Connected Patient Care

Making a Meaningful Difference at the Point of Care

October 11, 2010
The Reason – Why We Exist

**Our Purpose**
To ensure patient safety and quality comes first in each and every hospital in the world

**Our Mission**
To help prevent harm and save lives through connected patient care
Driving Evolution of Patient Safety at the Bedside

**Paper-based MAR**
- Rarely cross the last 30 feet to the bedside
- Ineffective workflows
- Typical compliance between 50% - 70%

**COWs-WOWs**
- 70 million med passes to-date
- 175,000 serious med errors prevented
- 96.7% compliance rate
- Live in 88 hospitals
- KLAS implementation rating: 97%

**IntelliDOT**
- Goal: 100% compliance
- Excellent clinical design
- Customer validated workflow
- Apple iPod Touch platform with barcode integration
- Easy deployment of best-practices bundles at point-of-care

**PatientTouch™ (Available Q4 2010)**
- Inpatient engagement & education
- Transition management, readmission reduction, and home care
- Medical device integration
- Revolutionary awareness technology for continuous improvement and workflow analytics

**Expanded Platform for Patient Engagement, Empowerment, Safety (2011 and beyond)**
Our Heritage – IntelliDOT (founded in 2002)

Our Experience:

• > 70 million medication passes to-date

• > 175,000 serious medication errors prevented

• 96.7% compliance rate on average across the entire customer base

• Live and house-wide 88 hospitals

• 97% historical KLAS implementation rating
Challenges in Bringing Technology to the POC

Compliance in utilizing your technology will be low . . . if

- It is tethered by wires
- It is physically in the way of doing work
- It takes two hands to operate
- It is too big
- It is too heavy
- It is not capturing data in real-time
- It lacks clinical depth
- It breaks when you drop it
- It is not where I am when I need to use it
- It is not easy to use

If it doesn’t get used . . . all stakeholders suffer
Our Lessons Learned

• Robust form factor – must be “ruggedized” for a hospital/industrial environment

• Small form factor – “I want to be able to put it in my pocket”

• Single hand utilization – “I need one hand free to work with the patient”

• No stylus – “…they get lost…I lose the use of one hand…slows me down”

• No more Dots - “…can’t you incorporate this into the device”

• Only the critical information is needed at the point of care – “I don’t need 30 tabs of menu options...who has the time?”

• Multi-function – “I don’t want multiple devices...I need one device that can do it all…”
Technology should facilitate more time for patient care, not less

“Overall, less than 20% of nursing practice time was devoted specifically to patient care activities.”

Source: Hendrich, MSN,RN, FAAN, Ann; Chow, Marilyn P., DNSC, RN, FAAN; Goshert, Wendy S., BSc; A Proclamation for Change: Transforming the Hospital Patient Care Environment, Journal of Nursing Administration; June 2009.

**417 out of 600 minutes are spent on nursing tasks**
PATIENT SAFETY IS NOT EITHER/OR

Culture
- Care Team enablement
- Proactive care
- Deployment of P&P to POC
- Best practices

Compliance
96.7% average compliance is not adequate:
- Nurse enablement
- Increased time for patient care
- Hundreds of nurses use our technology 100% of the time - focused on 3.3% delta
- Customer validated workflows

Connectivity
- Well coordinated Care Teams
- Real-time data
- Increased patient safety
- Improved quality of care

Connected Patient Care
Care Teams Need Highly Coordinated Workflow Solutions That Can Address Real-time Documentation & Best Practice Compliance at the Point-of-Care
THE OPPORTUNITY
Strategic Focus – Taking Responsibility

PatientSafe Solutions

PATIENT SAFETY

PATIENT/FAMILY ENGAGEMENT & SATISFACTION

CARE TEAM SATISFACTION

INFECTION CONTROL  MEDICATION ERROR  PATIENT FALLS  PRESSURE ULCERS
Preventable medical errors – problems that must be solved

- CBSI – Central-Line-Associated Blood Stream Infection
- SSI – Surgical Site Infection
- UTI – Urinary Tract Infection
- DVT – Deep Vein Thrombosis

Medication Errors Study
by PatientSafe Solutions

Error Study Results:
12 PSS Client Hospitals Studied Between June 2004 – August 2009

