AMERINET QUALITY SOLUTIONS

REDUCING HEALTHCARE COSTS. IMPROVING HEALTHCARE QUALITY.
THE PROBLEM MAY BE COMPLEX. THE ANSWER

Every day, you’re working hard to keep expenses low and quality high. But the more complex healthcare gets, the more difficult your job becomes. We understand. And that’s why we developed Amerinet Quality Solutions: the simple, yet total answer to helping you improve operating margins and do what at times may seem impossible – lower costs at the same time you enhance quality and patient safety. Not only is it possible – it’s a goal you can achieve, when you choose Amerinet.

We provide you with the tools to develop and continually enhance a quality program that permeates through all products and services provided by or through your organization. And, we provide a comprehensive range of member-focused products and services, through industry-leading suppliers, delivering group purchasing solutions that offer significant savings opportunities for all network members.

TODAY’S COMPLEX QUALITY AND PATIENT SAFETY ISSUES:

Today, healthcare facilities face more challenges than ever before. Amerinet’s team of specialists works closely with members to customize new and more effective solutions.

- **Decreased reimbursement** – Recently there have been decreases in Medicare and Medicaid reimbursement and a growing shift of healthcare costs to consumers. As future reimbursement decreases, it will become more difficult for organizations to reinvest in technology and equipment upgrades, update or replace buildings and provide new patient services.

- **Increased compliance requirements** – Healthcare compliance is incredibly complex with a myriad of requirements including reimbursement, accounting, insurance issues, Occupational Safety and Health Administration (OSHA) and Joint Commission regulations and licensure.

- **Never Events** – The Centers for Medicare and Medicaid Services (CMS) continues to take actions to improve the quality of care in hospitals and reduce the number of “never events” – preventable medical errors that result in serious consequences for the patient. As part of these quality of care incentives, rules for payment provisions to reduce never events that occur in hospitals, including elimination of any payment for certain events are being implemented.

- **Increased demand for supply standards** – The safety, security and tracking of pharmaceuticals and medical devices are among the top issues facing healthcare today. Amerinet has been a leader in implementing standards and compliance through GS1. GS1 is an organization that is responsible for the design and implementation of global standards to improve efficiency and visibility in supply and demand chains. The implementation of GS1 standards will be an important step forward for the future of the healthcare industry and serve as a building block toward the goals of providing patients the highest quality of care at the lowest possible cost.

- **Pay for Performance** – CMS is developing and implementing pay-for-performance initiatives to support quality improvement in the care of Medicare beneficiaries. Facilities can receive bonuses in Medicare payments based on how well they meet the quality measures. Initial implementations have shown that using financial incentives to reward better quality patient care works to deliver improved care and avoid costly complications for patients.
Amerinet Quality Solutions includes tools, programs, on-site assessments, contract access, information and education to assist members in matching cost reduction to quality improvement.
Amerinet Quality Solutions is designed to meet the unique and demanding needs of acute and alternate care site facilities. From the C-suite and facility administrators, to patient safety officers, risk managers, quality improvement staff and nursing administration professionals, Amerinet Quality Solutions offers the necessary tools to help implement your quality and safety initiatives.

Amerinet’s Value Proposition

It is the goal of Amerinet Quality Solutions to partner with all areas of the organization to establish the relationship between quality and cost efficiency.

Through our tools and resources we can help you achieve improvements in clinical outcomes, patient safety, operational quality and regulatory compliance.

The Amerinet Quality Solutions program is built upon nine pillars of quality.

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Specific components of Amerinet Quality Solutions:

- A comprehensive contracting portfolio. Through partnerships with market leading suppliers, Amerinet delivers access and significant savings on products and services for all your quality and patient safety needs. Examples include:
  - Sponge handling systems
  - Wound care and pressure reduction products
  - Bed check systems
  - Infection control products
  - Medication safety systems
  - Patient lifts and restraints
  - Ventilator assisted pneumonia preventive products
- Amerinet QualityScore – a customized on-site quality assessment focused on areas such as:
  - Document review
  - Policy and procedure review
  - Patient safety and quality assessment in clinical areas
  - Environmental assessments throughout the facility
  - Interactions with staff regarding patient safety and quality
  - Assessment of product selection and outcomes achieved
  - Identification of practices to be shared under the clinical repository pillar
  - Closing conference with follow-up report regarding assessment
- Amerinet QualityTouch – resources:
  - A user-friendly Web site providing information including a monthly newsletter and tools for members to utilize in order to meet performance goals
  - A practice repository with leading healthcare facilities’ practice protocols to assist members in customizing their own best practice
The outcome of the Quality Assessment visit provided by Amerinet was outstanding. Amerinet presented our team with excellent feedback, identifying Joint Commission standard-driven improvements for our hospital and patients. The interactive, thorough survey process was effective to build our team to prepare for upcoming regulatory visits, and to maintain safe patient care at all times.

