



Safe, Effective, & Preferred by Patients

Home Infusion

No matter how nice the staff or how competent the care, no patient wants to be in the hospital. Patients want the best possible care in the most comfortable environment. When healthcare professionals fully utilize the home infusion services of Dura-Med, the healthcare team creates a win-win-win situation for patients, third party payors, and hospitals.

Studies have repeatedly shown that home infusion therapy proves safe and effective compared to infusion therapy for hospital inpatients. A study published recently in the British Medical Journal compared home IV and hospital IV for patients with cellulitis. This study compared outcomes by measuring the number of days until there was no advancement in cellulitis, number of days on IV antibiotics, and number of days on oral antibiotics. The outcomes were virtually the same and showed no statistical difference except for one measure: patient satisfaction. Five percent of patients receiving home IV said they would have preferred hospitalization while 33% of hospitalized patients said they would have preferred home IV. This outcome simply confirms what many practitioners have known intuitively for years: "Where homecare is an option, patients want it."



In addition, home infusion therapy serves as one of those convenient cases where your patient's preferred treatment costs less. One study showed that home infusion for antibiotics costs only 23% of the same therapy delivered in a skilled nursing facility and only 15% of the same therapy delivered in a hospital. Even more interesting is how reducing healthcare costs in the long run creates immediate financial advantages for hospitals. Medicare payment systems for hospitals strongly reward early supported discharge, and many cases are actually more profitable for hospitals when they are shorter. As you can see, when the home infusion services of Dura-Med are fully utilized, patients enjoy the comforts of home, third party payors enjoy downward trends in healthcare costs, and hospitals enjoy increased profitability with Medicare.

General Criteria for Determining the Best Setting for Infusion Therapy

- Patient should be clinically stable
- If your patient requires human assistance at home, is adequate assistance available? When physicians and case managers call, Dura-Med will coordinate home nursing as a standard part of their service.
- When adverse reaction to the therapy is a concern, has your patient already demonstrated a tolerance for the prescribed therapy?
- Payor source – does the patient have a prescription plan that will cover the cost of the medication once discharged from the in-patient setting? Is the home infusion company in-network with the patient's insurance? As a pharmacy member of the nationwide Vital-Care home infusion company, Dura-Med is in network with more insurance companies such as Tri-Care Prime and Vista.

When considering these variables, call Dura-Med for straightforward assistance. The knowledgeable staff available at our referral line can answer all your questions concisely. With Dura-Med, you can even speak to the pharmacist. On the unusual occasions when Dura-Med is not the best provider for your particular patient, we will tell you who is. That is one part of the Dura-Med difference.



Responding to Referrals in as little as One Hour!

One Hour Response to Referrals

Phone 800-867-0925

Fax 800-890-2318

One Call Gets It All

- Scooters & Wheelchairs
- Home Medical Equipment
- Home Infusion
- Home Oxygen
- Medical Supplies
- Respiratory Services
- Enteral Feedings
- Parenteral Nutrition
- Retail Pharmacy
- Pharmacy Compounding

A Team of More than 20 Caring Professionals Including

- Pharmacists
- Pharmacy Technicians
- compounding certified
- Pedorthist
- Certified Orthotic Fitters
- Nursing
- Certified Maintenance Technicians

Five Locations to Serve You Better

- Jay, FL
- Milton, FL
- Evergreen, AL
- Flomaton, AL
- Waynesboro, MS

ACHC Accredited

Please Offer Dura-Med to your Patients

## REFERENCES

1. Caplan GA, Ward JA, Brennan NJ, et al. Hospital in the home: a randomised controlled trial. *Med J Aust.* 1999; 170: 156-160.
2. Corwin P, Toop L, McGeoch G, et al. Randomised controlled trial of intravenous antibiotic treatment for cellulitis at home compared with hospital. *BMJ.* 2005;330:129.
3. Eron LJ, Passos S. Early Discharge of Infected Patients Through Appropriate Antibiotic Use. *Archives of Internal Medicine.* 2001; 161(1): 61-65.
4. Dalovisio, J, et al, "Financial Impact of a Home Intravenous Antibiotic Program on a Medicare Managed Care Program," *Clinical Infectious Disease*, 2000.