



**Omnicare**  
Long Term Care Group

## Company Description

Founded in 1981, Omnicare is the nation's largest provider of professional pharmacy, consulting and data management services for skilled nursing, assisted living and other institutional healthcare providers, serving approximately 1.4 million residents in long term care facilities in 47 states. The majority of the nation's nursing home chains choose Omnicare as their pharmacy of choice. The company's commitment to optimize drug therapy for the senior population to achieve the best health outcomes in both quality and cost sets it apart in the industry.

Omnicare's *Geriatric Pharmaceutical Care Guidelines*<sup>®</sup>, a unique clinically based drug formulary, is considered the "gold standard" in determining the most appropriate drug therapy for the elderly, while the company's health management programs aid in early detection of illness and treatment among seniors. Through its subsidiaries, Omnicare also delivers a host of related services to the institutional marketplace including group purchasing, respiratory and IV therapy, hospice and more. Its Accu-Med technology solutions division is the largest provider of clinical, financial and medication management software to skilled nursing and assisted living facilities nationwide.

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

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

## 2010/2011 Product & Service Innovations

- **Innovative Technology for LTC:** Newly formed strategic partnership with the nation's most widely implemented EMR solutions provider delivers greater value and innovation for customers.
- **OmniviewDr:** Allows facility physicians to effectively and efficiently manage the medication needs of residents through mobile Smartphone applications or computer access.
- **Omnicare's ResSpeak:** Provides an automatic and seamless data-exchange mechanism to communicate with the industry's leading e-prescribing systems or virtually any software program in your facility.

## Suggested Consultative Discussions

- **Managing Costs in a Recession:** Discover how real time access to extensive information about prescribing habits and drug utilization will help you contain costs in a difficult economic environment.
- **Addressing the Next Generation of Pharmacy Innovation:** Omnicare's innovative technology platforms prepare you for the future of long term care, including E-prescribing, EMR, and web-based applications to help doctors and residents better manage care.
- **Capturing Vendor Value in a Tough Economy:** Beyond pharmacy, Omnicare addresses customer needs by delivering value through a wide range of practical and innovative solutions in conjunction with our group purchasing and technology solution companies.



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