

AMERINET QUALITY SOLUTIONS

Frequently Asked Questions

Amerinet Quality Solutions will evolve Amerinet into the leading GPO capable of linking the reduction of cost to improved quality.

As a group purchasing organization (GPO), why is it important for Amerinet to focus on quality as well as cost?

Until now, GPOs focused on helping healthcare providers reduce the cost of delivering care. Little or no attention was placed on the quality aspect of purchasing decisions and patient care. Amerinet has identified the need for our organization to expand its mission to include quality along with cost: Reducing healthcare costs. Improving healthcare quality.

Amerinet understands that patient safety is a major priority of all healthcare organizations, realizing that purchasing decisions must take into consideration the level of quality achieved through the reduction of cost. Amerinet Quality Solutions will evolve Amerinet into the leading GPO capable of linking the reduction of cost to improved quality. Business decisions for the members will include both cost and quality, with the determination not being entirely based on the lowest price. The program will provide a basis for the paradigm shift for Amerinet members and employees to focus on both cost and quality.

What is the major focus of the Quality Solutions program?

Assisting an organization in the development of an infrastructure that fosters patient safety is a major focus for Quality Solutions. Amerinet knows that the healthcare industry is constantly changing and very complex. This program will help to organize and simplify the healthcare

information being delivered in order to expedite necessary changes and modifications within an organization.

What is Amerinet's commitment to Quality Solutions?

In order to enhance value through operational improvement, Amerinet is committed to provide healthcare organizations with the tools to customize patient safety programs and best practices that meet the needs of their organization. We understand that every organization is unique and at different stages of quality improvement development. Amerinet adapts to the member, providing choice and flexibility through custom contracting. As part of our overall strategy to offer customized decision support tools to improve the efficiency of delivering quality care, Amerinet will introduce individualized products and services to facilitate an organization's development of their own best practices in order to increase quality, safety and financial outcomes.

What is the vision of the Quality Solutions program?

Amerinet Quality Solutions will provide members and their employees a total quality solution package, which includes tools, programs, contract access information and education. The tools within the program will assist the member in matching cost reduction to quality improvement.

Quality Solutions' vision is to provide a program that is readily accessible to healthcare

organizations. Amerinet Quality Touch is a user-friendly information system where members will be able to easily access patient safety and quality information and utilize tools to meet the performance goals. Featuring a Web site and newsletter, the system will enable members to stay abreast of the constant changes affecting a healthcare organization and to access tools that are adapted and customized to the unique needs of their organization. Through Amerinet Quality Score, the members can benefit from an on-site assessment of their patient safety and quality program.

How will quality information be shared with Amerinet members and their staff through the Quality Touch Web site?

Quality Touch will provide members and staff with an easy-to-find and navigate site that will provide information and tools focused on quality and patient safety. The user-friendly site also will include current information and research regarding the clinical challenges facing today's healthcare providers.

The Web site will be based on these nine pillars of quality:

- ▶ Patient safety infrastructure
- ▶ Clinical challenges
- ▶ Regulatory compliance
- ▶ Practice repository
- ▶ Process improvement tools
- ▶ Safety (disaster preparedness)
- ▶ Environmental issues (green initiatives)
- ▶ Legislative issues
- ▶ Key industry issues
- ▶ Education

Through the Quality Score program, what services and outcomes will be available to Amerinet members?

Quality Score will involve on-site assessments

conducted for members to identify opportunities for improvement in quality and patient safety. The assessments will help to identify compliance with regulatory standards such as Centers for Medicare & Medicaid Services (CMS) and Joint Commission. This will also be an opportunity to gather clinical repository information that can be shared with other Amerinet members.

How will Amerinet demonstrate the relationship of quality with cost?

To illustrate Amerinet's commitment to reduce healthcare costs and improve healthcare quality, we will partner with healthcare providers to develop a variety of quality outcomes for members through Quality Solutions, including:

- ▶ Reduction in infection rates
- ▶ Decrease in length of stay for the complex patient
- ▶ Reduction in mortality rates
- ▶ Reduction in the readmission rates for chronically ill patients (i.e. congestive heart failure and diabetes)
- ▶ Achievement of better compliance with regulatory standards such as CMS and Joint Commission
- ▶ Decrease in employee sharps injuries

Is there a fee for Amerinet Quality Solutions?

It depends on the level of service and expert analysis your organizations demands. From our Web site - that is free and available to anyone with a computer and access to the Internet - to the fee-for-service Quality Score, Amerinet Quality Solutions has a variety of patient safety and quality resources to meet the needs - and budget - of any healthcare provider.

For more information

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About Amerinet Inc.

As a leading national group purchasing organization, Amerinet strategically partners with healthcare providers to reduce costs and improve quality.

Through Amerinet's total spend management solutions and operational performance improvement tools and services, we assist providers in reducing costs, improving efficiencies and creating new revenue streams.

Supported by a team of clinical, data and supply chain experts, Amerinet offers a comprehensive and competitive portfolio of product and service contracts designed to address members specific needs.

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