

The HCS Cooperative, Inc.  
is an affiliate of  
Hospital Central Services,  
Inc. & Affiliates,  
Allentown, PA



J. Michael Lee  
President-CEO

Timothy R. Crimmins  
Executive Vice President

Thomas D. Fenstermacher  
Vice President,  
Finance

James W. Burns  
Vice President,  
Hospital Central Services  
Cooperative, Inc.

William N. Moyer  
Vice President,  
Marketing Services

Marie S. Clemens  
Director, Public Relations

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Your questions and comments  
regarding this publication  
are welcome, and should  
be directed to the attention of:

Marie S. Clemens  
Director, Public Relations  
HCS Cooperative, Inc.  
2171 28th Street S.W.  
Allentown, PA 18103  
610/791-2222 • 800/444-HCSC  
(ext. 2293)  
mclemens@hsc.org  
FAX: 610/791-2919  
www.hcsc.org

# HCS Cooperative Report

A Report To The Hospital Central Services Cooperative, Inc. Membership

## Group Purchasing Highlights...

### *MDanywhere Technologies & HCSC offer Electronic Prescribing Tools and Practice Management Systems*

MDanywhere Technologies, Inc. is an award-winning health-care information solutions provider. A physician-developed solution provider, MDanywhere provides a complete product solution for Physician Practices, Ambulatory Care and Hospitals: Mobile Computing Solutions, Ambulatory Clinical Systems, and Practice Management Systems. The application suite is comprised of three major components that

can be integrated or stand-alone deployments. The Solution Set includes:

**MDAPRACTICE™.** The MDA Practice Management Suite is a fully-developed practice management solution, including complete front office scheduling and patient management system, and a robust back office practice billing system with

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### *Defining the "e" in e-prescribing*

## *What The New Medical Law Means To RxHub & You*

The ability to prescribe a formulary compliant drug and eliminate handwriting errors, confusion on medication names and dosages, drug interactions, resulting in no callback to a physician office and effortless movement of a prescription to the patient's chosen phar-

macy is the goal of e-prescribing. Physicians have been reluctant to join the movement to due the confusion about what e-prescribing really means. The passage of the new Medicare Prescription Drug, Improvement and Modernization Act of 2003 will positively change all that, as the law clearly

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### *Save The Date!*

*The 24th annual HCSC Golf Outing  
will take place on Monday, September 20, 2004,  
at Brookside Country Club of Allentown,  
Macungie, PA.*

*Invitations are scheduled to be mailed in July 2004.*

## Laundry Highlights...

### *A Cost-Effective Alternative*

*"End User + HCSC = Cooperative"*



The math is quite simple, and its all about the numbers. We're sure that you've heard the staggering statistics before.

Did you know that over **96%** of all the reusable washcloths replaced throughout the Cooperative are unaccounted-for (i.e., lost)? This one item costs HCSC over **\$415,000** per year, in replacement cost for the lost inventory. What that means is

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[www.hcsc.org](http://www.hcsc.org)

### *Have You Visited Our Web Site Lately?*

HCSC recently began a complete overhaul of their web site, located at [www.hcsc.org](http://www.hcsc.org).

Changes to the site include revisions to the Laundry & Linen Services and Group Purchasing pages, and the addition of information on HCSC's HIPAA Compliant EDI Services and Medical Billing Software.

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defines the “e” in e-prescribing by establishing an “Electronic Prescribing Program.” The “e” relates to the *essentials* of a new prescribing program that will deliver patient information at the point of care, reducing medication errors, improving the efficiencies of the overall prescribing process and controlling costs in the delivery of health care.

The passing into law a Medicare plan that establishes an electronic prescribing program is hugely influential in accelerating physician adoption in using technology in their daily practice. Medicare drives much of a physician’s performance, and what tools and process they use for their Medicare patients will become the standard of care for the entire practice. The transformation in physician behavior required will be systemic. You, along with RxHub, will lead efforts in fostering an environment for re-engineering of processes that are essential in promoting change.

RxHub in its partnerships is uniquely situated to bring the prescribing industry together in advancing the delivery of patient specific medication information - reducing medication errors and improving the overall process of prescription writing. RxHub has developed a master patient identifier (MPH) which currently contains over 150 million names and growing - comprised of the membership lists of participating payers and pharmacy benefit managers (PBMs). This MPH enables RxHub to dynamically link and match individuals to their drug coverage on demand using five basic data elements. Only with RxHub and our affiliation with the large PBMs/payers can you provide a “critical mass”

WebMD/Envoy TPA Interface. The systems have been designed with the flexibility to integrate with existing legacy scheduling or electronic medical record applications.

**MDACLINICAL™.** This is a full clinical suite with **ActiveEPR™** (electronic patient record) that captures, organizes and summarizes personal, medical and historical data. The suite contains point-of-care tools to enable the encounter capture, e-prescriptions, ancillary service ordering, document management, scheduling viewer, note writer, physician manager, patient portal and transcription management.

