

SHP SmartSupply™ and McKesson Medical-Surgical

Track financial performance by patient episode with the click of a button.

Access real-time supply cost information and compare supply best practices — *at no additional cost.*

By bridging McKesson Homecare™ with SHP SmartSupply, you will no longer have to enter supply data manually, saving time and eliminating data entry errors. This exclusive feature is just one of the benefits of being a McKesson Medical-Surgical customer.



The SmartSupply report allows you to:

- Track financial performance by patient episode
- Compare clinical and financial performance with industry benchmarks
- Quickly and easily analyze supply use and costs
- Establish best practice for supply utilization and treatments by disease state

How it works:

- 1** Through McKesson Homecare, patient specific medical supply order data is **automatically** sent to the SHP database.
- 2** SHP then matches supply order data to patient specific clinical and financial information.
- 3** SHP compares this data to national averages and identifies supply profit/loss by clinician, patient and more.
- 4** Know what you could be saving when SHP compares NRS reimbursement from Medicare to NRS order cost.



Contact Maria Lugo, Senior Director of Homecare at 609.304.4143 or maria.lugo@mckesson.com to get started with SHP SmartSupply.



SmartSupply™ Patient Detail
Superior Home Health

Payment Episodes in Report: 102

Patient ID	Patient Name	Clinician	Agency
00012345	Smith, David	Gail Davis, RN	South C
00012345	Smith, David	Gail Davis, RN	South C
00012345	Smith, David	Gail Davis, RN	South C
00012345	Smith, David	Gail Davis, RN	South C
00012345	Smith, David	Gail Davis, RN	South C
00001236	Wilson, Joe	Jane Johnson, RN	South C
00004563	Doe, Jane	Bob Johnson, RN	North C
00003214	Brown, Steve	Bob Johnson, RN	North C
00003211	Johnson, Jennv	Gail Davis, RN	North C
00007897	Do		
00004567	Gre		
00004567	Wil		
00004444	Bro		

Track financial performance by patient



Potentially Avoidable Events
Superior Outcomes Home Health

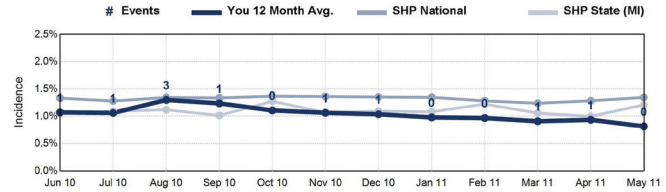
Be alerted to potentially avoidable events

SHP for Agencies
01/01/2011 - 05/31/2011
Report Date: 6/3/2011

Trends by Month for Reporting Period Ending 5/31/2011

1 Emergent Care for Injury Caused by Fall or Accident at Home

Date	Events	Cases	You	SHP National	SHP State (MI)
May 2011	0	61	0.00%	1.34%	1.21%
12 Months	10	1,229	0.81%	1.32%	1.10%



2 Emergent Care for Wound Infections, Deteriorating Wound Status

Date	Events	Cases	You	SHP National	SHP State (MI)
				0.80%	0.78%



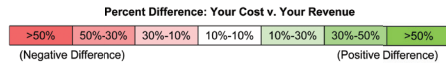
SmartSupply™ Overview
Superior Home Health

SHPSolutions™ for Agencies
01/01/2012 - 12/31/2012
Report Date: 1/3/2013

Compare your cost to the national average

Primary Diagnosis	Your Agency				SHP National					
	Total Episodes	*Total Supply Cost	Total NRS Payment	Difference	*Average Supply Cost	Average NRS Payment	Difference			
Agency		*Average Supply Cost	Average NRS Payment	Difference	*Average Supply Cost	Average NRS Payment	Difference			
Aftercare		\$40,982.44	\$63.25	\$103.91	\$40.66	\$66.58	\$110.56	\$43.98		
Blood/Blood-Forming Organs		\$1,985.16	\$11.26	\$26.08	\$14.81	\$16.78	\$28.87	\$12.10		
CHF		\$92.34	\$51.62	\$51.77	\$1.16	\$55.55	\$57.40	\$1.85		
Circulatory (not CHF or CVA)		\$26,371.62	\$74.82	\$107.10	\$32.28	\$92.93	\$133.56	\$40.63		
Injury/Poisoning		-\$891.11	\$402.07	\$327.81	-\$74.26	\$402.07	\$327.81	-\$74.26		
Neoplasms		\$1,061.89	\$44.11	\$47.72	\$3.61	\$45.97	\$54.85	\$8.88		
Pregnancy/Childbirth/Puerperium	6	\$442.34	\$310.73	-\$131.61	\$73.72	\$51.79	-\$21.94	\$60.80	\$51.82	-\$8.98
Respiratory (not COPD)	216	\$17,637.34	\$13,940.01	-\$3,707.33	\$81.65	\$64.07	-\$17.58	\$98.75	\$67.52	-\$31.24
Skin and Subcutaneous Tissue	351	\$31,291.49	\$45,257.73	\$13,966.24	\$89.15	\$128.94	\$39.79	\$92.45	\$131.35	\$38.90
V Codes (not Therapy or Aftercare)	29	\$1,627.55	\$1,572.08	-\$55.47	\$56.12	\$54.21	-\$1.91	\$54.66	\$73.58	\$18.92

* Includes only NRS qualifying supplies



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