



Insights

4th Quarter, 2005

**ScottCare — A Leading Manufacturer of Quality Medical Devices
Serving Cardiopulmonary Professionals**

Upcoming Trade Shows

MnACVPR
Nov. 2-3, 2005
Duluth, MN

LAEP
Nov. 3-4, 2005
Baton Rouge, LA

American Heart
Association
Nov. 13-16, 2005
Dallas, TX

TNACVPR
Nov. 14-15, 2005
Nashville, TN

ScottCare Corporation Acquires NICORE, Inc. Solidifying Presence in ECP Market

I am pleased to announce that ScottCare has acquired the operations of **NICORE, Inc.**, a privately held Tampa-based provider of products and services for External Counterpulsation (ECP) Therapy. ScottCare began marketing and distributing the NICORE ECP product earlier this year, and it soon became evident that the excitement for ECP in the market, and specifically the people and products manufactured by NICORE, made this acquisition a logical next step.

We see ECP as a perfect fit for our core customer, the cardiopulmonary rehabilitation professional. ECP provides an excellent opportunity to help those patients previously void of treatment options and not well enough for a rehabilitation regiment, while providing the clinician with a means to add financial value to their program, a critical element in this day of budget pressures.

Most importantly, we see the ECP clinician/patient relationship in the same light as the rehab clinician/patient relationship – working towards improving the patient's quality of life, whether they experience severe angina or suffer from congestive heart failure. ECP has demonstrated success in more than 80% of patients treated, with significant improvement in relief of angina, increased functional capacity and reduced dependence on medication.

As a pioneer in ECP technology, NICORE has been in business since 1997 and has a large installed base of reliable systems previously sold direct and through an exclusive distribution arrangement with Applied Cardiac Systems. The NICORE designed NCP-1 and NCP-2 system is installed at hundreds of sites nationwide and provides many features that have become the industry standard and assist in delivering the most effective treatment for patients and clinicians.

ScottCare and its customers will benefit directly from NICORE's extensive experience in ECP. The professionals who design, build and service NICORE's system are now part of the ScottCare team, bringing a total of over 20 years of experience in ECP devices and therapy.



We recently exhibited the ScottCare NICORE ECP system at the **AACVPR meeting** in Milwaukee. Many of you expressed a great deal of interest in the treatment. At the same time, many attendees had questions regarding patient identification for ECP and other clinical and financial considerations.

Please contact us if you have any questions as to how ECP may benefit your program and patient population. We would be happy to assist you in determining if ECP is right for your program.

— Ken Zajackowski, President

Live Conference Call Training -- Upcoming Sessions

All of ScottCare's upcoming live conference call sessions will be available to Advantage Users. Platinum and Gold customers may attend training sessions to view the latest features available in the Advantage system.

The one-hour training session will consist of 30 minutes of questions and answers.

Reservations should be made through customer service. Once a customer has called to reserve a spot for the session, he or she will receive an email to confirm the day, time and what needs to be done prior to the session. Customers will need access to the Internet to attend training sessions.

Tuesday, November 8: TeleRehab Gold Outcomes Overview

Learn how to utilize the TeleRehab Gold Outcomes to create single patient Outcomes

reports and SF-36 surveys. Group Outcomes will also be reviewed covering The Statistical, Physiological and Behavioral and Risk Factor report forms.

Tuesday, November 1 Tuesday, November 29 Tuesday, December 13: TeleRehab Advantage Outcomes Overview

Learn how to utilize the TeleRehab Advantage Outcomes to create single patient and group Outcomes reports. During this session, you will review how to correct patient data, enter and compare survey results and remove data from the system. Prior to this session, it is recommended to review the Advantage Training sessions on the latest version of Outcomes.

ScottCare at the AACVPR 20th Annual Meeting

Hundreds of Cardiac Rehab professionals along with the ScottCare team traveled to Milwaukee, WI for a memorable AACVPR Annual Meeting. The ScottCare team took this opportunity to learn about the newest developments in Cardiac Rehab and most importantly to hear what is on you, our customer's minds. Of course, we also brought our products so that the attendees could "touch and feel" what's new.

