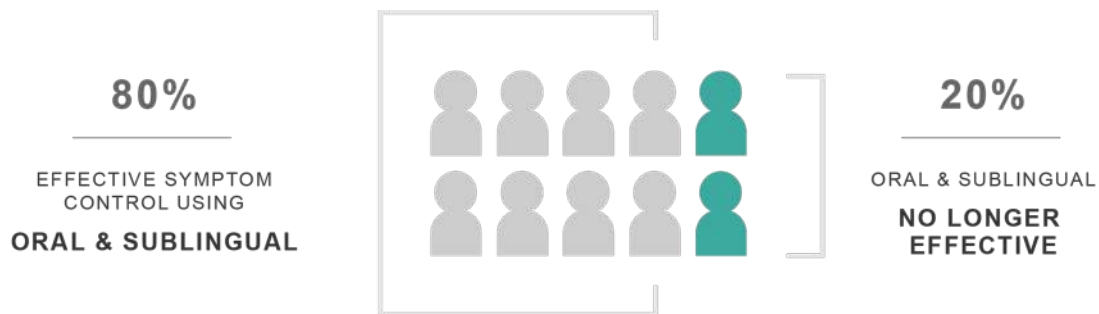


Decrease medication cost and waste. Save nursing time.

How the Macy Catheter saves your agency money while helping your patients and caregivers

Managing symptoms near the end of life

When the oral route is compromised at the end of life and the sublingual route is not effective in controlling severe symptoms such as terminal agitation, pain, seizures, or nausea and vomiting, patients need alternatives such as IV, SQ, or suppository. These alternatives require additional medication and delivery costs, and present a burden to the patient, family, and clinician. Because these other options demand delivery, they cause delays in symptom control of many hours or even days, leaving the patient and family to suffer. Many times, because agencies have no other alternative, they continue trying sublingual and raising the dosage, which often results in poor outcomes.



The Macy Catheter vs. alternatives

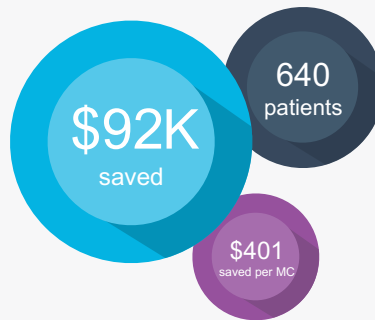
When the oral route fails and the sublingual route is not effective significant delays and costs are often incurred in controlling the patient's symptoms. The Macy Catheter enables clinicians to immediately intervene with medications already at the bedside, eliminating the additional costs and delays.



Case study: Hospice Buffalo \$92,000 annual savings

\$401 saved per MC patient

- Total Patients in IPU = 640
- MC Patients = 230
- Savings per MC Patient = \$401



The Macy Catheter program costs just pennies PPD, and more than pays for itself

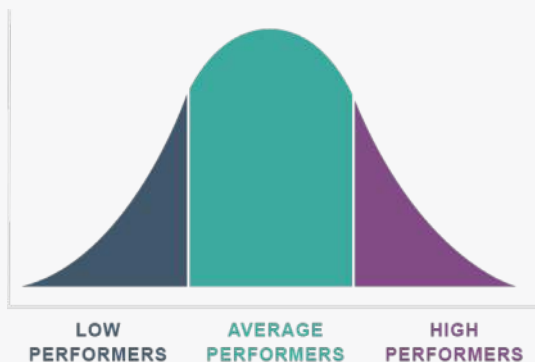
Would your agency spend an additional 15 cents more PPD to better manage symptoms for the most challenging 10% of your patients? As easy as this question is to answer, Hospi makes it even easier, because implementation of the Macy Catheter actually saves your agency money by reducing medication costs, delivery charges, and clinician time.



PPD Direct Cost Budget



Macy Catheter PPD Cost if used in 10% of patients



Patient outcomes

Quality/outcome scores matter

- CAHPS required and on hospice compare
- HIS required
- Referral sources consider these scores
- Tiered reimbursement anticipated

The Macy Catheter can help:

- Reduce number of low scores
- Increase number of high scores

For more information, visit MacyCatheter.com. For clinical consultation, call 888.509.3732.



Patient-centric products that improve quality of life. **HOSPI**