- Rhonda Green, CEO, Leonard J. Chabert Medical Center, Houma, La.

Our Quality Solutions help healthcare professionals meet quality and satisfaction goals through a variety of information and education tools.

- Educational resources via member conferences, Inquisit®, our education division, and Inquisit I-Link, our comprehensive online resource. Ask your Amerinet representative about our full range of professional development opportunities.

- Member resources provides real-time access, 24 hours a day, to members’ contract information, purchasing history and financial information. A section of the Amerinet Web site, member resources is a portal to the Web-based tools, programs and services found on www.amerinet-gpo.com. Among the featured areas of member resources is the Quality Touch Web site, built around the “Nine Pillars of Quality.” Within each pillar, you will find key information pertaining to the topic, with links for additional information. Member resources also features our Total Spend Management Solutions, contract portfolios, TargetBuys®, reports and contracting catalog.

Innovative strategies that bring measurable value to its members – that’s what Amerinet provides with its Business Intelligence Tools. These software resources take disparate organizational data and turn it into workable and actionable information so our members can more effectively manage areas including physician preference items, supply expense, finances, operations and profitability. In so doing, they enhance cash flow and operating margins, freeing up additional resources, which can be dedicated to quality improvement efforts.

BUSINESS INTELLIGENCE TOOLS

Amerinet Diagnostix
By utilizing Amerinet Diagnostix, a powerful performance trending tool, healthcare providers can reduce supply expense, maximize contracts and better manage operational processes to reach strategic goals. Our experienced team works with executives, physicians, clinicians and department staff to interpret savings opportunities, deploy best practices and implement savings.

Benchmarking
Amerinet’s Benchmarking solutions assist healthcare providers in improving operational effectiveness by providing comparative analysis in the areas of supply chain, medical implant devices, financial profitability, workforce performance, and capital equipment/energy expense. Benchmarking provided by Amerinet evaluates various aspects of a healthcare provider’s total spend to identify areas for process improvement. As a result, healthcare providers are able to adopt strategic initiatives/policies that optimize financial performance and implement best practices.

Financial Profitability
Powered by DataBay Resources, a division of Amerinet, our financial profitability tools are used by healthcare facilities to compare their cost, reimbursement and profitability levels to other organizations nationwide. One of our resources – Navigate Profitability – is a powerful Internet-based financial tool that identifies actual cost and reimbursement – not charges – as the basis of profitability.

Navigate-MD
Navigate-MD, is an Internet-based system for healthcare strategic planners, marketers and physician recruiters designed to determine the physician supply and community demand of a service area. Navigate-MD’s unparalleled features provide detailed physician supply data that can be viewed by geography, specialty and subspecialty, and can be adjusted by region, gender and age. Navigate-MD’s succession planning models help anticipate future needs and offer capabilities to support decisions related to medical staff planning.
**TOTAL SPEND MANAGEMENT SOLUTIONS**

Amerinet **Quality Solutions** is a simple and total way for you to achieve what may seem contrary at first – reducing cost and increasing quality at the same time. Now imagine that every department within your hospital is doing the same thing. That’s what our total spend management solutions are all about.

**Total Spend Management Solutions**

Supported by a portfolio of product and service contracts, Amerinet delivers strategic solutions and expertise – all designed to maximize your financial performance. The wide range of programs offered through Amerinet’s Total Spend Management services provides solutions to address supply chain and operational performance issues such as revenue cycle, price accuracy, data integrity, transparency, physician relations, employee satisfaction, recruitment and productivity.

Wise spending. Efficient operation. And leveraging our nationwide network to create economies of scale. Our Total Spend Management Solutions deliver it all and something far greater: the ability for your organization to become more vital, more robust and more focused on what you want to do most – give your patients the quality of care they deserve.

Healthcare grows more complex by the day. Amerinet is proud to be the GPO that is reducing confusion – not adding to it. The more challenging quality and patient safety issues become, the more you can trust Amerinet to keep things simple.

More Amerinet solutions to help facilities balance cost with quality:

- Regional collaboration
- Clinical education and information
- Research initiatives
Improving Your
Supply Chain and Operational Performance

Price Accuracy
Data Integrity
Physician Relations
Transparency
Employee Satisfaction
Recruitment
Productivity
Customization and Flexibility

Questions? Ask your Amerinet representative
or call Customer Service at 877-711-5700

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Amerinet serves acute and alternate care site healthcare providers nationwide.

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