



PharmaSmart™

MANAGED CARE IMPLEMENTATION WITH THE PHARMASmart BLOOD PRESSURE MANAGEMENT PROGRAM

“Discover Hypertension Before It Impacts Your Business”



ANY QUESTIONS OR CONCERNS:

Please feel free to give us a call at:

1.800.781.0323

Healthier, Happier, and More Productive Employees

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“My job is giving me migraines, high blood pressure, chest pains, and bleeding ulcers. I’d quit, but I like their health plan.”

PharmaSmart Inc.
Introduction Program Biography

PharmaSmart is proud to introduce an on-site blood pressure management program for your employees to discover and manage hypertension in the workplace before it impacts business. Our company is at the forefront of progressive patient care programs. This booklet is designed to provide you a brief overview of our technology and how we can provide the tools and education to ensure success of this program.

“Invest in Your Most Important Asset- Your Employees”

Cardiovascular disease is the # 1 killer in America. The most common contributor is high blood pressure known as the “silent killer” which affects 1 in 3 American workers. 65% of hypertensive workers are either untreated or uncontrolled. Chronic, preventable diseases like hypertension are the leading cause of direct health care costs to employers. Untreated hypertension results in 33% more sick days-the #1 health related cost to employers.

“PharmaSmart realizes your chief asset is your employees. This Blood Pressure Management Program provides a convenient, on-site effective blood pressure management program that will discover high-risk employees, maximize participation and promote a healthier workforce. Bottom line, we want to help you save lives, and improve the health and productivity of your employees.”

Benefit to Employers:

- ❑ Healthier, happier employees
- ❑ Lower absenteeism
- ❑ Improved productivity
- ❑ Prevents development of costly, debilitating complications associated with hypertension
- ❑ Compliments and reinforces other wellness initiatives/incentives already in place
- ❑ Return on Investment

Benefit to Employees

- ❑ Access to on-site, convenient, and accurate blood pressure tracking and reporting
- ❑ Improved access to health information and services
- ❑ Enhanced empowerment and self care through education and awareness
- ❑ Higher employee satisfaction
- ❑ Better health outcomes

Managed Care Toolkit- Successful Implementation of the Program

Getting Started with PharmaSmart Blood Pressure Management Program- We want you to succeed, not only for your company's bottom line but also for your employee's health. Listed below are recommendations that will ensure success with this program

- ❑ Create a start date in parallel with current wellness programs in place
- ❑ Determine optimal location for the PharmaSmart kiosk in a high traffic area (employee lounge, break area, reception, or cafeteria)
- ❑ Identify an on-site coordinator to support the efforts and sustain the program over time. The coordinator will dedicate time to this specific initiative and provide direction and education to employees as needed:
 - Coordinator will understand program objectives- to discover and drive compliance for at risk employees
 - Reinforce proper use of the kiosk and educate employees on variables that may affect blood pressure and provide proper educational materials
 - Reinforce the importance of tracking blood pressure with the Smart Card and the benefits for the users as many variables affect blood pressure
 - ❑ Employees are encouraged to take a minimum of 2 readings per sitting and take the average of 10 readings- this will provide an action step to share results with their healthcare provider if there are any abnormal trends

****In order to ensure accurate readings- users should be at rest before hitting the start button, and do not talk, move or lean during their test.**

SUCCESSFUL WAYS TO PROMOTE THE PROGRAM

- ❑ Integrate as part of an incentive program- Employees need to perceive that the company cares about them and their health.
- ❑ Launch an email alert out to all employees to promote this new program along with a Health Risk Assessment or wellness incentive program
- ❑ Frequent and regular contact with employees through campaigns, posters, easels, newsletters. Display in high traffic areas like cafeterias, lounges, and elevators. Use pamphlets for mailboxes and paycheck inserts
- ❑ Provide an online blood pressure tracker on your website for employees to track their blood pressure trends over time and have the ability to share with their healthcare provider
- ❑ Customize panels on kiosk and LCD screen to provide educational intervention/
 - Examples) Current wellness initiatives, Healthy Eating, DASH Diet, Blood Pressure Fluctuation

