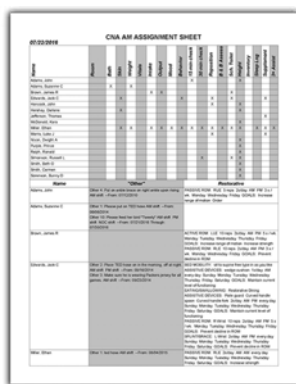
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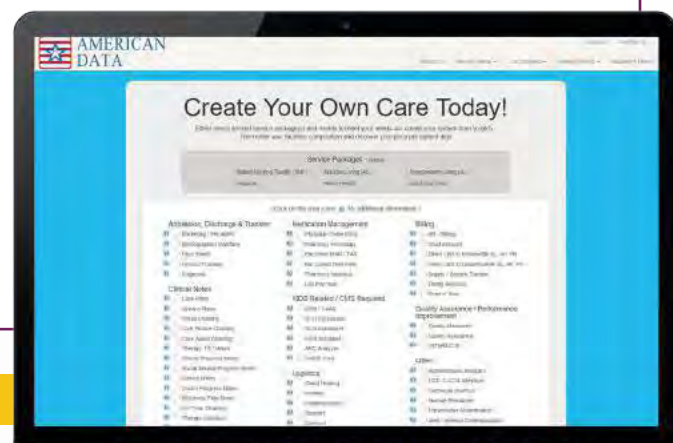
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HEALTHDIRECT

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

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Marcus & Millichap has a long history in selling county facilities. We have sold more than \$230M in county SNF sales in multiple states including Wisconsin. Ray Giannini has a proven track record in creating value and overcoming obstacles to sale. For more information contact Ray Giannini.

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

Ray Giannini | Senior Managing Director

Milwaukee Office - Seniors Housing Division

O: (262) 364 - 1920 | M: (414) 750 - 9336

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



**PATHWAY
HEALTH**
Insight | Expertise | Knowledge



REGULATORY COMPLIANCE

PREPARE. PLAN. RESPOND.

PRE-SURVEY PREP | POST-SURVEY RESPONSE | QUALITY IMPROVEMENT & TURN-AROUND

Resources to Navigate COVID-19 Resurgence

The challenges facing skilled nursing leaders continue to escalate at a significant pace. With the new enforcement sanctions in place, your ability to prepare and respond quickly is more important than ever.

The Infection Preventionist professionals at Pathway Health are here to assist your facility in providing an unbiased review of COVID and Infection Control compliance performance and survey preparedness. Our professionals are also available for survey response and directed plan of correction assistance.

Preparation and Quick Response is Key

Pathway Health is your partner in COVID-19 resurgence preparation and Infection Control survey preparation and response.

NEW! COVID-19 Resurgence Assessment



This streamlined solution is conducted both on-site and off-site. This assessment includes:

- Observation - Observe staff performing infection prevention activities including screening, hand hygiene, PPE use, cleaning and disinfection and more!
- Interactions – Interview and interact with leadership, Infection Preventionist, staff and residents related to COVID-19 and infection control guidance and requirements
- Review – Review COVID-19 and Infection Control policies and procedures, COVID-19 specific requirements and education
- Preparedness – Review resurgence preparedness processes for mitigation
- Recommendations and Resources - Pathway will conduct an exit conference, provide keen insight related to survey findings, resources as needed and recommendations for improvement

Need assistance with Infection Preventionist role, training and processes? Contact us at Stacy.Jones@pathwayhealth.com or call **877-777-5463** to keep on the right path to quality outcomes.

Apply our expertise to your regulatory strategy. Contact us today.

877-777-5463 | pathwayhealth.com

Insight | Expertise | Knowledge



SPECIALIZED MEDICAL SERVICES

SERVICING SKILLED NURSING FACILITIES FOR OVER 25 YEARS

PRODUCTS & SERVICES

OXYGEN EQUIPMENT AND SUPPLIES

SMS provides stationary and portable oxygen systems in both gaseous and liquid forms.

