
Contract Data Sheet

New Contract Effective - April 1, 2013

VGM Education/VGMU

AS10238

Executive Resources

Durable Medical Equipment/Services

April 1, 2013 - March 31, 2016

Supplier Information

1111 W. San Marnan Dr.

Waterloo, IA 50701

Business Toll Free: (866)227-8171

Website: www.vgmeducation.com

Contract Highlights

VGMU Online Learning is committed to creating knowledge in home medical equipment providers across a robust online learning platform, called VGMU.

VGMU Online Learning has over 300 interactive online courses for the healthcare industry with continuing education credit, covering accreditation competencies, on-demand managerial reports, testing, tracking and much more.

VGM Education has been accredited as an Authorized Provider by the International Association for Continuing Education and Training (IACET).

Products

Online continuing education courses for health care personnel within in the home medical equipment, rehab, and respiratory arenas.

Contract Access

Eligible Facilities

HME/DME - Retail

Geographic Service Area

Available Nationwide

Forms Required

Not Applicable

Access Criteria

VGM Membership

Maximize Savings

Identify yourself as an Amerinet member to capitalize on the VGM/Amerinet membership program.

Payment Terms

Contract

Place An Order

Contact:

Sara Laures

Direct: 888-797-8672

sara.laures@vgm.com

Price Or Discount

Varies by number of users.

Monthly cost/user. Additional discount available if annual payment is made up front.

Users Amerinet Member

1-49 \$8.50

50-99 \$8.00

100+ \$6.00

200+ users please call 888-797-8672 for pricing.

Price Protection

Price locked in as long as you are a customer of VG MU.

Freight

Not Applicable

Minimum Order

1 user

Supplier Diversity

Not Applicable

Failure to Supply/Perform

Not Applicable

Supplier Latex Information

Not Applicable

Medicare/Medicaid Disclosure Statement

In accordance with the Medicare and Medicaid Patient and Program Protection Act of 1987 (P.L. 100-93), this is to notify you that payments, not to exceed three percent of all reported purchases made under the terms of this agreement, may be paid by the contract vendor or its authorized distributor(s) to Amerinet, Inc. to provide funding for continued program development and administration. Amerinet, through the organization with which you are affiliated, will disclose in writing to your facility, at least annually, the amount received from the above and/or its authorized distributor with respect to purchases made by or on behalf of your facility.

Confidential Information

All information herein listed is proprietary to Amerinet, Inc. Its use is strictly limited to the appropriate business purposes of the Amerinet Member facility to whom it has been provided, and may not be conveyed or provided in any way to any other party.

For more information, please contact us toll free at:

Amerinet Customer Service

(877) 711-5600

Or your Amerinet Sales Representative

SAFETY (CONTINUED)

- SAFE011 - Indoor Air Quality
- SAFE012a - Ergonomics: Computer Workstations - Part 1
- SAFE012b - Ergonomics: Computer Workstations - Part 2
- SAFE012c - Ergonomics: Computer Workstations - Part 3
- SAFE013a - Traveling with HME Devices
- SAFE013b - Traveling with Oxygen
- SAFE014 - Medical Device Reporting
- SAFE015 - Preventing Workplace Violence
- SAFE016 - Fall Prevention
- SAFE017 - Developing an Emergency Action Plan
- SAFE018 - Developing a Fire Prevention Plan
- SAFE019 - Fire Extinguisher Systems
- SAFE020 - Basic First Aid

- SAFE021 - Basic Home Safety
- SAFE022 - OSHA Overview
- SAFE023 - Overview of Material Safety Data Sheets (MSDS)
- SAFE024 - Bariatric Hospital Bed Safety and Selection

