

A NEW CHARGE

ALEKS NIKOLICH, President, CaraFlow, discusses a new paradigm – Patient Room Automation

Future Healthcare What is one of the biggest challenges facing healthcare today?

Aleks Nikolich Healthcare executives face an enormous challenge with 2009's troubled economic outlook. Efficiency is a constant concern throughout an organization but becomes vital when budgets are increasingly being scrutinized. Healthcare organizations are trying to improve workflow processes in order to increase their bottom lines and increase productivity. At the same time, caregivers are concerned that labor intensive tasks are compromising the quality of care given to their patients. These problems related to budgets, efficiency, and patient care can all be resolved with Patient Room Automation.

FH What is Patient Room Automation?

AN Patient Room Automation is a new paradigm. Caregivers are able to electronically track, record, and charge for events that occur within a patient's room — such as the delivery of procedures, equipment, and supplies. With the implementation of Patient Room Automation, charge capture accuracy is increased through the automation of patient room data. Additionally, operating costs are cut by eliminating labor intensive processes, and capital expenditures are reduced through enhancing asset utilization. Patient Room Automation creates an efficient work environment where costs are reduced and caregivers are focused on patient care.

FH How does CaraFlow provide a solution for Patient Room Automation?

AN CaraFlow's NurseSaver System, an innovative Patient Room Automation solution, accurately captures the delivery of equipment, supplies and all procedures that take place in the patient room and submits related charges to the hospital's billing system. Caregivers can now record all important

information with a touch of a button or a simple scan. Hospitals implementing the NurseSaver System will place a small keypad/display unit on the wall of every patient room. This compact device provides a simple interface for capturing events using bar code, radio frequency and keypad inputs. In addition, NurseSaver can interface with an infrared sensory network to provide real-time tracking of mobile medical equipment.

NurseSaver's ability to automate the real-time capture of events within a patient room promotes efficiency for caregivers. Information can be recorded by scanning an electronic charge sheet and by a simple touch of a button. Time and money are no longer wasted with manual recording on paper charge sheets, and human error is virtually eliminated. This improves quality and safety for patients.

FH You addressed how NurseSaver improves efficiency. What about the financial aspect?

AN NurseSaver significantly increases hospital revenue through its automated charge feature. The system is capable of associating a charge with any equipment, supply, or procedure inside a patient's room. When the event is captured, NurseSaver automatically submits the charge to the hospital's billing system. In the case of equipment, NurseSaver accurately submits subsequent daily charges without further intervention by the caregiver. The error-prone process of transcribing charges and keying them into a computer is eliminated. The result is accurate billing to patients and insurance companies for proper reimbursement. An ROI of less than one year is easily achievable.

FH How does NurseSaver ensure equipment if being fully utilized?

AN Hospitals using NurseSaver benefit from increased peak asset utilization when deploying NurseSaver with its infrared tracking option.

With almost every patient using an IV pump during flu season, it is critical that supply meets demand. The infrared sensors that are a part of the NurseSaver system present caregivers with a perfect solution for equipment distribution — total asset visibility. Real-time equipment tracking gives the organization an eagle eye view of all equipment being used in the hospital, from the supply closet to the patient's bedside. This tracking process saves money and time, both of which can be redirected toward patient care.

FH Can you provide a specific example of success that NurseSaver has had in a healthcare organization?

AN NurseSaver is currently utilized in Children's Hospital of Wisconsin, ranked third in the nation according to the 2009 issue of Parent's Magazine. The hospital has experienced significantly greater efficiency since the system was introduced. Charge capture accuracy improved from 80 percent to nearly 100 percent, allowing them to recover more than \$400,000 annually. Children's Hospital of Wisconsin has also experienced the benefit of increased peak asset utilization. Since NurseSaver is capable of tracking mobile medical equipment such as infusion and syringe pumps, the hospital has been able to enhance the deployment of equipment throughout their campus. Peak asset utilization rose from 70 percent to over 95 percent, saving Children's over \$300,000 annually from equipment rental expenses.

FH What impact will CaraFlow have on the future of healthcare?

