Creating Efficiencies at the Hospice Bedside

Bobbi Heimsoth, VP of Sales
Qualis DME Management
The Background

- Nurses got into hospice to serve patients: not chase DME providers for updates, equipment issues, fixing service problems, etc.
How to Address These Issues

Our Tips for Success:
How to Address These Issues

Focus on providing an ordering Platform that Integrates with Your EMR, reducing friction
How to Address These Issues

Develop a true partnership with your DME vendors, allowing for quick communication
How to Address These Issues

Know your data: what equipment are you ordering and when?
How to Address These Issues

Conduct quarterly business reviews to ensure you're still aligned with your goals
Thank you

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