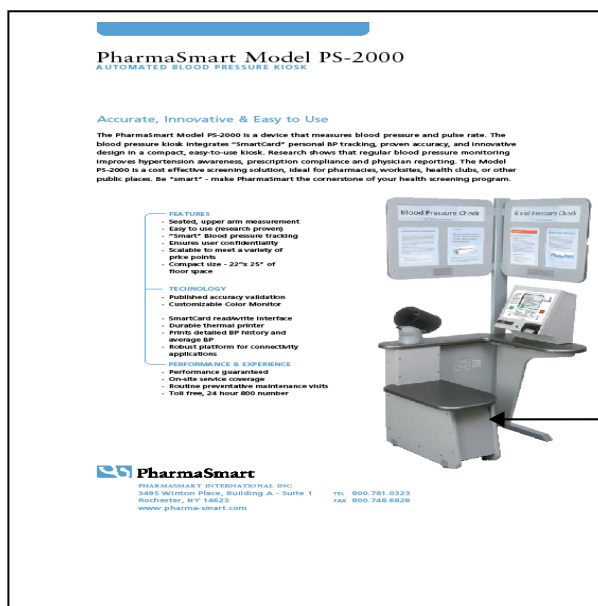
*****This will reinforce the importance of employees taking an active role in improving and managing their blood pressure.

Familiarizing your staff with the Blood Pressure Model PS 2000 Kiosk Basic Steps to ensure functionality

1. Key & Storage Compartment: This is below the seat of the Kiosk – Key must be kept with key contact
2. Changing Paper – Easy 5 step process

1.) Kiosk – Storage Compartment

Key = KEEP ACCESSIBLE AT ALL TIMES



Use Key to Unlock

STORAGE Compartment is located UNDERNEATH SEAT
Stores paper & log sheets only



2.) Changing Paper – 5 Easy Steps to Changing Paper & Fixing Paper Jams

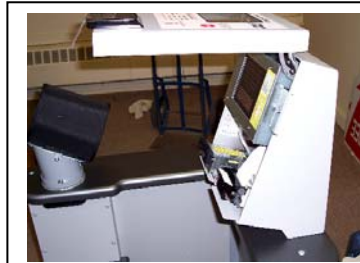


Figure 1: Kiosk Head Unlocks with Same Key Used for Storage Compartment

Step 1

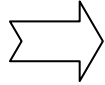


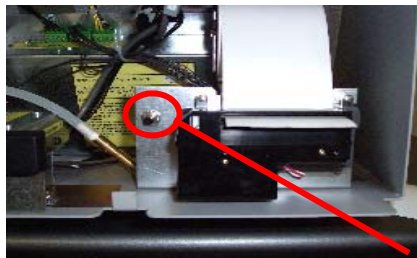
Figure 2: Pin & Paper Remove pin, insert pin into new paper roll, lay pin and paper roll back onto frame. Paper feeds from the top of the roll.

Step 2



Figure 3: Feeding paper Insert paper into feeder – wait 2 seconds until it catches onto feeder

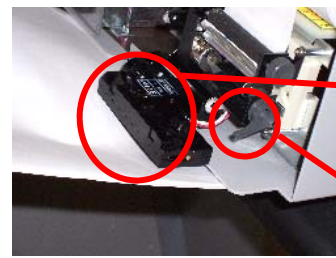
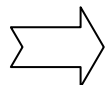
Step 3



*Black Button

(1)
Figure 4: Feeding Paper Press and depress black button (1) to feed enough paper through paper slot, close Kiosk Head and lock it with key, **MAKE SURE** paper is visible, **TEST** by pressing start and measure blood pressure. If experiencing problems while loading paper contact 800.781.0323

Step 4



(2) Feeder

(1) Lever

Figure 5: Fixing Paper Jam Open Kiosk Head, lightly pull down lever (1) on side of paper feeder (2), open paper feeder, pull paper out, close feeder, push lever back up, re-insert paper through feeder just as if you were installing a brand new role, when completed, close and lock Kiosk Head, **RESTART** Kiosk, Test to ensure paper installed properly. If experiencing problems; call 800.781.0320.

Step 5: Paper Jams Only

IF YOU EXPERIENCE PROBLEMS EITHER WHILE LOADING PAPER OR ARE DEALING WITH A PAPER JAM CALL 800.781.0323 – ALWAYS MAKE SURE PAPER IS LOADED AND FUNCTIONING PROPERLY.

