



ScottCare — The Leader in Cardiopulmonary Rehab Patient Monitoring

## Upcoming Trade Shows

OACVPR, 4/21/05  
Dublin, OH

SCMA, 4/22-4/23/05  
Hilton Head, SC

Tri-Network,  
4/29-4/30/05  
West Des Moines, IA

WVACVPR, 5/4-5/5/05  
Flatwoods, WV

NYSAC&PR,  
5/13-5/14/05  
Lake George, NY

ASCVPR, 5/14/05  
Tempe, AZ

MSCVPR, 5/21-5/22/05  
Kalamazoo, MI

AACVPR,  
10/20-10/23/05  
Milwaukee, WI

## ScottCare Introduces NICORE™ External Counterpulsation Therapy Product

I am pleased to announce that ScottCare has joined with NICORE™ to offer clinicians a new choice in providing External Counterpulsation Therapy (ECP) for patients suffering from chronic stable angina and heart failure. We are very excited to add ECP therapy to our product line as it has been proven effective in helping 8 of 10 patients suffering from severe angina that are refractory to medications or are not surgical candidates. It has also been effective in improving the quality of life and functional capacity in heart failure patients, and is indicated for use on both angina and heart failure patient populations by the Food and Drug Administration (FDA).

Many rehab departments are incorporating ECP into their departments as a means to serve an expanded patient population, while improving the financial performance of their department. ECP is presently reimbursed by CMS at a national average of approximately \$115 per each of 35 sessions for those patients eligible.

Our NICORE product line is the most advanced device for administering ECP therapy and managing patient outcomes. The NICORE system is installed at hundreds of sites and provides many features that have become the industry standard and assist in delivering the most effective treatment for patients and clinicians. It is the only ECP system utilizing vacuum assisted deflation to reduce vascular resistance and enhance therapeutic benefit and the only system to incorporate data management and Outcomes software that you have come to expect from ScottCare. We have many new features planned including enhanced data management and Outcomes reporting, HIPAA compliance features, HL7 interface and multi-patient functionality.

Combining the product features with our industry leading warranty, service and support, financing options, I am confident that we are best positioned to serve your needs with this exciting therapy to help people maximize their quality of life. See the clinical discussion below, and contact us at 800-243-9412, ext. 116 for additional product information or a quote.

— Ken Zajaczkowski, President

## Clinical Considerations for External Counterpulsation Therapy (ECP)

ECP has been cleared by the FDA for increasing perfusion during diastole in persons with stable and unstable angina pectoris, heart failure, acute myocardial infarction and cardiogenic shock.

ECP systems are in use in prestigious hospital worldwide including the Mayo Clinic, Cleveland Clinic, Wisconsin Heart, Johns Hopkins and many more.

Their extensive clinical experience has demonstrated significant improvement in patients suffering with these indications, often after only 15 to 20 of the standard 35 one-hour sessions. Clinical studies have shown that as many as 80% of patients show improvement that lasts for years.

ECP is simple to perform. The patient relaxes on a comfortably padded mattress while a trained therapist wraps the muscular areas of the patient's calves, thighs, and buttocks with pneumatic cuffs, similar to blood pressure cuffs. Hoses connect the cuffs to an air pressure/vacuum pump enclosed in the bed base. A computer sequentially inflates and deflates the cuffs in time with the patient's heart rate. As a result, peak diastolic pressure is significantly decreased, benefiting circulation in the heart muscle and other organs as well. At the same time, systolic pressure is reduced, to the general benefit of the vascular system.

Please contact ScottCare for more information on how ECP therapy can make a difference in your practice.

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## ScottCare Now Offers On-Line Training For the Advantage Monitoring System



Customer service and training are complimentary features that ScottCare offers to all customers. In addition to free phone support, we will now provide online training and conference call training for the *Advantage* system. These new features will allow us to provide continuous training for all Advantage users, at your convenience.

**ADVANTAGE Training Videos:** Advantage users can now receive additional training through our web site, at your convenience! Advantage on-line training videos give an audio/visual presentation of the Advantage software. Videos are a great way to provide additional training for existing staff as well as introductory training for new employees. To access, go to [www.scottcare.com](http://www.scottcare.com) and click on "Customer Service" then "Advantage Training Videos." You will be asked to log on. Please contact ScottCare customer service to acquire a username and password.