RESPIRATORY THERAPY SERVICES

We offer an array of respiratory equipment and sleep products along with clinical training by our Respiratory Therapists.

FINANCIAL CONSULTING

SMS has experienced financial consultants to aid in your facility's accounts receivable management, collections, and billing.

MEDICARE PART B SERVICES

Enteral, Ostomy, Urology, and Trach products and related Medicare Part B billing is available through SMS' partner Lincare.

NEGATIVE PRESSURE WOUND THERAPY

SMS carries a variety of lightweight NPWT pumps, supplies, and accessories to meet your facility's needs.

AIRVO™ 2 HUMIDIFIER SYSTEM

This system provides warmed and humidified air/oxygen mixtures to high flow patients resulting in many positive clinical outcomes.

FOR MORE INFORMATION CONTACT:
CONTACTUS@SPECIALIZEDMED.COM



Choose the Care that's Right for You

What would you want at the end of life? Do you know what decisions you might face? Do your loved ones know your wishes?

You have the right to determine your own end-of-life care. Be sure that your wishes are honored.

- Discover the end-of-life care options available.
- Decide for yourself what kind of care you want.
- Discuss your end-of-life wishes with loved ones.
- Document your wishes so they are clear to everyone.

Many people find it hard to talk about death and dying, but they have strong opinions about how they want to be treated. Early planning is the best gift you can give to yourself, your family and the people who love you.

Take the first steps: Caring Connections, a service of the National Hospice & Palliative Care Organization, offers free state-specific advance directive documents and extensive end-of-life education. Go to www.caringinfo.org or call 800.658.8898.

VITAS® Healthcare has more than 35 years of experience caring for fragile patients and managing care transitions: from hospital to home, from curative to palliative, from chronic to end-stage.

VITAS®
Healthcare

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Receiving the Gold Seal of Approval® means our standards are aligned with the high standards of The Joint Commission. This means you can rest assured that your patients will be taken care of in the best possible way.



X-ray Ultrasound EKG Doppler Holter Monitor Pacemaker Checks

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Dynamic Mobile Imaging is your premiere provider of digital diagnostic services. We are here for you 24/7, 365 days a year. Call and talk to a live person. All technologists are licensed and registrerd in their specialty, which means you have the best working with you. We are 100% digital, which means your results are processed quickly. Plus you can view images on-site. We can help you avoid readmissions while saving time and money.



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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72%

of companies believe that online learning provides a **COMPETITIVE EDGE.**

Source: CertifyMe.net



Every **\$1** invested in online training results in **\$30** in productivity.

Source: IBM study



Online learning **increases retention rates**
25% TO 60%.

Source: The Research Institute of America



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Resources to Navigate COVID-19 Resurgence

The challenges facing skilled nursing leaders continue to escalate at a significant pace. With the new enforcement sanctions in place, your ability to prepare and respond quickly is more important than ever.

The Infection Preventionist professionals at Pathway Health are here to assist your facility in providing an unbiased review of COVID and Infection Control compliance performance and survey preparedness. Our professionals are also available for survey response and directed plan of correction assistance.

Preparation and Quick Response is Key

Pathway Health is your partner in COVID-19 resurgence preparation and Infection Control survey preparation and response.

NEW! COVID-19 Resurgence Assessment



This streamlined solution is conducted both on-site and off-site. This assessment includes:

- Observation - Observe staff performing infection prevention activities including screening, hand hygiene, PPE use, cleaning and disinfection and more!
- Interactions – Interview and interact with leadership, Infection Preventionist, staff and residents related to COVID-19 and infection control guidance and requirements
- Review – Review COVID-19 and Infection Control policies and procedures, COVID-19 specific requirements and education
- Preparedness – Review resurgence preparedness processes for mitigation
- Recommendations and Resources - Pathway will conduct an exit conference, provide keen insight related to survey findings, resources as needed and recommendations for improvement

Need assistance with Infection Preventionist role, training and processes? Contact us at Stacy.Jones@pathwayhealth.com or call **877-777-5463** to keep on the right path to quality outcomes.