**PharmaSmart Clinical Accuracy – Cuff Design. Accuracy Statement,
Accuracy Q&A & Blood Pressure Fluctuates Education**

The PharmaSmart cuff is considered a “one size fits all” and is accurate for the widest range of arm sizes. This cuff eliminates any opportunity for error for taking a proper blood pressure measurement. Many studies have shown that the most common reasons for inaccurate blood pressure readings are incorrect application and improper cuff size.

Experts in Blood Pressure Management

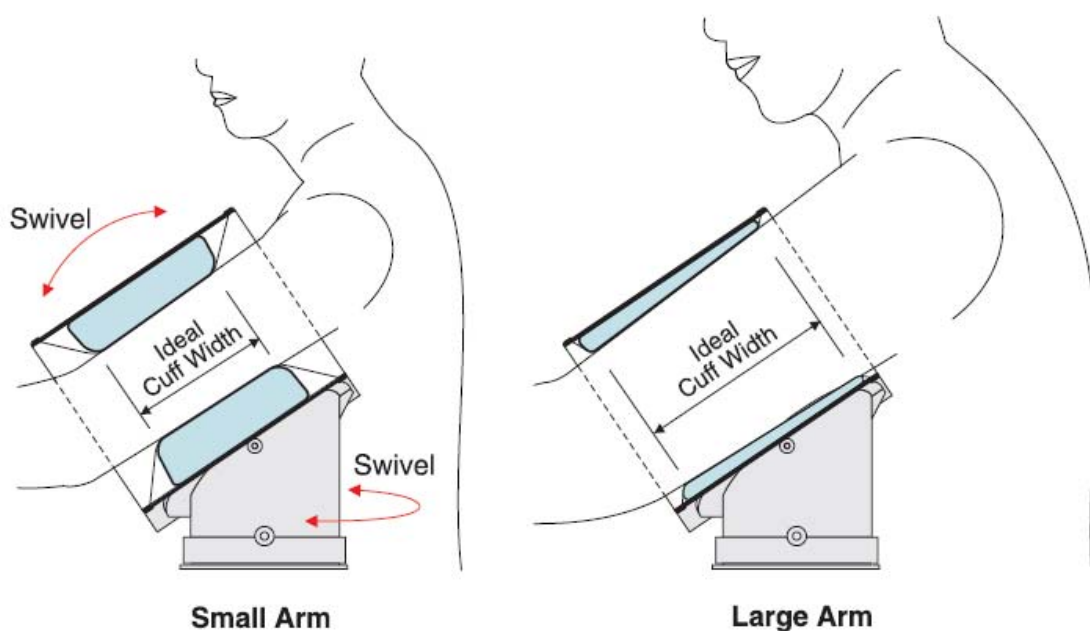


Patented BP Cuff Technology (US Patent #: 7,166,077)

The PharmaSmart non-invasive cuff incorporates a breakthrough design that enables accurate readings for the full range of adult arm sizes, achieving accuracy that would traditionally require small, medium, and large cuff sizes.

The cuff uniquely maintains the ideal contact width for different arm circumferences. This eliminates the problems caused by improper selection or application of the cuff.

The PharmaSmart cuff also swivels on two planes to provide maximum user comfort, and allow correct posture.



- Cuff maintains ideal cuff width (40% of circumference).
- Cuff incorporates 2 axis swivel so it adjusts to arm.

PharmaSmart Accuracy Statement



Pharma-Smart PS-2000 Proven Accuracy

The Pharma-Smart PS-2000 BP Monitor is designed to measure BP in accordance with AHA guidelines¹ for general screening: seated, brachial artery measurement at the level of the heart.

The model PS-2000 oscillometric technology and unique cuff design has been clinically evaluated for compliance with The Association for the Advancement of Medical Instrumentation's standard (AAMI) and to a modified British Hypertension Society (BHS) Protocol.² The clinical study was performed at the University of Tennessee, and the results were published in the technical research journal **Blood Pressure Monitoring (vol 9, no 1)**.

Subjects tested ranged in age from 18 to 74, with the average age of 40. Arm size ranged from 22 to 38 cm in circumference. Resting systolic BP ranged from 91 to 252 mmHg, and resting diastolic pressure ranged from 57 to 160 mmHg. There were 44 males, and 41 females. For each subject the readings obtained by the PS-2000 were compared with auscultatory readings obtained by two clinicians, blinded to the results of each other and the device. The manual reference measurements were alternated with the readings obtained by the device.

