

interactant \ in-tər-àk-tənt n. (1949): one that interacts. from merriam-webster's collegiate dictionary.

HEALTH CARE SOFTWARE, INC.

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HCS 2008 Tradeshow Line-Up

2008

FEBRUARY 24-28: HIMSS Annual Conference, Orlando, FL - **HCS Booth #3811**

MARCH 26-27: McKnight's Virtual Trade Show

MARCH 31-APRIL 2: AAHSA Future of Aging Services Conference, Washington, DC - **HCS Booth #514**

APRIL 30-MAY 2: NCCBH Annual Conference, Boston, MA - **HCS Booth #19**

MAY 2008: NYAHS Spring Training Institute and Exhibition, Saratoga Springs, NY

MAY 14-16: Spring 2008 ALTHA Conference, Baltimore, MD

JUNE 18-19: PANPHA, Hershey, PA - **HCS Booth #64**

JULY 20-22: LTC Link 2008, Chicago, IL



President's Letter

In reflecting over the past year, I am delighted to say that 2007 was a very good and productive year for HCS. We have had several new clients join HCS including a contract extension with a well-established and long-standing client, Solaris Health System. You can read more about Solaris on page three. I am also happy to report that most of these new clients are either fully implemented or well on their way to completion of go-live. In addition to these new clients, HCS has reached a significant milestone in that our product, **INTERACTANT™**, now serves all fifty United States.

Most of our success over the past thirty-nine years is due in large part to our staff, which continues to be our best asset. Without their dedication, hard work, creativity, and enthusiasm, HCS would not be the success that it is today. Their background, experience, and personalities have come together into a team that has given HCS both depth and capability in creating and maintaining a product we can all be proud of.

I look forward with anticipation to 2008 and hope that this year holds much success.

Sincerely,

Thomas J. Fahey
President



visit us today at www.hcsinteractant.com



New!! Pharmacy Application Enhancements

During the past year, the **INTERACTANT** Pharmacy Application has received a major face lift for use in any healthcare setting including acute, retail, long-term care, and many others.

One of the biggest enhancements is the ability to perform on-line adjudication. This process allows the pharmacy to determine if the drug is covered by the patient's insurance prior to dispensing and bills immediately. On-line adjudicating also decreases the days in accounts receivable for pharmacy charges.

In the complex pharmacy billing environment, **INTERACTANT** is able to streamline the process and choose the payor source for pharmacy charges. **INTERACTANT** recognizes whether the charge should be bundled under the Medicare A per diem rate, billed to Medicare B (flu shots and durable medical equipment), or billed on-line.

An additional enhancement is the creation of transaction queues which allow pharmacists to create and maintain work lists such as orders requiring prior authorizations, and new admissions and transfers.

These are just a few of the enhancements now available in the **INTERACTANT** Pharmacy Application. For additional information, contact your Account Manager today!

NEWS

Solaris Health System Extends Contract with HCS

HCS is pleased to announce that Solaris Health System, Inc. has extended their contract with HCS for support of its **INTERACTANT** Financial Applications. Solaris, based in Edison, NJ, includes a comprehensive network of facilities including acute care hospitals, rehabilitation facilities, long-term care centers, assisted living communities, schools of nursing, medical imaging and therapeutic sciences.

"HCS is extremely pleased to continue its strong partnership with Solaris," states Tom Fahey, President of HCS. "With **INTERACTANT** Applications, including registration, medical records and billing, processes at Solaris are well-managed throughout their multiple sites and billing functions are simplified – from processing claims

to generating statements. As always, Solaris will continue to benefit from the 24/7 support they receive from their dedicated account management team."

"Our use of **INTERACTANT** Applications over the years has driven productivity and decreased staff burden," says Rich Smith, Senior Vice President/CFO of Solaris. "Our quality of care continues to be our main focus and our relationship with HCS allows us to spend more valuable time with our patients."

Solaris Health System encompasses a wide array of organizations, services, and facilities in the Central New Jersey area. Visit www.solarishs.org for additional information.



HCS Honored for Achievement in Product and Service Excellence

The professional consulting firm of Edward Koscic and Associates (EKA) has issued its highest award for excellence to HCS, NJ-based developer of **INTERACTANT**, a fully-integrated management, clinical, and financial information system designed for the continuum of care.

"HCS is the latest recipient of our highest award for achievement and excellence," commented Edward Koscic, EKA president and founder, "recognizing the essential qualities of successful software applications, the character of the company, management, experience in the development of healthcare software solutions, employment of state-of-the-art technology, execution and performance of its applications, and what their customers have to say about them. For many years, HCS has long been a respected developer of high-quality software solutions across the entire healthcare continuum.

We are pleased to recognize HCS for its many achievements."

Supported by a constantly-growing database that evaluates hundreds of healthcare-focused clinical, financial, and payroll applications, EKA delivers information and consulting services to help clients reduce the expense and frustration of selecting and implementing enterprise-class software. With more than fifteen years of experience, the firm provides intelligence to healthcare organizations searching for software solutions. In today's challenging world of electronic medical records and increased reporting and scrutiny from government agencies, providers need a champion on their side. From pre-selection planning through "go-live" and beyond, they assist with the mechanics of the operation and allow provider staff to do what they were trained and hired to do...care for residents and/or patients.