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by equipment

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Our budget-friendly monthly fee INCLUDES:

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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 Propero" - 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
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Ziegler provides best-in-class advisory and financing solutions for nursing facility operators across Wisconsin, and is one of the nation's most active investment banking firms in our core practice areas of healthcare & senior living. In addition, our Milwaukee-based FHA/HUD lending practice is dedicated to providing fixed-rate, non-recourse financing options to senior living owners and operators.

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¹Source: Ziegler Investment Banking; 2010–2020

²Based on full credit given to senior manager of lead-managed underwriting transactions for healthcare/senior living transactions completed nationally. Rankings and amounts through Refinitiv Data as of 12/31/19. Ranking totals include senior living not-for-profit tax-exempt bond financings, and 142(d)/145(d) rental (not-for-profit and for-profit tax-exempt) bond financings.



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Tom Klingman: 319-509-0308 or tomk@hpsionline.com,
Shari Doyle: 815-979-1407 or sharid@hpsionline.com

Corporate Accounts:

Pete McDowell: 414-405-0300 or petem@hpsionline.com



MIDWEST SOURCING GROUP

Midwest Sourcing Group was established by a group of long-term care providers based in Milwaukee, WI with over 100+ years of combined experience in the post-acute market. Our mission is to provide a total consultative approach to all the cost pressures and expenses that face our long-term care providers, through a dedicated sourcing program.

Midwest Sourcing Group offers a platform for efficient and successful purchasing. With a vast vendor portfolio, we offer an entire range of products and services, all in one location. We take the challenges out of sourcing and allow you to focus on what really matters - providing resident care. Our provider members choose programs that best fit their needs and there is NO COST to become a member of Midwest Sourcing Group.



Contact Andy Nicely, SVP for more information

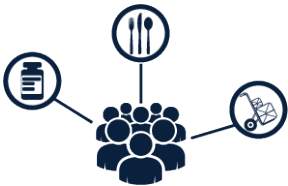
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- ◆ Navigator eProcurement: A customizable, cloud-based Procure-to-Pay system. Enables members to gain spend & VA visibility, implement controls, reduce costs and create efficiencies.

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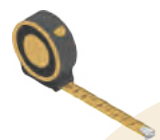
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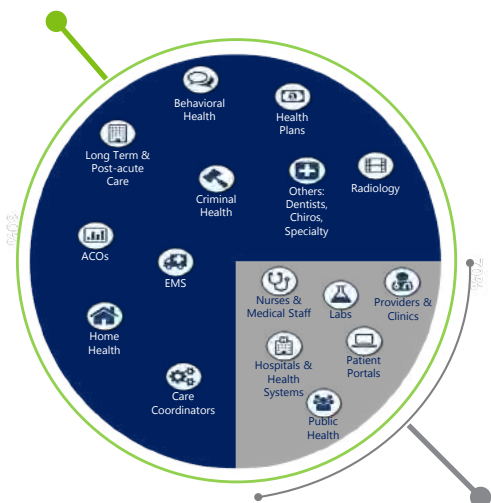
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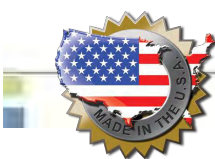


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Please contact our Senior Living Specialist:

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WITH CLEANER, SAFER, HEALTHIER BUILDING SOLUTIONS.

Nassco® partners with senior care facilities in Wisconsin to create healthier and safer living environments for their residents and the staff who care for them. We understand the important issues you face. And we have the experience to create building programs that improve health and productivity.

Join hundreds of other Wisconsin organizations that rely on Nassco® daily to provide supplies and solutions for their facilities. Call us to discuss your needs today.

- Infection control programs
- Slip & fall prevention
- Floor care maintenance
- Cleaning supplies and tools
- Laundry & warewash programs
- Continuous process improvement



Where **People** and **Productivity** Meet™

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ARE YOU STRUGGLING TO FILL OPEN POSITIONS?

Health Dimensions Group has assembled a national team of health care professionals, backed by the support of our consulting and operations staff, who are ready to join your team as an interim or permanent leadership member as soon as the need arises.