SALES AND MARKETING

- SELL001 - Sales Account Management
- SELL002 - Sales and Marketing Strategies
- SELL003 - Handling Complaints
- SELL004 - The HME Customer: Where and Why?
- SELL005 - Where are My Customers? An Overview of Selling Skills
- SELL008 - Consultative Selling Strategies
- SELL009 - The 60-Minute Sales Manager Training Program
- SELL010 - How to Dissect Your Accounts

mov-E

Medical Online Video Education

888.668.3716 • www.mov-e.org • info@mov-e.org

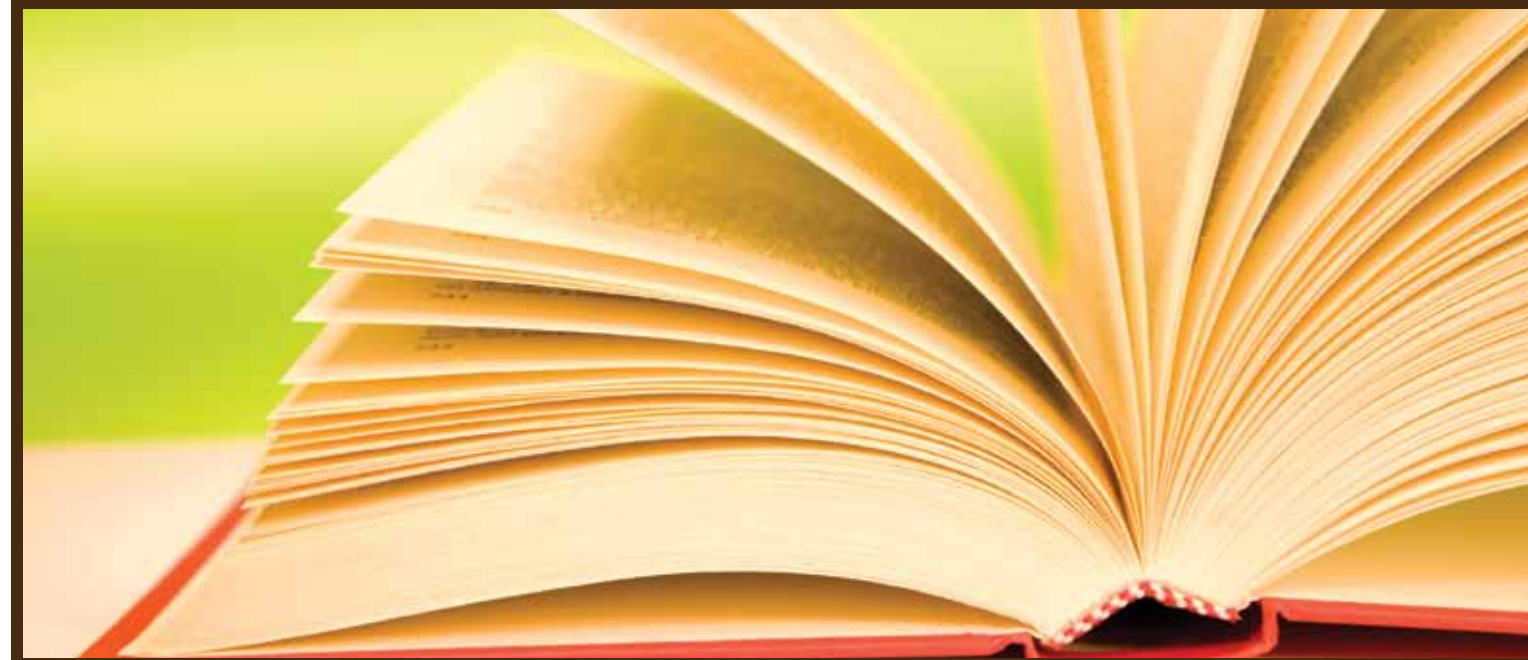
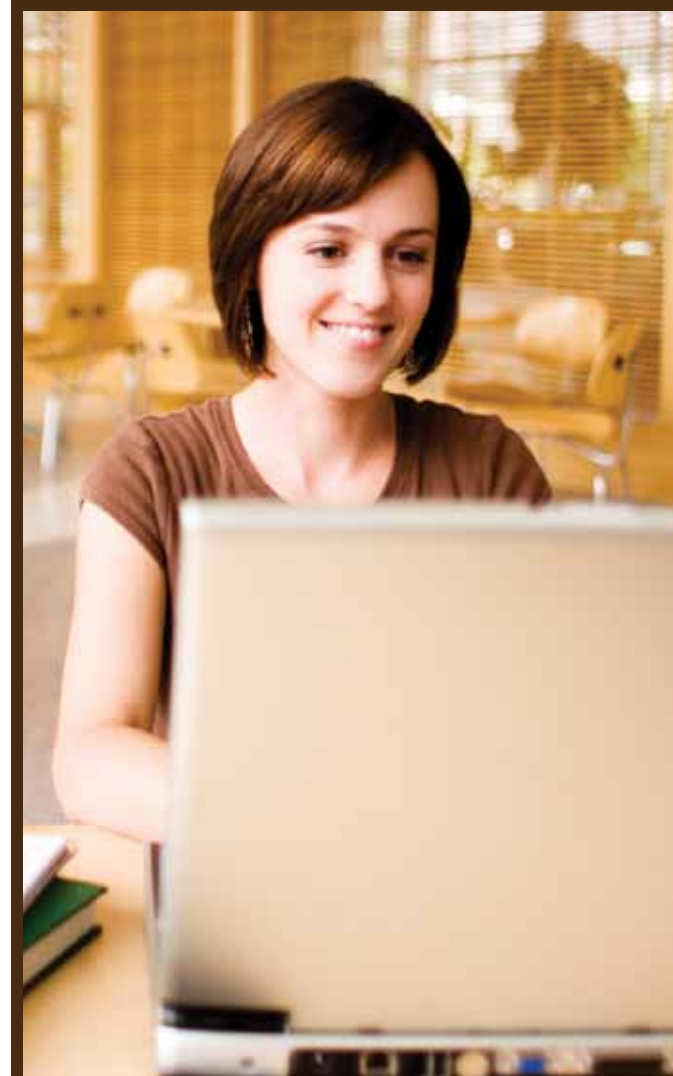
Looking for online education in video mode?