AN CaraFlow will provide hospitals the capability to capture real-time information more efficiently and to increase revenues by improving charge capture accuracy to nearly 100 percent. NurseSaver is the clear solution for healthcare executives and hospitals that are dedicated to enhancing healthcare workflow. **FH**

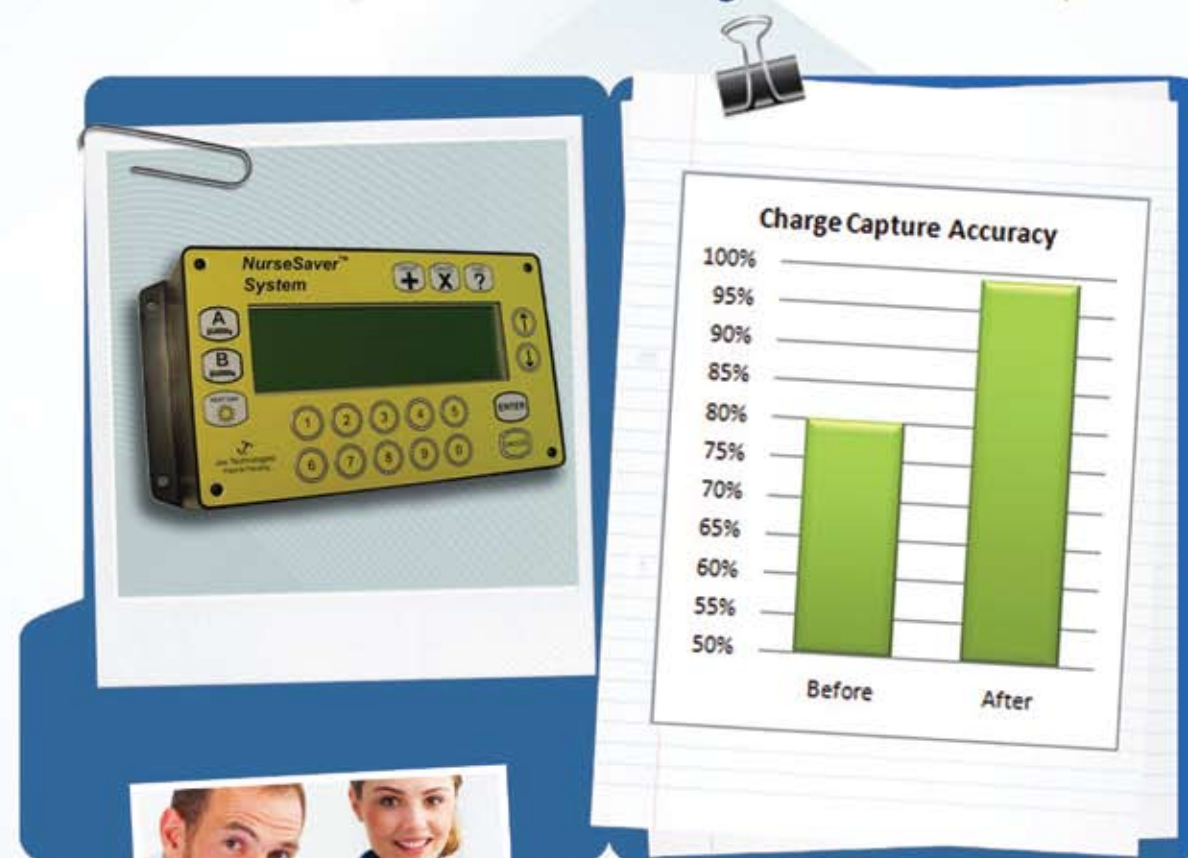


ALEKS NIKOLICH MS, MBA, PE, President, has over 20 years of experience in management and technology. Before founding CaraFlow, Mr. Nikolich served as the Vice President of Strategy, New Business Development & Technology for the e-commerce division of Direct Supply, the largest provider of e-commerce services to extended healthcare. He also held positions with General Motors, Raytheon, Baxter Healthcare, and Brady Corporation. Mr. Nikolich holds three technical degrees from the Massachusetts Institute of Technology (MIT), and an MBA from Marquette University. He serves on the MIT Educational Council and is involved in several community-based organizations.

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