Interim and Permanent Leaders Available

- Nursing Home Administrators & Executive Directors
- Directors of Nurses
- RN Nurse Managers
- Nurse Consultants
- MDS Coordinators
- Business Office Managers
- Regional Directors of Operations
- CEOs, CFOs, & other C-suite
- Financial Consultants
- **Others? Just ask!**



**PATHWAY
HEALTH**
Insight | Expertise | Knowledge

REGULATORY COMPLIANCE

PREPARE. PLAN. RESPOND.



PRE-SURVEY PREP | POST-SURVEY RESPONSE | QUALITY IMPROVEMENT & TURN-AROUND

Resources to Navigate COVID-19 Resurgence

The challenges facing skilled nursing leaders continue to escalate at a significant pace. With the new enforcement sanctions in place, your ability to prepare and respond quickly is more important than ever.

The Infection Preventionist professionals at Pathway Health are here to assist your facility in providing an unbiased review of COVID and Infection Control compliance performance and survey preparedness. Our professionals are also available for survey response and directed plan of correction assistance.

Preparation and Quick Response is Key

Pathway Health is your partner in COVID-19 resurgence preparation and Infection Control survey preparation and response.

NEW! COVID-19 Resurgence Assessment



This streamlined solution is conducted both on-site and off-site. This assessment includes:

- Observation - Observe staff performing infection prevention activities including screening, hand hygiene, PPE use, cleaning and disinfection and more!
- Interactions – Interview and interact with leadership, Infection Preventionist, staff and residents related to COVID-19 and infection control guidance and requirements
- Review – Review COVID-19 and Infection Control policies and procedures, COVID-19 specific requirements and education
- Preparedness – Review resurgence preparedness processes for mitigation
- Recommendations and Resources - Pathway will conduct an exit conference, provide keen insight related to survey findings, resources as needed and recommendations for improvement

Need assistance with Infection Preventionist role, training and processes? Contact us at Stacy.Jones@pathwayhealth.com or call **877-777-5463** to keep on the right path to quality outcomes.

Apply our expertise to your regulatory strategy. Contact us today.

877-777-5463 | pathwayhealth.com

Insight | Expertise | Knowledge

Therapy Reimagined...not just for SNF's anymore



PROGRESSIVE BEGINNINGS 920-803-1617 *Rehabilitation Specialists*

SERVICES AVAILABLE

Therapy Management (SNF)

- We help you be the best you
- Reduce your costs for therapy
- Maintaining the highest level of quality, compliance and patient care for your facilities
- PDPM training for all departments
- Caseload Development
- CMI Training
- We are all in to help you

Assisted Living Partnerships

- As a Certified Rehabilitation Agency we can assist you in offering on-site therapy at your Assisted Living Facility.
- Increase your marketability as an Assisted Living
- Bringing in extra revenue and visibility.
- Experts and partners with Medicaid, Includa, Medicare, Family Care, United HealthCare and others
- Free Training for your Staff

LET'S KEEP IT SIMPLE

If you are happy with your current partnership, financial situation and provider...stay with them. Change is hard for your staff, residents, families and community

If you would like to learn more about going in house in the future, we'd be glad to discuss the fee schedule and staffing schedules. We will also discuss how much you should look to pay your therapy team. You are in control but you are never alone

Progressive Beginnings will support your program 24 hours a day, 7 days per week. This includes support for hiring, training, billing, caseload review, documentation and audits, facility trainings and overall program review

Our software offers Business Intelligence to enable you to truly see how well your program is performing and what areas we need to focus on.



CUSTOM WEBSITES

DIGITAL MARKETING

CULTIVATE LEADS. ENGAGE EMPLOYEES. SOLUTIONS FOR SENIOR LIVING.

Web Design

Easy-to-manage solutions, with the local SEO necessary to reach consumers and the content to engage families, referral sources, and employees.

Your Online Story

Community Facebook pages, email marketing and managing your online reviews; we help you put your best foot forward.