VGMU's companion **mov-E** (Medical Online Video Education) is the answer.

mov-E and VGMU complement one another by offering online education in different formats. VGMU is primarily text-based. mov-E offers comprehensive training programs featuring full-motion videos through which participants can meet accreditation competency requirements and earn continuing education credit. Videos range in length from 10 to 40 minutes, and offer testing and interactive feedback to participants. Comprehensive managerial reports and tracking capabilities are available for each participant.

To visit the mov-E home page, go to www.mov-e.org.

For more information about mov-E, please call 888.668.3716, or e-mail us at info@mov-e.org



WWW.VGMU.COM
866-227-8171



VOLUMES OF KNOWLEDGE
COURSE CATALOG 2013

CATALOG OF ONLINE COURSES

ACCREDITATION COMPETENCIES

ACC001 - Glucometer Competency
ACC002 - Nebulizer System Competency
ACC003 - Therapeutic Shoe Competency

BILLING AND REIMBURSEMENT

BILL001 - Basic Medicare Billing for Durable Medical Equipment
BILL002 - Advanced Beneficiary Notice (ABN)
BILL003 - CMNs and DIFs
BILL005 - What's Covered: Frequently Ordered DME
BILL006 - Billing for Capped Rental Items
BILL007 - Billing for Repairs to DME - HME Items
BILL008 - External Breast Prosthesis - Billing Procedures
BILL009 - Documentation Required for Specialty Wheelchair Reimbursement
BILL010 - Overview of Medicare Oxygen Billing
BILL011a - Understanding CPAP Billing (For Products Billed Prior to 11/1/2008)
BILL011b - Understanding CPAP Billing (For Products Billed On or After 11/1/2008)
BILL012 - Medicare Basics – How to Get Started as a Supplier
BILL013a - Understanding the New Medicare Supplier Standards
BILL013b - NSC: How to Apply for a New Medicare Supplier Number
BILL013c - NSC: How to Reapply for a Medicare Supplier Number
BILL014 - How to Apply for a National Provider Identifier
BILL015 - Medicare Basics for Case Managers
BILL016a - MAE Rules: Manual Wheelchairs
BILL016b - MAE Rules: Power Mobility Devices
BILL017 - Advanced Determination of Medicare Coverage
BILL018 - Introduction to Patient Receivable Management
BILL019 - Medicare Appeals Process
BILL020 - Documentation of Hospital Beds
BILL021 - Supply Billing: Blood Glucose Monitors and Testing Supplies
BILL022 - Supply Billing: Urological Supplies
BILL023 - Supply Billing: Ostomy Supplies
BILL024a - Reimbursement 101: Part 1 – Orders and Intake
BILL024b - Reimbursement 101: Part 2 – Documentation and Billing
BILL025 - Documentation: From Intake to Review