**MDAMOBILE™.** This system includes **ChargeAnywhere™**, **RxAnywhere™** and **TxAnywhere™**, providing the user with the tools they need to stay in touch with patients *anytime, anywhere*. The user

needed to drive physician adoption with its real-time, interactive exchange of eligibility, benefits and medication history information required by law. RxHub and its partnerships now have the ability and opportunity to impact patient safety and effect overall administrative time and costs in the delivery of care.

The new Medicare drug law addresses the many challenges that have faced the industry in promoting adoption. First, a critical mass of all participants in the prescribing and fulfillment process - physicians, pharmacists, health plans and PBMs - will agree and implement to common standards and processes. Second, the industry must now work together to create an infrastructure that connects the “islands of information” in

can capture and organize patient-generated personal, demographic and medical data, which can be disseminated on an enterprise-wide basis for enhanced patient care. The ultimate goal is to provide automated solutions to help manage a more cost-effective and efficient service or practice.

What sets MDanywhere apart from the rest? MDanywhere provides fast, accurate and immediate implementation and economical solutions. Their handheld distributed database allows individuals to work in a disconnected mode, with ubiquitous access from the 100% web based system. In addition, the complete enterprise solution or the stand-alone applications are ready to be integrated into an existing EMR, IHS or ADT or end-to-end enterprise solution. ❖

today’s prescribing process. Third, that infrastructure must be put into practice. Physician office automation companies must develop applications that are compelling enough to physicians to change their prescribing workflow. Pharmacy system companies must re-engineer to enable receipt of electronic prescriptions. And payers and PBMs must make eligibility and benefits information available to valid participants. Through cooperative initiatives, the members of the prescribing and fulfillment industry can reduce the pressure, inefficiency and cost of today’s process, and provide a new level of coordinated patient care nationwide. ❖

For more information on any of the Group Purchasing contracts highlighted in this newsletter, contact account representative **Aimee Long** (ext. 4269 or [along@hcsc.org](mailto:along@hcsc.org)) or **Denise Carr** (ext. 4279 or [dcarr@hcsc.org](mailto:dcarr@hcsc.org)) at 800-444-4272.

## ***MAGNET Signs Contract with Kinko's to Provide Cost Savings to Healthcare Organizations***

MAGNET (Mid-Atlantic Group Network of Shared Services) has awarded Kinko's a contract to provide document outsources and business services to its approximately 12,000 members including hospitals, alternate care facilities, and physicians practices and clinics.

Kinko's Commercial Solutions can reduce document production costs by eliminating fixed copying equipment contracts and monthly minimums. For MAGNET members, Kinko's will provide its full portfolio of services, including: Managed Services, featuring on-site, near-site and distributed document production; the Healthcare Preferred Pricing Program, enabling healthcare professionals to access Kinko's 1,200 digitally connected locations; Kinko's DocStore, an online catalog of frequently used documents; and Kinko's ImageX for business cards and stationary.

"We selected Kinko's as one of our key suppliers because of their compelling variable-cost document outsourcing model," said Steven R. Duke, Vice President, MAGNET. "MAGNET plays a valuable role in the reduction and elimination of cost from the system by carefully selecting vendor partners and providing the highest quality products at the lowest possible price."

Industry experts report healthcare organiza-

tions print more than 100 billion pages per year, with forms being the most common type of documents. The industry has recently experienced a significant shift from offset to print-on-demand applications. Kinko's Commercial Solutions allows hospitals to print only the forms and documents they need, significantly reducing obsolescence and storage costs.

Kinko's network of more than 1,200 digitally connected locations in 10 countries provides both personal and business services to consumers, local market businesses, and large corporations. Some of the company's retail offerings include: convenient access to copying, printing and finishing; photo kiosks and enlargements; signs and banners; high-speed wireless and wired Internet access; and Fed-Ex Express Shipping locations.

"MAGNET offers a progressive program focused on meeting healthcare providers' overall purchasing needs in the most cost-effective manner," said John McDonald, Senior Vice President of Kinko's Commercial Solutions. "We're excited to be working with MAGNET to help deliver quality, value and cost advantages to their participating facilities." ❖

## ***GBS Computer Solutions Offers EasyID Patient Information***

HCSC and GBS Computer Solutions of North Canton, OH, have entered into an agreement to market their new technology to HCSC members. This new software solution is known as EasyID, and is already installed in more than 300 hospitals nationwide.

EasyID is an easy-to-use software solution, designed to interface with the registration process, in order to capture patient information at the time of registration, then print out labels and other documents. Embossers, imprinters and pre-printed forms are replaced with high-quality labels and electronic documents, which

print automatically at the time of registration or on demand after registration. These documents are completely customizable and print merged with patient specific data. The result is dramatic cost savings by eliminating embossers, imprinters and preprinted forms, while improving information efficiency and workflow throughout the facility.

Easy ID is easy to implement and use. No programming changes are required to your existing application.