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Paid search is a data driven approach to driving online leads and increasing admissions. We can guide you, from Google to Bing and beyond.

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Preferred Podiatry Group, P.C.

“The Preferred Partner for Positive Outcomes”

Hello, my name is Briana Silvani and I am the Territory Manager for Preferred Podiatry Group. Since 1972, Preferred Podiatry Group's unparalleled quality of care, best-in-class physicians, and technology are the driving forces behind our ability to bring unmatched compliance, financial viability, staff efficiency, and, positive outcomes to the senior living facilities and residents that we serve.

Benefits of partnering with Preferred Podiatry Group: Fall
Risk Assessment and Treatment
Physician Owned and Operated
Q/A and Infection Control Programs
EMR Documentation within 24-hours of visit
Room-to-Room Care Available
Strict Protocols for Infection Control and Compliance
5 Regional Medical Directors
2019 Quality Measures Data
Diabetic Shoes and Braces
Never a Charge to the Facility
We accept Medicare, Medicaid and all forms of Insurance

I look forward to having the opportunity to discuss our services and contracting opportunities with your facility. At your earliest convenience, please let me know when you are available to schedule time to speak.

Please visit our website for additional information at <http://preferredpodiatry.com>
Thank you for your time and consideration,

Briana Silvani
Regional Territory Manager
Cell: 262-995-3340 Fax: 262-995-7349
bsilvani@ppgpc.com

“Serving Long Term Care with a Commitment to Excellence”

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

McKesson Clinical ConnectionSM Webinar Series

Starting at 3:00 p.m. ET (2:00 p.m., CT, 12:00 p.m. PT)

Monthly complimentary webinars to help you and your staff stay up-to-date on topics that can impact patient care.



To register for these webinars visit:
mms.mckesson.com/educational-webinars

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

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

INFECTION PREVENTION WEEK

special webinar series

October 17 – October 21, 2016, 2:30 p.m. ET (1:30 p.m. CT, 11:30 a.m. PT)



During Infection Prevention Week, we are presenting daily webinars led by industry leaders. To register, visit mms.mckesson.com/educational-webinars.



Medical Device Reprocessing Issues and Solutions

October 17, 2016

Chuck Hughes

VP Consulting Services

*1 CEU will be provided
by Crosstex/SPSmedical*



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
by PDI, Inc.*



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
by GOJO Industries, Inc.*



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
by BD*

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USA-assembled* face mask initiative



Medline-manufactured PPE ensures you have supplies when you need them

Demand for face masks and other personal protective apparel is at unprecedented levels. Shortages and stockouts are not uncommon and could occur again at any point in the future.

To ensure you get face masks into the hands of the clinicians, caregivers and other essential workers who need them, we're planning to manufacture medical grade face masks at our own USA facility.



What does this mean for my organization?

You'll have shorter lead times and reduce the risk of shortages. Because we own the supply chain in the U.S. from manufacturing through delivery, we can safeguard against unforeseen international issues and offer more production certainty.

Where is the manufacturing facility?

Our state-of-the-art, 1 million square foot facility is located in Lithia Springs, Ga.—17 miles west of Atlanta. It currently produces our market-leading adult incontinence supplies and employs over 400 workers. The site is installing facemask production equipment capable of producing over a million masks per day.

Face mask features

Our medical-grade, fluid-resistant face masks with ear loops are made from polypropylene materials.

- Non-sterile, single-use only
- Full-width nose, one-size fits most
- Meets ASTM F2100-19 Level 1 standards

What is Medline's commitment?

We'll ensure delivery of regular orders of face masks to your facility, so you can continue to provide consistent quality care without interruption.

What is my commitment?

Your organization will commit to the following:

- 3 years at 10,000 masks per month minimum
- Lead time: Q4 2021



Fluid Resistance
LEVEL 1



Commit today. Contact your Medline Representative for details and additional information.



*Assembled in USA
with foreign and
domestic material



Bringing the Clinic to YOU.

Bluestone Physician Services provides on-site primary care services for residents living in assisted living, memory care or group home communities. The physician-led care teams visit the patients on a regular basis and collaborate with the facility staff and patient's family to provide customized medical care.

