



## Company Description

Gulf South Medical Supply distributes over 20,000 products in all 50 states and is committed to developing new programs that offer innovative solutions to help you meet regulatory, census, quality of care, revenue as well as product procurement challenges. Proclaim, our Medicare Part B billing provider, will accept assignments of benefits or provide your facilities with fee for service options.

Our goal is to provide you with solutions that strengthen your business along with a purchasing experience that is unparalleled in our industry. Gulf South also has an elite sales team consisting of over 125 sales representatives that truly understand your business. Our network of 14 strategically placed distribution centers ensures that you receive your supplies accurately and efficiently.

We are excited about the future and the role we can play as your supply partner in the Long Term Care, Hospice, and Home Care markets.

**Geographic Area Served:** U.S. & Canada

**Segments Served:** SNF, AL, IL, CCRC

## 2010/2011 Product & Service Innovations

- **Momentum Rewards from Gulf South Medical Supply:** Purchase high-quality products from GSMS and earn points towards valuable business-building solutions like online Caregiver/Administrator Education and Telemedicine technology.
- **Gulf South Outcome Management Solutions:** We offer expert resources designed to improve quality processes, address regulatory needs and manage QIS, Five-Star Rating, MDS Medicare Billing, Clinical Systems and RAC audits, and are offered in set-cost packages.

## Suggested Consultative Discussions

- **ProClaim Solutions:** Learn how we can help you be compliant and service the Part B nursing home resident in the Competitive Bidding environment.
- **Gulf South Outcome Management Solutions:** Learn how we can help you improve your clinical, financial, and regulatory outcomes.
- **Momentum Rewards Program:** Learn how to enhance resident satisfaction and quality of care without increasing expenses.



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