*EASYID continued on pg 4*

*WEBSITE continued*

These changes were implemented to make the site more user-friendly and visually appealing for our visitors. The changes also make navigation within the site easier.

For more information or any questions on the HCSC website, or any of HCSC's programs or services, email [hcscinfo@hcsc.org](mailto:hcscinfo@hcsc.org)! ❖

*ALTERNATIVE continued*

that of the **6,624** dozen washcloths placed into service last week, **76,633** washcloths are not in circulation the following week.

There are many avenues that can be looked at for this unaccounted-for inventory. One area that can be explored is the cost effectiveness of making disposable washcloths readily available to reduce the potential for loss and save the facility money. Using a disposable wipe for the initial incontinent clean-up will often save the reusable washcloth from being discarded in a red bag, while saving the facility approximately \$0.05 per washcloth. HCSC has recently changed to a 12x13, quarter folded, embossed disposable washcloth, packed 25 wipes per package. This pack quantity was reduced to more effectively distribute the wipe and discourage waste.

So when staff reaches for a reusable washcloth to clean a spill or for the initial incontinent clean-up, please consider the numbers and supply a cost-effective alternative without hampering patient care.

For more information on any of HCSC's cost containment initiatives, contact Mike Kirsch, Director of Customer Service, at 800-444-4272, ext. 2279 or [mkirsch@hcsc.org](mailto:mkirsch@hcsc.org). ❖

## Thank you!

*A special "thank you" to the following organizations, who have already committed their support for this year's HCSC Golf Outing, which will be held on September 20!*

**AD Computer**, Center Valley, PA  
**Baltic Linen**, Valley Stream, NY  
**Concannon, Gallagher, Miller & Assoc.**, Allentown, PA  
**G.A. Braun**, Syracuse, NY  
**Lafayette Ambassador Bank**, Easton, PA

**Meese, Inc.**, Saddlebrook, NJ  
**Milliken**, Spartanburg, SC  
**Parkway Printing**, Allentown, PA  
**PenTeleData**, Palmerton, PA

### *EASYID continued*

Therefore, implementation is achieved with minimal impact on IS department resources. It seamlessly integrates into your information system environment, so you quickly begin to realize the benefits.

Easy ID is designed with the non-technical user in mind, which eliminates lengthy, expensive end-user training. The software is scalable to fit the needs of any size organization. It can be deployed on a sign comput-

er, attached to a single printer, designed to replace a single departmental embosser, or, on or more servers designed to centrally manage your entire enterprise. Easy ID also comes with an emergency downtime solution that assures you the ability to create patient identification labels even if your registration system or network is unavailable, and then provides logs and uploads as your network is restored. ❖

### HCS Cooperative, Inc. Membership

#### Pennsylvania

Barnes-Kasson Hospital  
Catholic Health Initiatives  
Central Montgomery Medical Center  
Chester County Hospital  
Community Medical Center  
Crozer-Keystone Health System  
Doylestown Hospital  
Easton Hospital  
Frick Hospital  
Geisinger Health System  
Gnaden Huettgen Memorial Hospital  
Good Samaritan Hospital of Lebanon  
Good Samaritan Regional Medical Center  
Good Shepherd Rehabilitation Hospital  
Grand View Hospital  
Guthrie Healthcare System  
Hazleton General Hospital  
Hazleton-St. Joseph Medical Center  
Jefferson Health System  
Lehigh Valley Hospital and Health Network  
LVH-Muhlenberg Hospital Center  
Lewistown Hospital  
Marian Community Hospital  
Memorial Hospital of Towanda  
Mercy Hospital of Pittsburgh  
Moses Taylor Hospital  
Palmerton Hospital  
Pocono Medical Center  
Pinnacle Health System  
Pottstown Memorial Medical Center  
Pottsville Hospital and Warne Clinic  
Reading Hospital and Medical Center  
Riddle Memorial Hospital  
Sacred Heart Hospital  
St. Luke's Hospital and Health System  
St. Luke's Miners Memorial Hospital  
St. Luke's Quakertown Hospital  
Temple University Health System  
Tyler Memorial Hospital  
University of Pennsylvania Health System  
University of Pittsburgh Health System  
Wayne Memorial Hospital  
WellSpan Health System  
Westmoreland Regional Hospital  
Wyoming Valley Health Care System

#### New Jersey

Atlantic City Medical Center  
Atlantic Health System  
Hackettstown Community Hospital  
Holy Name Hospital  
Kessler Institute for Rehabilitation  
Newton Memorial Hospital  
Rahway Hospital  
St. Barnabas Healthcare System  
St. Clare's Health Services  
Warren Hospital

#### New York

Albany Medical Center Hospital  
Bon Secours Community Hospital of Port Jervis  
Franciscan Health System of Warwick  
Good Samaritan Hospital of Suffern

## Hospital Central Services Cooperative, Inc.

2171 28th Street S.W.  
Allentown, PA 18103