Call **262.354.3744** or visit **BluestoneMD.com** to learn more.

Lenders are readily available and are competing for senior living business. There is no shortage of lenders ready to talk. They have some concerns such as the potential of rising interest rates, pointing out that Cap Rates will follow. Lenders love certainty and have become more and more comfortable with Seniors Housing's ability to generate solid profitability when managed well.

2Q17 NIC MAP Market Fundamentals

	Seniors Housing*			Nursing Care
	Overall	Majority IL	Majority AL	Majority NC
Market Fundamentals 2Q17				
Occupancy	88.8%	90.6%	86.5%	86.5%
Annual Rent Growth	3.4%	3.5%	3.3%	2.6%
Annual Absorption	3.0%	2.0%	4.3%	-0.6%
Annual Inventory Growth	3.9%	2.5%	5.9%	0.1%
Construction vs. Inventory	5.8%	3.9%	8.2%	0.7%
Rolling 4-Quarter Starts vs. Inventory	3.1%	2.0%	4.7%	0.2%

*Overall Seniors Housing combines Majority IL and Majority AL Properties

Source: NIC MAP® Data Service

DID YOU KNOW?

Since the end of 2015, Milwaukee, Ozaukee, Waukesha and Washington Counties have seen 900 new senior living units enter the market...

Seniors Housing properties are the only commercial RE asset class that experienced positive rent growth during the Great Recession...

Seniors Housing rent growth has exceeded that of other commercial RE property types over the past several years...

Falls involving alcohol killed more than 400 Wisconsin senior citizens in 2016...

DHS reports a worsening trend from 2010-2016 with 2,266 Wisconsin seniors reported dying from alcohol-attributed falls...

The National Taxpayers Union reports that as much as 60% of taxable property in the US is overtaxed...

- **Specializing in Seniors Housing since 1992**
- **Award winning track record second to none**
- **Confidentiality ensured for 25 years**

**PLEASE CALL US FOR ALL YOUR SENIOR
HOUSING BROKERAGE & CONSULTING NEEDS**

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Hope Creek Care Center | East Moline, IL
2007 Construction | 245 - SNF Beds



Marcus & Millichap has a long history in selling county facilities. We have sold more than \$230M in county SNF sales in multiple states including Wisconsin. Ray Giannini has a proven track record in creating value and overcoming obstacles to sale. For more information contact Ray Giannini.

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

Ray Giannini | Senior Managing Director

Milwaukee Office - Seniors Housing Division

O: (262) 364 - 1920 | M: (414) 750 - 9336

ray.giannini@marcusmillichap.com

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**Over \$3 billion in facility
divestiture / M&A engagement
volume since 2010¹**



**\$1+ billion in additional
transaction volume** closed since
2010 through financings and debt
placements



#1 underwriter of tax-exempt bonds
for senior living providers and
organizations²

An Industry Leader In Your Own Backyard

Ziegler provides best-in-class advisory and financing solutions for nursing facility operators across Wisconsin, and is one of the nation's most active investment banking firms in our core practice areas of healthcare & senior living. In addition, our Milwaukee-based FHA/HUD lending practice is dedicated to providing fixed-rate, non-recourse financing options to senior living owners and operators.

OUR SERVICES

- Property Sales
- Sale-Leasebacks & REIT Financing
- Strategic Advisory & Valuations
- Refinancing/Mezzanine Loans
- FHA/HUD Approved Mortgage Lender
- New Construction

OUR CLIENTS

- Nursing Homes
- CBRFs/RCACs
- Senior Apartments
- Life Plan Communities
- Home Health & Hospice

Call us today and unlock your property's true value!

NICK GLAISNER

SENIOR VICE PRESIDENT
414 978 6557
nglaisner@ziegler.com

735 North Water Street
Suite 1000
Milwaukee, WI 53202

¹Source: Ziegler Investment Banking; 2010–2020

²Based on full credit given to senior manager of lead-managed underwriting transactions for healthcare/senior living transactions completed nationally. Rankings and amounts through Refinitiv Data as of 12/31/19. Ranking totals include senior living not-for-profit tax-exempt bond financings, and 142(d)/145(d) rental (not-for-profit and for-profit tax-exempt) bond financings.