The study concluded: "The Pharma-Smart PS-2000 met the AAMI (FDA) requirements for accuracy. Most notably, the mean difference between well-trained clinicians and the device readings were very small (**0.07 systolic and -0.3 diastolic**). Further, when analyzed in accordance to the BHS evaluation protocol, the PS-2000 achieved the highest grade - an 'A'. It is well suited for its role as a high volume, self-administered BP screening device."

To view the full text of the published clinical study, visit our website:

www.pharma-smart.com

¹ Association for the Advancement of Medical Instrumentation, American National standard: Manual, electronic or automated sphygmomanometers. Arlington, Virginia: AAMI; 2002

² O'Brien E, Petrie J, Littler WA, DeSwiet M, Padfield PL, Altman D, et al. The British Hypertension Society protocol for the evaluation of blood pressure measuring devices. J Hypertens 1993; 11(suppl 2): S43-S63

³ Alpert BS. Validation of the Pharma-Smart PS-2000 public use blood pressure monitor. Blood Pressure Monitoring 2004, 9:19-23

THE PHARMASmart BP MONITOR: ACCURACY Q&A

Q: Is the PharmaSmart unit accurate? Yes. PharmaSmart technology has been validated through independent, published clinical trials. The research has determined that PharmaSmart equipment conforms to AAMI (US-FDA) and BHS (UK) guidelines for device accuracy. Measurements on the PharmaSmart device are equivalent to those obtained by a trained blood pressure technician. Clinical research is available on our website: www.pharma-smart.com

Q: Are users getting higher readings on the PharmaSmart unit than our previous BP unit? A: Some of your regular users will take time to adjust to the new PharmaSmart equipment, and they may get the impression that the equipment is reading higher (or lower). Common reasons include:

- 1) **“White Coat” Response.** Studies show that approximately 20% of patients with mild hypertension exhibit “white coat” hypertension – an increase in blood pressure from being exposed to a clinical setting. Similarly, customers may experience a BP spike in response to using a new and unfamiliar BP kiosk.
- 2) **Normal Fluctuation.** It is normal for blood pressure to fluctuate significantly. Many users will misinterpret high or low readings as inaccurate readings from an unfamiliar BP unit, when in fact they are seeing normal fluctuations in their readings. Encourage users to maintain a history of their BP readings over time and to evaluate their ‘average’ blood pressure. The BP Smart Card is ideally suited for this purpose.

Q: What if several people express accuracy concerns in the same day? Many PharmaSmart units complete over 100 tests/day. Two or three accuracy questions in one day still represent a very small percentage of users of equipment users. Once again, encourage users to keep a history and determine their “average” blood pressure over time.

Q: How do I respond to a customer questioning a reading?

Ensure Proper Usage Technique. The user should rest, seated at the unit for at least a full minute prior to commencing the test. This will allow them to return to a resting pulse. Also ensure they are using the proper arm position. A diagram on the instruction panel indicates the correct arm position. The elbow should go all the way through the cuff and rest on the “table top” surface. Users should refrain from talking or moving during the test.

Educate about BP Fluctuation. Information on the PharmaSmart unit states: *“Blood pressure normally fluctuates. Studies show that variations in systolic and diastolic pressure can change as much as 10 to 30 points within a few minutes. The average of repeated measurements over a period of time is the best indication of your blood pressure.”* Also, see the attached educational sheet on fluctuation. This can be used as an educational handout.

Encourage Smart Card BP Tracking. The BP Smart Card allows users to determine their average BP from multiple readings taken over a period of time. Clinically, this information is much more useful than one or two readings taken at a single sitting. Encourage all users to use a blood pressure smart card to track their readings.

