

Creating Efficiencies at the Hospice Bedside Bobbi Heimsoth, VP of Sales

Qualis DME Management







ACHCU IS A BRAND OF ACCREDITATION COMMISSION for HEALTH CARE

The Background

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









Our Tips for Success:





Focus on providing an ordering Platform that Integrates with Your EMR, reducing friction





Develop a true partnership with your DME vendors, allowing for quick communication





Know your data: what equipment are you ordering and when?





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







Thank you Bobbi Heimsoth, VP of Sales bheimsoth@qualis.com





HOSPICE

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