BUSINESS MANAGEMENT

BUS001 - Purchasing an Existing HME Business
BUS002 - HME Business Insurance 101
BUS003 - Employment Law
BUS005a - Identity Theft - Part 1
BUS005b - Identity Theft - Part 2
BUS006 - The Lease vs Own Decision for HME Companies
BUS007 - Humility Will Get You Nowhere: A Modest Provider's Guide to Self-Promotion
BUS008 - Building Managed Care Business
BUS009 - The Impact of Standards of Practice on Case Management
BUS010 - Financial Management Basics for the HME Provider
BUS011 - Business Planning - A Financial View
BUS012 - Management and Leadership Techniques
BUS013 - The Business of Credit
BUS014 - Credit Card Processing 101
BUS015a - Avoiding Fraud and Forgery - Part 1
BUS015b - Avoiding Fraud and Forgery - Part 2
BUS015c - Avoiding Fraud and Forgery - Part 3
BUS016 - Reading and Interpreting Financial Statements
BUS017 - Fraud, Waste and Abuse

CLINICAL - REHAB

REHB003a - Seating and Mobility: Evaluation
REHB003b - Seating and Mobility: Recommendation and Funding
REHB003c - Seating and Mobility: Choosing a Seat
REHB004 - Foam 101
REHB006 - Overview of Batteries in Power Mobility Equipment
REHB007 - Power Standing Mobility: A Wheelchair Alternative
REHB008 - Understanding Rehab Medical Terminology in Relation to Rehab Technology
REHB009 - Challenges for the Bariatric Resident
REHB011 - A Practical Approach to Electrical Nerve Stimulation
REHB012 - A Practical Approach to TENS
REHB013 - A Practical Approach to NES

REHB014 - CIRA: Postoperative Pain Control
REHB015 - Continuous Cold Therapy for Postoperative Pain
REHB016 - Implications of Immobility
REHB017 - Knee Bracing: Science or Psychology?
REHB019 - Spinal Cord Injury
REHB020 - Traumatic Brain Injury
REHB022 - Selecting the Proper Cushion
REHB023 - Patient Lifting
REHB024 - Seating: The Forgotten (Pressure Ulcer) Risk Factor
REHB025 - Wheelchairs on the Bus: Analyzing Liability Issues
REHB027 - Overview of Joint Replacement
REHB029 - Overview of the RESNA Wheelchair Transit Standards

CLINICAL - RESPIRATORY

RESP001 - OSA Diagnosis and Treatment
RESP002 - The Great Awakening: Obstructive Sleep Apnea
RESP003 - Aerosol Therapy
RESP004 - Mask Fitting 101
RESP005 - Are You Getting Enough Sleep (Business)?
RESP006 - Mastering and Expanding Your CPAP Market
RESP007 - Maximizing Your Respiratory Business
RESP008 - Home Oxygen Therapy
RESP009 - Asthma Management: Interventions and Strategies
RESP010 - Intervention and Strategies for the COPD Population
RESP011 - Long-term Management of Sleep-disordered Breathing
RESP012 - MDI: Aerosol Delivery
RESP013 - CPAP Humidification
RESP015a - Airborne Allergens - Part 1
RESP015b - Airborne Allergens - Part 2
RESP019 - Improving Patient PAP Compliance
RESP020 - Introduction to Diagnostic Equipment for the Sleep Technologist
RESP021 - Improving Sleep Therapy Patient Comfort and Compliance
RESP022a - OSA Links to CVD and Diabetes - Part 1
RESP022b - OSA Links to CVD and Diabetes - Part 2
RESP023 - Overview of Bronchitis
RESP024 - Overview of Acute Respiratory Distress Syndrome (ARDS)

COMPUTER SKILLS

COMP002 - Navigating the Internet
COMP003 - Electronic Communications
COMP004 - E-mail and Voice Mail Etiquette

CUSTOMER SERVICE

CUST001 - Customer Service Strategies
CUST002 - Retaining the Customers You Already Have
CUST003 - Valuing People with Disabilities as Customers
CUST005 - First Impressions: You Only Get One Shot