MORE QUESTIONS: Call PharmaSmart @ (800) 781-0323

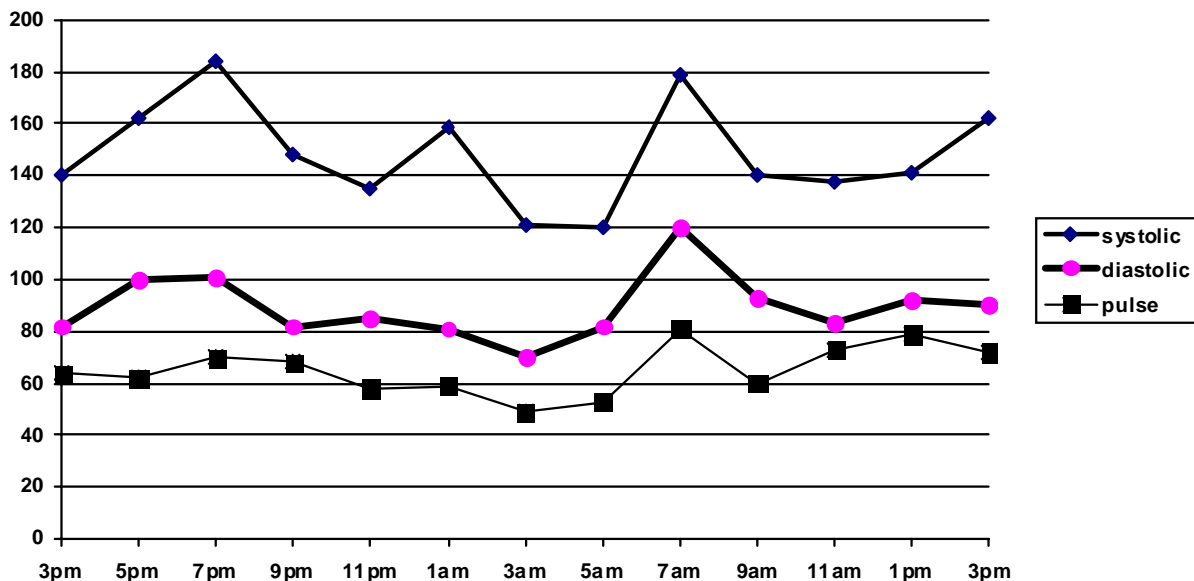
Blood Pressure Fluctuates Education

Blood Pressure Fluctuates

Blood pressure fluctuation can be a very difficult principle for your employees and your personnel to understand. As an aid to explaining this concept to them, we suggest that you refer them to the chart below.

The chart graphically illustrates just how much blood pressure can fluctuate over the course of a single day. The information displayed was gathered by a 24-hour ambulatory blood pressure monitor worn by a single person for one entire day.

This person's average blood pressure is about 144/87, but the systolic varied from 118 to 184, and the diastolic ranged from 70 to 120. Many factors effect blood pressure, and these types of fluctuations should be expected. Please encourage users to take the average of 8 to 10 readings over a period of time. Only then will they have a good indication of their average blood pressure.



For more information contact PharmaSmart, (800) 781-0323

Things you should know:

1. Relocating a PharmaSmart Kiosk.



- Ensure the power cord is secured by wrapping the cord around the cuff assembly. This will prevent it from becoming entangled during movement.
- If you are relocating the model PS1500 or PS 2000, please remove the paper and the paper pin prior to relocating the blood pressure monitor. Please put these in a safe place, such as the storage compartment under the seat, as they will need to be reinstalled after the unit is relocated.
- Position the handcart on the back of the unit (seat assembly will be on the right side and the sign post will be on the left side - see picture to the left), be careful that the power cord does not rub on the cart wheels and that the unit is balanced to prevent it from falling over on one side.
- Tip the handcart back and allow the unit to rest on the cart rails and the foot base (as shown in the picture to the left).
- Relocate the unit to the new location and adjust the feet so that the unit is stable. Verify the printer roll is properly installed and test the unit.

Special Instructions

- If the unit is being moved by truck (or other vehicle) **DO NOT** lay the unit on its back or side.
- Remove the plastic sleeves, which hold the window posters and the sign header from the sign and put them in a safe place until they can be re-inserted into the sign at the new location.
- Remove the sign post and plastic sign using a hex key to remove the 2 screws attaching the sign assembly to the unit. Transport the unit in an upright position and place the signage in a safe and secure manner to prevent damage.
- Once the unit has been relocated, reinstall the sign, securing it with the 2 screws that were previously removed and re-insert the window posters.
- If you have any questions, please call 1-800-781-0323 for additional assistance as required.

Please note that the unit calibration will not be affected if reasonable care is taken when relocating.
If the unit requires service it will display an error code when powered up.