What is the CARE Assessment?



The Medicare Continuity Assessment Record and Evaluation (CARE) is a uniform patient assessment instrument designed to measure differences in patient severity, resource utilization, and outcomes in acute and post-acute settings. The

Centers for Medicare & Medicaid Services (CMS) is developing an assessment tool to gather standardized data on patient health starting from acute hospital discharge through other post-acute settings including skilled nursing, home health, long-term care hospitals, and inpatient rehabilitation hospitals.

This tool will be used to standardize program information on Medicare beneficiary acuity

at discharge, document medical severity, functional status, and other factors related to outcomes and resource utilization at admission, discharge, and interim times during post-acute treatment. The goal is to understand the relationship between severity of illness, functional status, social support factors, and resource utilization. The CARE instrument will be used in the Post-Acute Care (PAC) Payment Reform Demonstration

program mandated by Section 5008 of the Deficit Reduction Act of 2005 to develop payment groups that reflect severity, related cost, and resource

use across post-acute settings. CMS will use the data from the CARE instrument to examine the degree to which the items on the instrument can be used to predict beneficiary resource use and outcomes. CMS is testing this tool in five types of provider settings with nationwide expansion in 2008.

“The goal is to understand the relationship between severity of illness, functional status, social support factors, and resource utilization.”

It's getting closer all the time – nationwide adoption of the Electronic Health Record.

Now look around... if you find an organization that's not concerned, they are probably using **INTERACTANT™**, the fully integrated Clinical and Financial System from HCS. **INTERACTANT** users experience real-time access to clinical information across multiple care settings, resulting in streamlined clinical and business operations.

How Prepared Are You?

With over 37 years of experience in providing healthcare information systems, HCS is the right partner to prepare and transition your organization to a fully electronic medical record, an initial step to the EHR. Our broad base of integrated applications and industry-leading technology will give you confidence in knowing that you will be ready.



INTERACTANT™

Fully Integrated Clinical And Financial Information System



“The technical support we have received from HCS has been effective, efficient, and timely. When asked to recommend an IT vendor, we highly recommend HCS.”



Health Care Software, Inc. | 800-524-1038 | www.hcsinteractant.com |



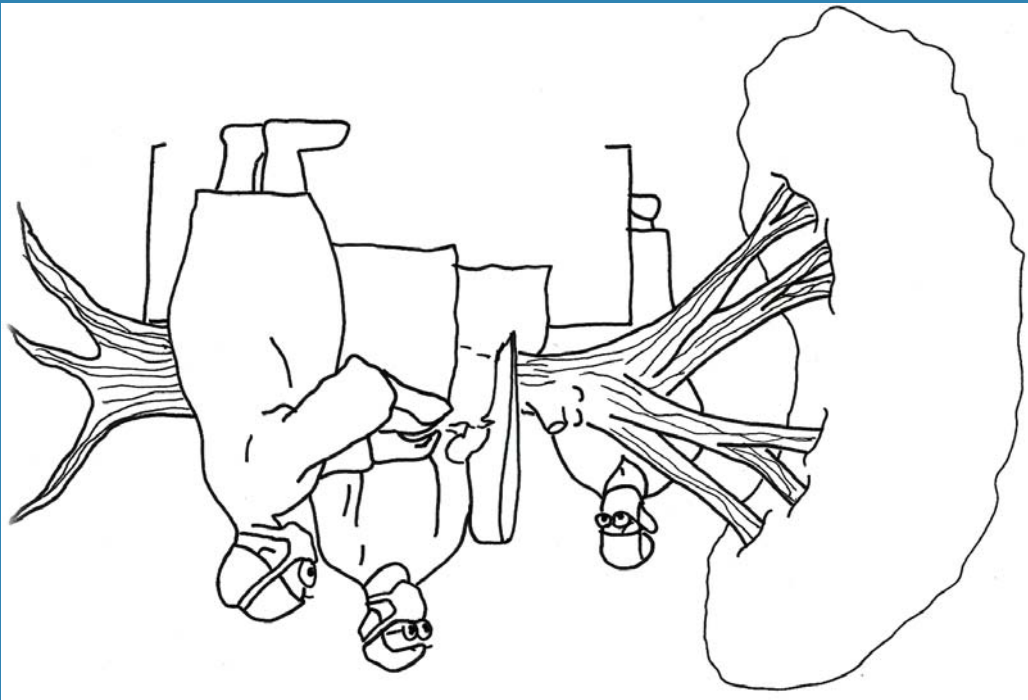
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Discover INTERACTANT™



Write the Caption and Win a Prize!

Write a caption for the cartoon and we will send you a prize! You can either fax your caption entry to 732-938-5380 or email it to newsletter@hcsinteractant.com with "Caption" in the subject line. Include your name, title, email, company, mailing address, and phone number and we will send you a prize!