DISEASE MANAGEMENT

DMGT001 - Disease Management Programs: Improving Health While Reducing Costs?
DMGT002 - Health Risks of Being Overweight
DMGT003 - Obesity Among Older Americans
DMGT004 - Understanding Obesity
DMGT005a - Overview of the Immune System
DMGT005b - Overview of the Respiratory System
DMGT005c - Overview of the Digestive System
DMGT005d - Overview of the Musculoskeletal System
DMGT005e - Overview of the Circulatory System
DMGT005f - Overview of the Nervous System
DMGT005g - Overview of the Lymphatic System
DMGT005h - Overview of the Integumentary System
DMGT005i - Overview of the Reproductive System
DMGT005j - Overview of the Endocrine System
DMGT005k - Overview of the Urinary System
DMGT006 - Overview of Guillain-Barré Syndrome
DMGT007 - Overview of Osteoporosis
DMGT008a - Medical Terminology - Part 1
DMGT008b - Medical Terminology - Part 2
DMGT008c - Medical Terminology - Part 3
DMGT009 - Overview of Duchenne Muscular Dystrophy

DMGT010 - Overview of Diabetes
DMGT011 - Am I at Risk for Type 2 Diabetes?
DMGT012 - Eating and Diabetes
DMGT013a - Caregivers of Older Persons - Part 1
DMGT013b - Caregivers of Older Persons - Part 2
DMGT013c - Caregivers of Older Persons - Part 3
DMGT013d - Caregivers of Older Persons - Part 4
DMGT014 - Overview of Parkinson's Disease
DMGT015 - Overview of Multiple Sclerosis
DMGT016 - Overview of Cystic Fibrosis
DMGT017 - Hepatitis C: Issues, Economics and Care Strategies
DMGT018 - Overview of Tuberculosis
DMGT019 - Childhood Obesity: A Lifelong Threat to Health
DMGT020 - Safe Nursing Practices - Part 1
DMGT021 - Safe Nursing Practices - Part 2
DMGT022 - Safe Nursing Practices - Part 3
DMGT023 - Overview of Hepatitis B
DMGT024 - Overview of HIV/AIDS
DMGT025 - Safe Nursing Practices - Part 4
DMGT026 - Overview of ALS
DMGT027 - Overview of Arthritis
DMGT028a - Home Monitoring of Blood Pressure - Part 1
DMGT028b - Home Monitoring of Blood Pressure - Part 2
DMGT029 - Safe Nursing Practices - Part 5
DMGT030 - Safe Nursing Practices - Part 6
DMGT031 - Overview of Lymphedema
DMGT032 - Overview of Epilepsy
DMGT033 - Death and Dying
DMGT034 - Overview of Cerebral Palsy

HIPAA

HIP001 - HIPAA and HME: Introduction
HIP002 - HIPAA and HME: Privacy Rule
HIP003 - HIPAA and HME: Security Rule

HOME MODIFICATIONS

HMOD001 - Home Accessibility Remodeling
HMOD002 - Independent/Assisted Living Strategies
HMOD003 - Accessibility Design Solutions
HMOD004 - Marketing and Growing Your Home Accessibility Remodeling Business

HUMAN RELATIONS

HR001 - Americans with Disabilities Act
HR002 - Developing a New Employee Orientation Program
HR003 - Employee Orientation
HR004 - Interviewing and Hiring
HR005 - Keys to Managing Your Stress
HR006 - Managing Diversity in the Workplace
HR007 - Managing Your Health Care
HR008 - Sexual Harassment Training for Employees
HR009 - Sexual Harassment Training for Managers
HR010 - Stress Management
HR011 - Strategies for Working on a Health Care Team
HR012a - Recruiting and Retaining Employees - Part 1
HR012b - Recruiting and Retaining Employees - Part 2
HR013 - Advance Directives
HR014 - Identifying and Reporting Child Abuse
HR015 - Identifying and Reporting Elder Abuse
HR016 - Patient Rights and Responsibilities
HR017 - Meth and Selling Scheduled Listed Chemical Products

