

epoc® ProMap – with its focus on bedside testing – enables healthcare providers to make quicker decisions, improve care, and in the process, save time, steps, and costs.

This guide will provide an overview of what is involved in the program, and the potential benefits for a facility like yours.

epoc® ProMap

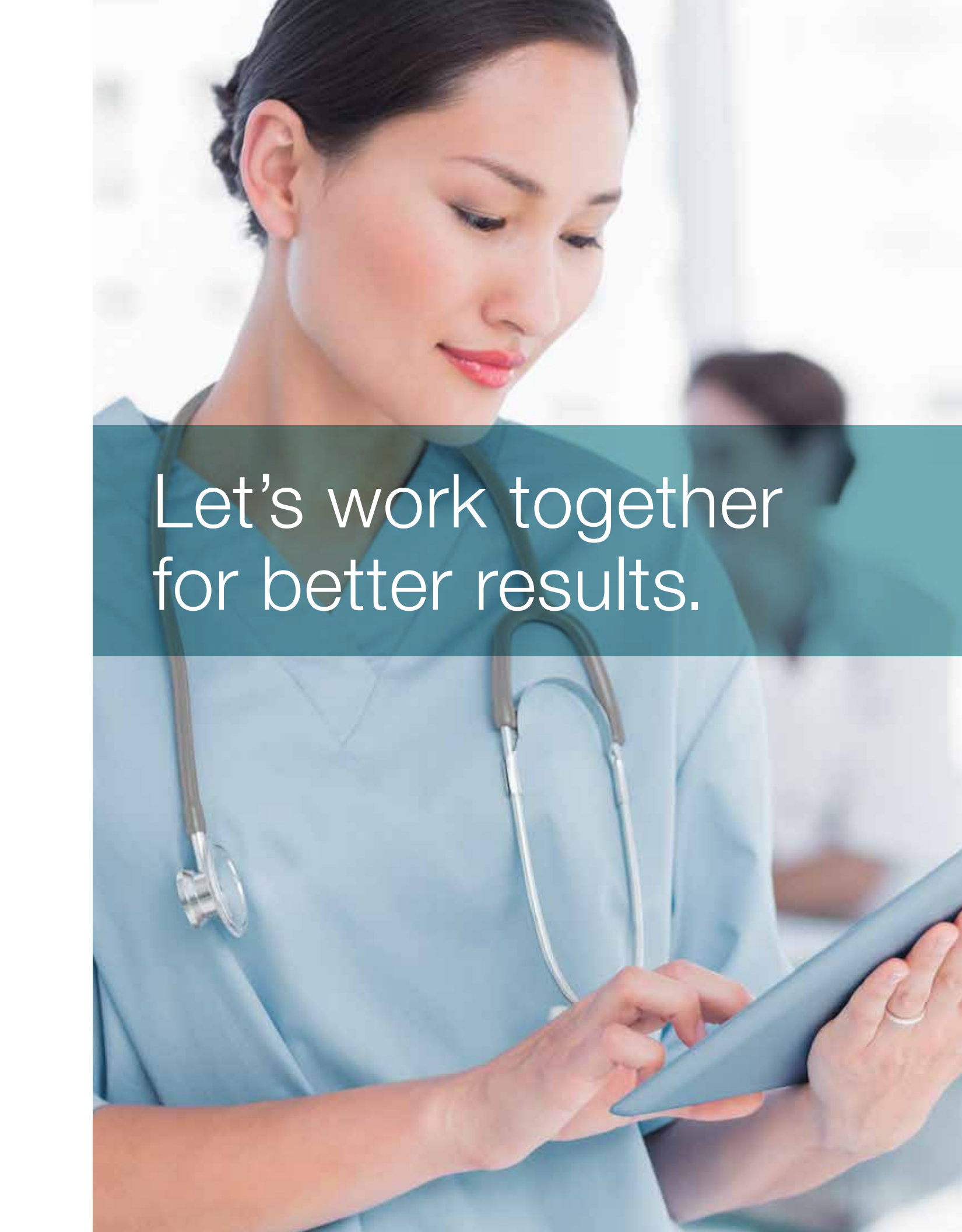
Process Improvement Program



To learn more, contact your local Account Executive.

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Let's work together
for better results.

The first step to finding new ways to streamline and improve care begins by studying how things are done now. But for today's busy providers, treating patients is top-of-mind and top priority, not analyzing and evaluating current processes.

That's where we come in.

Through epoc[®] ProMap, we'll perform an in-depth workflow analysis to gain an accurate and complete understanding of how your processes for **testing blood for ABGs** (Arterial Blood Gases), **chemistries**, and **electrolytes** currently function.

And from the findings drawn from observations and data specific to your facility, we'll demonstrate how your blood-draw process can be made more: **Efficient • Cost-effective • Reliable**



Our own multi-phase process

1. **Collect:** Initially, we'll ask for specifics about your current testing practices, along with your testing expenses for the past 12 months. This will give us a baseline for purposes of comparison later on.
2. **Observe:** An Alere representative — skilled in the program's methodology — will "shadow" a member or members of your staff involved in drawing blood. The Alere rep will gather and record data through a prescribed set of observations and careful measurements of the various steps your current testing method entails. The goal here is to pinpoint elements of the process that delay results and may prolong patient-treatment decisions.
3. **Recommend:** By bringing the data we've collected into a proprietary toolset designed to define, measure, and analyze those findings, we'll be able to objectively identify underlying

issues and make specific recommendations for implementing processes aimed at creating a smoother workflow.

4. **Monitor:** As part of our ongoing efforts to ensure optimal testing efficiency, we'll return to your facility after Phase 3 to measure the new process and confirm and document its impact on turn-around times for treatment.
5. **Demonstrate:** Successful change to any system involves buy-in from staff. To that end, we'll host a Lunch and Learn that will allow your staff members to stop by, ask questions, and see an epoc device in action. With your approval, we'll demonstrate its value and ease-of-use — in real time — with actual patients. (Rest assured, in compliance with HIPAA, none of the results obtained in this way will contain any identifying patient information.)

Customized, data-driven reports substantiate the program's pluses

Throughout our 5-Phase process you'll receive various reports from Alere — each one an outgrowth of the data we've collected at your facility and entered into our process-mapping tools and/or financial calculator. These reports, formatted for presentation and easy sharing, will:

- Provide an in-depth analysis of your current critical blood-testing process
- Offer a side-by-side comparison of the costs of your present blood-testing process vs. a bedside system

- Demonstrate value specific to your facility
- Document the pluses of bedside testing for patient and provider alike
- Aid decision-makers in opting for change

Our team

An Alere representative — your point-person and partner in the program — will coordinate and lead this initiative at your facility. This individual will be supported in their work by our company team of clinical and technical experts — ready to assist as needed.

Better care begins with you and us

Your participation in epoc ProMap is the first step toward new operational, clinical, and economic efficiencies. Let's work together to make that happen.

