

---

## Contract Data Sheet

---

New Contract Effective - April 1, 2013

**VGM Alternate Care**

**AS10224**

**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: (800)642-6065

Business: (319)274-6065

Website: [www.vgmalternatecare.com](http://www.vgmalternatecare.com)

### Contract Highlights

VGM Alternate Care strives to position VGM/Amerinet Members as a key partner to their referral sources. By developing education programs and strategic vendor alliances, our offerings are designed to enable the independent HME to market themselves as a solution in a value-driven health care market.

The mission of VGM Alternate Care is to provide new and innovative solutions to VGM/Amerinet Members to enable them to prove measurable value their referral sources by improving patient outcomes, improving patient compliance, lowering readmission rates, and collecting and delivering measurable data.

### Products

Discounts through exclusive vendor partnerships, education, consulting.

### Contract Access

#### Eligible Facilities

HME/DME - Retail

#### Geographic Service Area

Available Nationwide

#### Forms Required

Membership application completed through VGM

#### Access Criteria

VGM/Amerinet Membership

#### Maximize Savings

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

#### Payment Terms

Not Applicable

#### Place An Order

Contact:

Alan Morris

Direct: (800) 518-8479

<mailto:alan.morris@vgm.com>

**Price Or Discount**

Varies by product and service.

**Price Protection**

Not Applicable

**Freight**

Not Applicable

**Minimum Order**

Not Applicable

**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



# Are you prepared to develop **strategic partnerships** working with **Hospitals** and **ACOs?**

*VGM Outcomes Plus, anchored by  
HealthCall Personal Touch, is the Solution!*

Own the data...  
Own the knowledge...  
Own the process!

As an HME Supplier, you must consider new programs and technologies to **prove your value** to referral sources.

Outcomes Plus encompasses all the tools you need to prove value to ACOs and your referral sources by providing **measurable data** and **deliverable programs** to help:

- Accountable Care Organizations (ACOs)
- Bundled Payments Participants
- Hospitals

If you **own the data**, you **own the knowledge**. And if you **own the knowledge**, you **own the process!**

Position **YOURSELF** as the solution!

In order to set your HME apart from others, and prove your worth as a valuable strategic partner to ACOs, Bundled Payments participants, and hospitals looking to lower readmissions, you must prove your ability to:

Program delivered by

- Improve patient outcomes
- Improve patient compliance
- Reduce readmission rates
- Reduce length of stay
- Provide measurable value



## Outcomes Monitoring

An Outcomes Monitoring program is the first phase of the next generation – a more complex and value-driven home medical equipment market.

- Improve patient engagement
- Measure outcomes
- Measure compliance
- Measure readmissions
- Prove value

VGM Partner: *HealthCall® Personal Touch™*

**HealthCall®**

*Set yourself apart.  
Position yourself as the solution.  
Outcomes Plus: A better way to DO business!*



## Disease Management Guides

- Guide patients
- Improve competency
- Improve compliance
- Increase marketability

## Telehealth and Disease Management

- Manage risk
- Improve connectivity
- Improve patient engagement
- Develop partnerships

**HealthCall®**

VGM Partner: *HealthCall® Home Health Monitoring*

## Home Monitoring and PERS

- Improve patient safety
- Reduce readmissions
- Reduce SNF utilization
- Increase caregiver peace of mind

VGM Partner: *Philips Lifeline®*

**PHILIPS  
Lifeline**

## Compliance Management

- Increase compliance
- Increase patient engagement
- Develop physician engagement

**HealthCall®**

**PHILIPS**

**RESPIRONICS®**

VGM Partners:

*HealthCall® Utilization Management,  
HealthCall® Medication Therapy Management  
and Philips EncoreAnywhere*



For more information on the opportunities in your area or the development of a pay-for-performance program, contact Alan Morris, Director – VGM Alternate Care, at [alan.morris@vgm.com](mailto:alan.morris@vgm.com) or **800-518-8479**.

[www.vgmalternatecare.com](http://www.vgmalternatecare.com)