INFECTION CONTROL

INF001 - Sharp Injury Prevention
INF002 - Universal Precautions and Infection Control for the HME Industry
INF003 - Health Care Workers and Bloodborne Pathogens
INF004 - Occupational Health and Industrial Hygiene
INF005 - Needlestick Prevention
INF006 - TB Training for Health Care Providers
INF007 - Sharps Safety and Pharmaceutical Waste
INF008 - Sharps Containers and Phlebotomy
INF009 - Equipment Sterilization and Phlebotomy Issues
INF010 - Flushing Vascular Access Catheters
INF011 - Reducing Environmental Impact and IHI Central-line Bundle

INF012 - Cleaning and Disinfecting HME Equipment

OPERATIONS

OPS001 - Basic Cryogenics
OPS002a - CGMP Level 1 - Part 1 [Qualifications And Equipment]
OPS002b - CGMP Level 1 - Part 2 [Filling Components]
OPS002c - CGMP Level 1 - Part 3 [Controls, Testing, and Records]
OPS003a - DOT Drivers Training - Part 1
OPS003b - DOT Drivers Training - Part 2
OPS003c - DOT Drivers Training - Part 3
OPS004 - Medical Van
OPS005 - Warehouse Management for the HME Supplier
OPS006 - CMV Driver Basics
OPS007 - Control of Hazardous Energy (Lockout/Tagout)
OPS008 - Paperless Office: Document Imaging and Storage
OPS009 - Creating Efficiency
OPS010 - How HME Works
OPS011 - Basic Manual Wheelchair Repair
OPS012 - Delivering the Product to the Patient
OPS013a - Beginner's Guide to Home Care Products - Part 1
OPS013b - Beginner's Guide to Home Care Products - Part 2

OSTOMY AND WOUND CARE

OWC001a - Overview of Ostomies - Part 1
OWC001b - Overview of Ostomies - Part 2
OWC002 - Wound Care: Selecting Skin Cleansing Products
OWC003 - Prevention and Early Intervention of Wounds
OWC004 - Skin Management: Prevention and Wound Care
OWC005 - Minimizing the Risk for Wound Infections
OWC006a - Overview of Pressure Ulcer Etiology - Part 1
OWC006b - Overview of Pressure Ulcer Etiology - Part 2
OWC006c - Overview of Pressure Ulcer Etiology - Part 3
OWC007 - Five Steps to Successful Marketing

PRODUCT EDUCATION CENTER

PEC001 - Introduction to CPAP, AutoCPAP and Bi-Level
PEC002 - Introduction to Manual Wheelchairs
PEC003 - Introduction to Oxygen Concentrators
PEC004 - Introduction to Liquid Oxygen Systems
PEC005 - Introduction to Oxygen Cylinders
PEC006 - Introduction to TENS
PEC007 - Introduction to Low Loss Air Mattresses
PEC008 - Introduction to Phototherapy Units
PEC009 - Introduction to Bone Growth Stimulators
PEC010 - Introduction to Enteral Nutrition Pumps
PEC011 - Introduction to Apnea Monitors
PEC012 - Introduction to Continuous Passive Motion (CPM) Units
PEC013 - Introduction to Nebulizer Systems
PEC014 - Introduction to Ostomy Care
PEC015 - Introduction to Breast Pumps
PEC016 - Introduction to Spirometry
PEC017 - Introduction to Power Mobility Devices
PEC018 - Introduction to Ambulatory Aids
PEC019 - Introduction to Suction Pumps
PEC020 - Introduction to Lymphedema Products

SAFETY

SAFE001 - Disaster Preparedness for the HME Supplier
SAFE002a - Forklift Safety Training - Part 1
SAFE002b - Forklift Safety Training - Part 2
SAFE003 - Hazard Communication
SAFE004 - Prevention of Vehicle Accidents
SAFE005a - Personal Protective Equipment - Part 1
SAFE005b - Personal Protective Equipment - Part 2
SAFE005c - Personal Protective Equipment - Part 3
SAFE006a - Safety in the Workplace - Part 1
SAFE006b - Safety in the Workplace - Part 2
SAFE007 - Toxicology and Exposure
SAFE008 - Overview of Ergonomics
SAFE009 - Back Safety
SAFE010 - Noise and Hearing Conservation