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CAPITAL :: INVESTMENTS :: ADVICE

GREENFIELD REHAB



50

LEADING THE WAY FOR 50 YEARS
AND COUNTING

WISCONSIN'S PREMIER THERAPY PROVIDER

Providing an EXCEPTIONAL therapy experience for our patients, partners, and team members

Why Partner With Us

Greenfield Rehabilitation is a therapist owned and operated rehabilitation team serving Wisconsin's seniors for over 50 years. We enable them to age gracefully through physical and mental restoration and preservation. Our patients achieve consistent outcomes because we seamlessly integrate our team with yours. By being agile and attentive to exceptional customer service and communication, we are continually growing fruitful long-lasting partnerships in our local communities.

Comprehensive Range of Services

We provide full-service and management-only models of physical, occupational, and speech therapy for Skilled Nursing Facilities and Senior Campuses in Wisconsin.

Kate Brewer
PT, MBA, GCS, RAC-CT
President and Owner
kbrewer@grawi.com
Office: 414-327-6603 x217
Cell: 414-534-0100



Contact Us



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Michelle Strege
MS/CCC-SLP
Director of Sales and
Marketing
mstrege@grawi.com
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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:



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Therapy Reimagined...not just for SNF's anymore



PROGRESSIVE BEGINNINGS

920-803-1617 *Rehabilitation Specialists*

SERVICES AVAILABLE

THERAPY MANAGEMENT (SNF)

- We help you be the best you
- Reduce your costs for therapy
- Maintaining the highest level of quality, compliance and patient care for your facilities
- PDPM training for all departments
- Caseload Development
- CMI Training
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ASSISTED LIVING PARTNERSHIPS

- As a Certified Rehabilitation Agency we can assist you in offering on-site therapy at your Assisted Living Facility.
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Our software offers Business Intelligence to enable you to truly see how well your program is performing and what areas we need to focus on.



There are plenty of rehab providers.

But **only one** that's **right for you.**



Rehabilitation unlocks the potential of your patients and your facility. We partner with providers nationwide to help them achieve operational and clinical success.

Focus on Quality.

Your entire interdisciplinary team will benefit from our quality focus.

Expert in PDPM.

Our team has the resources and knowledge to help you thrive under PDPM and bring greater value to your patients.

Empower with People.

Our team is your team, trained to fulfill your mission.

Lead with Knowledge.

You'll confidently navigate regulatory changes and challenges with the help of our deep industry resources.

Engage Through Innovation.

Our patient engagement tool, RehabTracker, will help you 'connect the care' and set you apart from other providers.

Make Us Part of *YOUR* Team

Visit us at rehabcare.com
to learn how we can help your organization
achieve operational and clinical success.



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Increase Your Census

Give your facility a boost by utilizing and leveraging key Medicare metrics

Select Rehabilitation can help you:

Identify Local Growth Opportunities

Hospital Discharges to SNF Settings – Are hospitals sending more patients to your competitors?

Hospital Discharge DRGs to SNF Settings – Are you missing opportunities to capture a larger volume of diagnostic conditions?

Develop “Preferred Provider” Partnerships With Hospitals

Utilize Readmission Risk Data – Identify conditions placing hospital at risk for penalties.

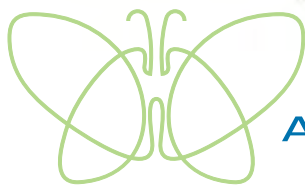
Utilizing Key Metrics and Patient Outcomes Data – Show hospitals how you can partner with them to reduce their risk.

