



Proven Solutions for Cost Containment

PMSI DEMONSTRATES POSITIVE OUTCOMES FROM CLINICALLY MANAGED HOME HEALTH CARE PROGRAM

Tampa, FL (January 30, 2012) – [PMSI](#), one of the nation's largest and most experienced companies focused on workers' compensation cost containment, today announced the completion of an extensive outcomes analysis of its growing Home Health Care program. The company cites the integration of its proprietary medical guidelines into the delivery of its home health care services as the driver of up to 18% annualized utilization savings for its clients.

Launched in 2010, PMSI's Home Health Care program evolved from the company's long history of managing high-risk and complex claims across the medical and pharmacy spectrum. The program is rooted in evidence-based medical protocols which deliver clear, objective and repeatable outcomes, enabling cost containment and patient-centric care management for both short- and long-term claims.

"PMSI's unique differentiator is our ability to capture patient-level claims data across all treatment areas, evaluate it using our proprietary analytical tools and deliver targeted, proactive action plans faster than anyone else in the industry," said Pat Sullivan, President of Specialty Services for PMSI. "As one of the industry's largest specialty services providers, we have the breadth and depth of resources, including over 65 credentialed pharmacists, nurses, clinicians, care coordinators, and informatics staff, to deliver high quality and cost-effective home health care services."

more

Other key highlights from PMSI's analysis include:

- Clinically based electrotherapy utilization control protocols reduced average injured worker annual cost by 15% or \$300 per claim
- An aggressive utilization management and product substitution approach for cold therapy and electrotherapy products yielded over \$200,000 annual savings for PMSI's clients
- Evidence-based clinical triggers identified multiple cases involving duplication of care with home-based Physical and Occupational therapy modalities. PMSI's licensed registered nurses worked aggressively with each client to mitigate future occurrences of unnecessary care—resulting in over \$4,000 of actual dollar savings on each claim.

“With our clinical expertise integrated at the core of everything we do, PMSI is able to make an impact across the entire claims lifecycle—spanning pharmacy, medical services and equipment, home health care all the way through settlement services,” said Sullivan. “No other workers’ compensation company can come close to our breadth of programs and superior clinical integration—all built and refined over the past 35 years.”

PMSI offers insight into industry topics in short video segments at [PMSI's ExpertInsights](#).

About PMSI:

Founded in 1976, PMSI is a leader in developing solutions to control the growth of medical costs in workers’ compensation. As one of the nation’s largest and most experienced companies focused solely on workers’ compensation, we deliver proven solutions for cost containment across the claims lifecycle. PMSI’s solutions for Pharmacy, Medical Services and Equipment, and Settlement Solutions deliver quantifiable results and improve the quality of care for injured workers. We provide our customers with the innovation, focus, expertise, analytics and technology needed to successfully deliver workers’ compensation benefits.

For more information, visit www.pmsionline.com or call 877.ASK.PMSI.

###