Here is a bit of what they saw:

TeleRehab Advantage – The new developments in Advantage 2.0 make both monitoring and reporting easy. Customers were impressed with the live demonstration of wireless PDA and laptop solutions as well as the fully integrated Outcomes package that can generate complete reports without any data re-entry.

NICORE ECP – Visitors learned how ECP is a perfect match for Cardiac Rehab programs. Not only does ECP relieve angina and heart failure symptoms for up to 80% of patients, Medicare reimbursement of over \$130 per session can positively impact a program's revenue stream.

Our customers also had an opportunity to bid farewell to **Harry Shepherd** who is retiring after a long career with ScottCare. We all came to know and appreciate Harry over the years for his kind and thorough manner.



USER TIP

*ScottCare received the following valuable tip from **Julie Davenport, RN, BSN**, Director of Cardiac Services at **Logan Memorial Hospital** in Russellville, KY:*

"We at Logan Memorial Hospital Cardiac Pulmonary Rehab use NuPrep™ skin gel with every patient. Just a small amount (1/4 teaspoon or less) on a 2 x 2 gauze scrubbed on the area where electrodes are placed has virtually eliminated artifact on our tracings. Eliminating artifact is very important as arrhythmias can be missed due to poor tracings. Our rhythm strips on the session reports are so clear that it is hard to believe that the patients are actually in the middle of exercise when they are taken! If your rehab facility is not currently using NuPrep, we strongly recommend that you give it a try."

ScottCare sells NuPrep along with many other accessory items. The catalog number is 10-30. Just call (800) 243-9412, ext. 101 or visit www.scottcare.com.

TeleRehab User Tips

End of the Year Maintenance

Should you delete a patient or move him/her to the mail list?

In ScottCare's Platinum and Advantage systems, the list management utility provides the means of deleting and moving patients from the system database. Deleting a patient from the system will remove the name and all session reports from the database. Moving a patient to the mail list will remove all session reports, however, retain the patient name, address and phone number on the mail list group.

Please remember to back up all files prior to deleting or moving patients to the mail list. By deleting or moving patient files to the mail list, the Outcomes Data Manager will run more quickly as it searches to update patient files. The server will also start more quickly as it builds the patient list. Patients deleted from the system can be restored from the appropriate back-up disk to return the session reports to the database when needed.

To delete a Patient or Move to Mail List:

1. To access list management, locate the server menu and select list management.
2. Left click on the list that includes the patient (Patient List of Mail List).
3. A list of all names included on the associated list will appear in alphabetical order.
4. Select the name of the patient you wish to move. Basic information regarding the selected name will appear in the box to the right and available options will be provided for selection.
5. Selecting an action (ex: Delete All Files for Patient, Move to general Mail List) will cause the system to provide a warning about potential data loss, and make available the options to Back Up Files, Cancel Changes, or Apply Changes.
6. Select apply changes to complete the action.
7. The patient name will then be removed from the system or transferred to the Mail list.

To restore information from a back-up disk:

1. Access the server and select Back Ups.
2. Click on Restore Files.
3. Click on the drop down window under "Restore Form" and select the drive containing the medium with the backed up information to be restored.
4. Click on "Read List."
5. Once the data has been read, a list of names will appear.
6. To identify a specific patient, click on the "Clear All Checkboxes" bar.
7. Click on the check box for the patient(s) whose data needs restored.
8. Click on "Restore Selected" to complete the restoration process.
9. You will need to restart the server to view the changes.



ScottCare.com gets a new look

ScottCare is pleased to announce the launch of its new web site -- www.scottcare.com.

The user-friendly site features: additional product information; service & support details; the latest company news; archives of the *Insights* newsletter and more.

Check out our new look!

Quotable Quotes

"We grow because we struggle, we learn and overcome."