Zero In On Marketing Targets

Select Rehabilitation can assist your facility in identifying local market targets and customizing marketing material to that referral source.



for more information contact Trent Hermen at 612.590.7607 or thermen@selectrehab.com www.selectrehab.com



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Proud to be 100% Employee Owned



Northwest Respiratory Services (NRS) is a medical equipment provider specializing in respiratory products and services. We offer oxygen, respiratory and negative pressure wound therapy equipment to long-term care facilities and patients who live independently. Facilities can consult our Respiratory Therapy staff for training in the use of respiratory equipment or to perform a variety of in-services.

What We Offer

Providing impeccably maintained equipment. Delivered where you need it, when you need it, by dedicated clinicians and technicians.

Unparalleled Service

In our ever-changing healthcare industry, one thing has remained constant at NRS; our commitment to excellent service. Our steadfast dedication to service has made us an industry leader. Being flexible, responsive, and dedicated are the hallmarks of who we are and what we do. We understand that people are the heart of what matters. We never stop asking what is best for our customer, and the patients in their care.

Our Products

Negative Pressure Wound Therapy Equipment

Sleep Therapy Equipment

Respiratory Equipment

Oxygen Equipment



Contact Northwest Respiratory Services:

Customer Service: 800-232-0706

Fax: 866-296-7913



SPECIALIZED MEDICAL SERVICES

SERVICING SKILLED NURSING FACILITIES FOR OVER 25 YEARS

PRODUCTS & SERVICES

OXYGEN EQUIPMENT AND SUPPLIES

SMS provides stationary and portable oxygen systems in both gaseous and liquid forms.

RESPIRATORY THERAPY SERVICES

We offer an array of respiratory equipment and sleep products along with clinical training by our Respiratory Therapists.

FINANCIAL CONSULTING

SMS has experienced financial consultants to aid in your facility's accounts receivable management, collections, and billing.

MEDICARE PART B SERVICES

Enteral, Ostomy, Urology, and Trach products and related Medicare Part B billing is available through SMS' partner Lincare.

NEGATIVE PRESSURE WOUND THERAPY

SMS carries a variety of lightweight NPWT pumps, supplies, and accessories to meet your facility's needs.

AIRVO™ 2 HUMIDIFIER SYSTEM

This system provides warmed and humidified air/oxygen mixtures to high flow patients resulting in many positive clinical outcomes.

**FOR MORE INFORMATION CONTACT:
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Why RENT a water heater?

Kitchens. Laundry. Bathing. HOT water is essential to health code compliance. And when specific temperature requirements differ based on application, why not rent your water heaters?

All of our Rental and Service plans include 24/7 Service coverage, protecting your entire facility from hot water outages, 365 days a year...



Standard Rental Plan

Water heaters, softeners & other accessories.

Rates Vary
by equipment

We provide your new equipment, your plumber installs it.

Our budget-friendly monthly fee INCLUDES:

Equipment

No upfront equipment costs – it's all part of the package!

24/7 Service, Parts & Labor

Call 1-800-356-1444 for emergency water heater service, day or night.

Water Heater Replacement

Whenever your water heater fails, we replace it—fast.

Ongoing support and service

Peace of mind for the long haul.

Premier Rental Plan

Our turn-key option for water heaters, softeners & other accessories.

Rates Vary
by equipment

From start to finish – we've got you covered.

Our budget-friendly monthly fee INCLUDES:

Installation

Our plumber or yours? Either way, the install cost is covered!

Equipment

No upfront equipment costs – it's all part of the package!

24/7 Service, Parts & Labor

Call 1-800-356-1444 for emergency water heater service, day or night.

Water Heater Replacement

Whenever your water heater fails, we replace it—fast.

Ongoing support and service

Peace of mind for the long haul.

24/7 Service Plan

Your water heater - our trusted service protection.

\$30-45
monthly

You provide the water heater, we provide the 24/7 service.

Our budget-friendly monthly fee INCLUDES:

24/7 Service, Parts & Labor

Call 1-800-356-1444 for emergency water heater service, day or night.

Easily Upgrade for Replacement

When your own water heater fails (& it will, because it's mechanical), easily upgrade to a water heater rental plan and we'll replace it—fast.

Ongoing support and service

Your equipment stays protected for the long haul.

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