Current videos available are as follows:

- Advantage Overview - 1hr.
- Utilities and Configuration - 15 min.
- Program Management - 15 min.
- Single Session Data - 15 min.
- Customizing Reports - 15 min.
- Multi Session Data - 15 min.
- Session Monitoring - 15 min.

**Conference Call Training:** Monthly conference call training sessions will be scheduled through our customer service department to provide additional training for your staff. New topics will be scheduled each month.

- The training session will be advertised in quarterly newsletters and on our company web site. The newsletter will list the upcoming dates and topics of scheduled training sessions.

**EXAMPLE:**

Session: April 28 @ 10 a.m. and 2 p.m. EST  
Topic: Customizing

- All sections will be available to Advantage users. Platinum and Gold customers may

attend training sessions to view the latest features available in the Advantage system and for relevant topics such as Outcomes.

- The training will consist of a 30-minute presentation and 30 minutes of questions and answers. It will take place at two different scheduled times to accommodate East and West coast customers.
- There are 14 available spots for each session. Reservations will be made through customer service. Once a customer has called to reserve a spot for the session, they will receive an email to confirm the day, time and what needs to be done prior to the session. Customers will need access to the Internet to attend training sessions. Additional training seats will be added as demand mandates.

### **Further Training Options:**

- Please call Customer Service at 1-800-243-9412, option 2 with additional questions.
- PC-Anywhere training will be provided to customers that require additional individualized assistance. PC-Anywhere is software that enables customer service to dial into your system and take control of your computer. This software is only available to Advantage and Platinum users.

Individual Conference Call Training can be arranged for those individuals who would benefit from a presentation instead of using PC-Anywhere.

### **Upcoming Training Sessions:**

#### **Call today to reserve your spot!**

- Thursday, April 28<sup>th</sup>, 10 a.m. and 2 p.m. EST; Topic: Customizing
- Thursday, May 12<sup>th</sup>, 10 a.m. and 2 p.m. EST; Topic: Outcomes
- Thursday, June 9<sup>th</sup>, 10 a.m. and 2 p.m. EST; Topic: Single/Multi-Session Reports

For more information on any of ScottCare's training options, please contact Customer Service at 1-800-243-9412, option 2.

## **New Advantage 2.0 Upgrade Delivers Clinical Advantages**

The newest release of Advantage provides for increased functionality and addresses many of the recommendations for improvement we received from our users. The software includes:

- HIPAA security including multi-level access controls, audit trails and more
- New maximum heart rate algorithms
- Improved pacer filtering, protocol and modality management, and
- PDA functionality.

Advantage users should have already received the updated Version 2.0. Please contact customer service if you require assistance in installing the software update.

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## Modality change in Advantage software update

Advantage users will soon be receiving the much anticipated software update, featuring HIPAA compliance features, optional PDA integration features, as well as many other improvements.

One addition is the integration of NuStep to the list of modalities. NuStep 3000 and NuStep 4000 equations will be available to calculate accurate MET levels. Workloads can be set to either model, and MET levels will be calculated from Watts.

Another addition is the availability of two workloads for the treadmill. If a patient is considered to be walking on the treadmill, the workload to be used is the treadmill 3.8 mph. If a patient is considered to be running on the treadmill, the workload to be used is the treadmill 4.2 mph.

### **How to utilize the new features and what steps need to be completed.**

*(Remember: you will first need to load your Advantage software update)*

1. Locate the splash screen (Monitoring, Program Management and Outcomes.)
2. At top left hand corner, click on Options, and then select Protocols.
3. At right, locate Modalities and Exercise Devices.
4. Click the dropdown list for Modality.  
*EXAMPLE: NuStep*
5. Modality device type can be changed in the Device Type textbox according to what model is used.  
*EXAMPLE: Available workloads to choose from are NuStep 3000 or NuStep 4000.*
6. Adjust the workload and select Keep Changes.

