

# Interactive Medical Systems

## Company Description

Interactive Medical Systems is the leading provider of respiratory services and rental equipment to hundreds of long term care facilities across the United States. Our 24/7 service delivery model, clinical staff (RT's) and "Best-in-Class" products provide long term care facilities with the respiratory equipment they need at a cost they can afford (10-30% savings over current market rates).

The following are a few of our valued long term care clients: Avalon Healthcare, Avamere Healthcare, Country Villa Healthcare, Ensign Group, SNF Management, and many others.

**Geographic Area Served:** U.S. Only

**Segments Served:** SNF

## 2010/2011 Product & Service Innovations

- **Direct Billing of Qualified Medicaid Residents:** Interactive Medical Systems bills qualified Medicaid residents directly to Medicaid (eligible states only) to help minimize your facility's costs.
- **Routine and Preventative Maintenance:** Interactive Medical Systems provides routine and preventative maintenance on existing facility-owned respiratory equipment to help prevent liability exposure and minimize staff involvement.
- **Detailed Monthly Utilization Reporting:** Interactive Medical Systems provides detailed monthly utilization reports that allow your facilities to manage expensive assets and reduce costs.

## Suggested Consultative Discussions

- **Utilization Reports - What You Don't Know May Hurt You:** We'll share a case study on how we helped manage a facility's assets and reduced costs at the same time.
- **Save 30% on Medicaid Billing:** Very few respiratory companies bill qualified Medicaid residents directly. We'll share a case study showing how we saved a large regional chain over 30% each month.
- **Concentrator Maintenance - Are Your Facilities at Risk?** We'll share a case study that will shock you!



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