<table>
<thead>
<tr>
<th></th>
<th>Barker-Bates&lt;sup&gt;1&lt;/sup&gt;</th>
<th>pre-PatientSafe</th>
<th>With PatientSafe</th>
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</thead>
<tbody>
<tr>
<td>Med Administration Observations</td>
<td>3216</td>
<td>2,389</td>
<td>2,389</td>
</tr>
<tr>
<td>Total Errors&lt;sup&gt;2&lt;/sup&gt;</td>
<td>605 (19%)</td>
<td>591 (24.7%)</td>
<td>224 (9.4%)</td>
</tr>
<tr>
<td>Serious Errors&lt;sup&gt;3&lt;/sup&gt;</td>
<td>43 (1.3%)</td>
<td>39 (1.6%)</td>
<td>0 (0%)*</td>
</tr>
<tr>
<td>Patient Not Identified Per Policy</td>
<td>1,792 (75%)</td>
<td>0 (0%)</td>
<td></td>
</tr>
<tr>
<td>Clinical Parameter Not Charted Per Policy</td>
<td>137 (5.73%)</td>
<td>1 (0.04%)</td>
<td></td>
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</tbody>
</table>

2 Total Errors = Wrong time, wrong route, wrong dose, wrong med, wrong patient
3 Serious Errors = Wrong med, wrong patient, wrong dose
* Errors in administering process only
MEET PATIENTTOUCH™
We’re Establishing a New Category

Connected Patient Care

Point of Care

- CPOE
- Nurse Station
- Pharmacy
- Lab
- Radiology
- Core EHR system
From IntelliDOT to our PatientTouch™ System

Medication Administration Dot Sheet

Confirmed (1)
- Acetaminophen
  TYLENOL
- Citalopram
  CELEXA 20 mg, VIA TU...

Prepped (1)
- Diltiazem
  CARDIZEM 60 mg, VIA TU...

Due (6)
- Albuterol Sulfate
  PROVENTIL 2.5 mg, NEB
- Esomeprazole susp
  NEXIUM 40 mg, VIA TU...

Cancel Med Pass
PatientTouch™ System

The Benefits:

Closing Gaps:
• Robust deployment of hospital policies and evidence based best practices
• Interventions (e.g. Vital Signs / Morse Fall Assessment / Braden Scale Assessment / Checklists) – bridging critical workflows to the point of care

Designed For You By You:
• Elegant form factor that care providers want and already know how to use
• Single hand operation that fits in your pocket

It’s About Time:
• Supports evidence based care
• Real-time documentation at the point of care

Speed to Safety:
• Proven best in class Medication Administration
• Rapid implementation – weeks, not years
ADDITIONAL SLIDES AND SCREENSHOTS
Long Term Vision:
Delivering Patient-Centered Care Throughout The Continuum Of Care
# THE OPPORTUNITY

<table>
<thead>
<tr>
<th>Company</th>
<th>Description</th>
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<tbody>
<tr>
<td>Caremark</td>
<td>Move IV therapy from the hospital to the home</td>
</tr>
<tr>
<td></td>
<td>Establish a 24/7/365 nursing call center</td>
</tr>
<tr>
<td></td>
<td>Early return home for premature babies</td>
</tr>
<tr>
<td>CarePartners</td>
<td>Create Prescription Benefit Management Company</td>
</tr>
<tr>
<td>CareGivers</td>
<td>High Tech home care partnership with a leading health care system</td>
</tr>
<tr>
<td>CAPS</td>
<td>Regional IV admixture centers for hospitals</td>
</tr>
<tr>
<td>McGaw</td>
<td>Turnaround (LBO, IPO) of “no growth” IV products company</td>
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<tr>
<td>Coram</td>
<td>Merge and turnaround six unprofitable home IV therapy companies with major ethical &amp; legal problems</td>
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<tr>
<td>Bridge</td>
<td>Create new bedside technology to prevent medication errors in hospitals</td>
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<tr>
<td>CardioNet</td>
<td>First commercially successful wireless medicine company</td>
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# THE RETURN

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<tr>
<th>Company</th>
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<tr>
<td>Caremark</td>
<td>144x original investment for VC’s, 5x original investment for IPO Investors</td>
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<tr>
<td></td>
<td>Investors recoup 75%</td>
</tr>
<tr>
<td>CarePartners</td>
<td>10-1 Return for Investors</td>
</tr>
<tr>
<td>CareGivers</td>
<td>Currently highly profitable $150 million business growing &gt; 15% annually (B. Braun) subsidiary</td>
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<tr>
<td>CAPS</td>
<td>6.5x return for LBO investors in three years</td>
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<tr>
<td>McGaw</td>
<td>Return to operating profitability</td>
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<tr>
<td>Coram</td>
<td>Returned entity sold to Apria Healthcare for $350 million</td>
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<td>Bridge</td>
<td>Raised $70 million System now in use &amp; endorsed by major hospital systems</td>
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<tr>
<td>CardioNet</td>
<td>Raised $200 million $100+ million Revenue, profitable</td>
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