



# INSIGHT JOURNAL

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As I visit with my members, I learned that many of my members thought that Direct Supply was just a catalog company. They were pleased to learn of the scope of products and services offered by Direct Supply. Ask your Direct Supply account manager about this.

## The Direct Supply Family of Healthcare Companies

Providing leadership, vision and service to care professionals for 25 years



### Direct Supply Equipment & Furnishings

From start to finish, we bring tremendous value to every step of equipment procurement, such as 1 million product solutions and a streamlined approach to capital project management.



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We develop transformational living environments for America's seniors with expert services in the fields of interior design as well as construction and renovation.



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Long Term Care Manuals	Regulatory Daily Updates	Customizable Tools and Templates
<ul style="list-style-type: none"> <li>✓ Carry every manual in your laptop</li> <li>✓ Immediate access anywhere, anytime, 24/7/365</li> <li>✓ No waiting for delivery</li> <li>✓ Updated real time</li> <li>✓ No need for paper updates</li> <li>✓ Bookmarked</li> <li>✓ Cross-referenced</li> <li>✓ Hyperlinked</li> </ul> <p>RAI, Survey, Food Code, Life Safety, Medicare Benefit Policy, OSHA and much more</p> <p><b>Latest Updates:</b>            Survey manual: January 2011            RAI manual: May 2011            RUGS IV rules: August 2011</p> <p><i>If you don't have these, your manuals are outdated!!</i></p>	<ul style="list-style-type: none"> <li>✓ We search over 40+ regulatory websites daily</li> <li>✓ No analysis – just the facts – straight from regulatory agencies.</li> <li>✓ No auto-feeds to our site</li> <li>✓ Our experienced staff reviews every document posted to the site for pertinence &amp; value</li> <li>✓ We do the searching and sorting for you</li> <li>✓ Save time</li> <li>✓ Stay informed</li> <li>✓ Weekly Newsletter</li> <li>✓ RSS Feeds available</li> </ul> <p>CMS, OIG, GAO, CDC, FDA recalls, OSHA, Wage and Hour, HIPAA, ICD-10, and much, much more.</p> <p><b>Patient Protection and Affordable Care Act – this Act WILL affect our industry – <u>REMEMBER PPS??</u></b></p>	<ul style="list-style-type: none"> <li>✓ Templates to help you build your own library before survey</li> <li>✓ Quick reference when you need a quick answer during survey</li> <li>✓ No need to recreate the wheel every time you submit documentation after survey</li> <li>✓ Developed by LTC professionals - each with over 10+ years experience</li> <li>✓ Formatted in Microsoft Word so you can edit</li> <li>✓ We're adding more and more tools to build an even larger selection of tools</li> </ul> <p><b>Types of Tools:</b>            Plan of Correction Packets (POC), Policies and Procedure (P&amp;P) for each F-tag, Careplans, MDS 3.0 tools, and more.</p>

**To learn more about this regulatory program, please call or email me. We have negotiated some great discounted pricing with them.**



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**Contact me if you would like to have a sales associate from Konica Minolta meet with you.**