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## Customizing Modalities and Exercise Devices

### **To edit current exercise devices:**

1. Locate the splash screen (Monitoring, Program Management, and Outcomes.)
2. At top left hand corner, click on Options, and then select Protocols.
3. At right, locate Modalities and Exercise Devices.
4. Click the dropdown list for Modality: Example: Schwinn Airdyne
5. Modality device type can be changed in the Device Type textbox.  
Example: workload, Airdyne (RPM) or Airdyne (Load) can be used.
6. Adjust the workload and select Keep Changes

### **To create a new exercise device:**

1. Click the dropdown list for modality.
2. Scroll to the bottom and click UNUSED MODE.
3. In the Mode Name textbox, type the new name of your device.  
*Example: Elliptical*
4. In the Short (4 Char.) Name textbox type any 4 characters.
5. Select a Device type from the dropdown list.
6. Click the Keep Changes Button.

*Please note that up to six new modalities can be added.*



## Upcoming Training Sessions

Call today to reserve your spot for one of these training sessions:

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## Quotable Quotes

**“Our greatest glory is not in never falling, but in rising every time we fall.”**

— Confucius

## User Profile: Flagstaff Medical Center, Flagstaff, Arizona

### Lillian Negrón, Lead Clinical Exercise Physiologist, BS, MSW

Since 1936, Flagstaff Medical Center, a member of Northern Arizona Healthcare, has provided high quality healthcare services to residents and visitors to Northern Arizona. The Cardiology department at Flagstaff Medical Center offers a full array of cardiac diagnostic services and provides testing for inpatient and outpatient procedures.

The Center's 15-year-old Cardiac Rehab program consists of Phases I through 4 and a multi-disciplinary team featuring: a Medical Director, RNs, Exercise Physiologist, Dietician, Social Worker, Diabetes Educator, Pharmacist, and Patient Care Tech.

Phase I is an inpatient program where education and ambulation is done with patients who have had an intervention, whether it is a stent placed, angioplasty procedure, open-heart surgery or patients being treated medically. Phase 2 is an outpatient service where patients are monitored on a telemetry system. They participate in rehab three times a week, and exercise training and educational needs are the primary focus.

Phase 3 and 4 incorporate exercise training and education, and patients are not monitored on the telemetry system unless it is required. Patients are empowered to keep track of their exercise regimen and are encouraged to receive education as needed.

The goals for all Phases of the Flagstaff Cardiac Rehab program are to empower patients to take charge of their health by assisting them with an exercise regimen and assisting them in decreasing their personal risk factors (including smoking cessation, hypertension, high cholesterol, obesity, inactivity, diet and nutrition, diabetes and stress). Classes are given on a weekly basis by the multi-disciplinary team. The Exercise Physiologist evaluates and recommends what exercise regimen is appropriate for each individual patient. RNs assess a patient's medical status. Both assist with their educational needs. A home exercise program and a discharge summary are reviewed prior to a patient finishing the program. Patients can participate in Outpatient Cardiac Rehab from 1 to 3 months, depending on their needs and level of physical conditioning.

Flagstaff Medical Center currently uses ScottCare's TeleRehab Advantage. The program upgraded to Advantage one year ago from the Platinum system. They started using ScottCare five years ago when they switched over from the Quinton system.

Lillian Negrón, Lead Clinical Exercise Physiologist, BS, MSW at Flagstaff Medical Center, said, "We love ScottCare's Advantage system. It allows us to monitor more patients at a time, and we are able to generate monthly, daily, discharge and unmonitored reports. It also allows us to multi-task by monitoring patients while editing and completing condensed reports. Other features we like are the alarms that we can set when monitoring patients and customizing forms tailored to our rehab program."

Negrón added, "The ScottCare staff has assisted us in many ways, such as troubleshooting and supplying tech support as needed." Some examples of how ScottCare provides support to Flagstaff include: helping to retrieve data and reports, updating software, implementing a new sound card or CPU when needed, assisting in SF-36 outcomes and cleaning up data files.

Over time, the main change in the program has been the increase in Phase I patients. The newest program, the open-heart program, started in August 2004 and has had positive outcomes.



### Contact Us

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*The FMC-Cardiac Rehab team: (left to right) Lilly Negrón, Lead Clinical Exercise Physiologist, Terri Wilson RN, Karen Evans RN, Kathy Devenney PCT, and Sally Hill RN*