— R.C.Allen

User Profile: Parma Community General Hospital, Cleveland, OH

Sharon Andrisin, RN, BA, Clinical Manager of Cardiac Rehab

Founded in 1961 in suburban Cleveland, Ohio, Parma Community General Hospital is an independent, free-standing, not-for-profit, 339-bed hospital participating in all major managed care plans. Parma Hospital offers a comprehensive Cardiac Rehabilitation program that includes physical conditioning, education, and support for those who have a history of heart disease or are recovering from a recent heart attack or heart surgery. The program, designed to address all phases of the recovery process, can assist the individual in returning to normal activities and a healthy lifestyle.

The Parma Hospital Cardiac Rehab program began in 1979 under the direction of Dr. Chan Park. By 1983, all three Phases were operational. Sharon Andrisin, RN, BA, Parma Hospital's Clinical Manager of Cardiac Rehab, who has been with the program since its inception, said, "It has been exciting and rewarding to be part of the growth of our Cardiac Rehab program. Cardiac Rehab has become a vital component in the state-of-the-art continuum of care of the cardiac patient."

Phase I is staffed by two Registered Nurses who see as many as 1,800 heart patients a year. Their educational focus includes revascularized patients, individuals recovering from a heart attack and those with CHF. They are part of a team that has been recognized for developing a creative Heart Failure Strategy.

Phase II, located in the hospital, is a 1,900-square-foot area staffed by two exercise specialists, an RN, dietitian and a secretary. The program sees up to 50 clients a day through five classes offered Monday, Wednesday and Friday. The facility features the following exercise equipment: treadmills, NuSteps, ergometers, bicycle ergometers, AirDyne bicycles, Scifit arm and leg bicycle, wall pulleys, free hand and leg weights, and strength and resistance training equipment. "Our patients have a well-rounded program with a combination of cardiovascular conditioning and strength training. The strength training adds so much to the patients' ability to return to daily living activities," says Andrisin. Phase II also includes a series of weekly educational classes. Topics include stress management and relaxation, overall nutritional facts for good health.

The maintenance program which includes Phase III, IV and an independent program, is held at Parma Hospital's Community Health Education Center. This site offers a 3,500-square-foot exercise area for as many as 225 participants. Nurses and exercise specialists staff this center as well. This program houses the same type of exercise equip-

ment as in Phase II. A unique exercise and diet class for the community called "Healthy Weight, Healthy Advantage" is offered through the maintenance program. Many individuals who have completed this program continue in the independent portion as they work on their exercise and weight loss goals.

Parma Hospital has been a ScottCare customer since the mid 1990s, now using the Platinum DMS system. Andrisin adds, "ScottCare's product is wonderful. Reporting is simple, and the system has many customized features we have implemented. It has been a great system for collating daily and monthly reporting as well as outcomes data. ScottCare's customer service is also excellent. We have often benefited from their expertise as well as the close proximity. We are looking forward to updating to the Advantage system in 2006."

This past year, as a means of adding external counterpulsation (ECP) therapy to the Hospital's Cardiac Product Service Line, ECP therapy and systems were carefully researched, and ScottCare's NICORE ECP system was chosen.

"ECP presents a remarkable opportunity for individuals limited by angina symptoms who aren't able to have coronary revascularization. Having the ability to offer this type of treatment gives the cardiac patient in our community another opportunity for improved health and quality of life," Andrisin says. "The ScottCare NICORE system has many exceptional features we were looking for, and it has been very easy to work with."

Although the ECP program is newly underway, individuals who have completed the program have reported reduction in angina symptoms, less use of nitroglycerine, as well as improvements in energy level and their quality of life. Those patients who completed the ECP program have moved into the Cardiac Rehab program where they continue to make improvements in endurance.

Andrisin said: "Our program has really grown. Parma Hospital has the right vision. Cardiac Rehab is well accepted by the cardiologists, so we have a good referral base. And now we can also see the benefit of ECP!"



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