

## PRESS RELEASE

**FREDONIA, WI; BOSTON, MA** (August 13, 2007) – The Home Care Information Network (HCIN) announced today the signing of a partnership agreement with the Visiting Nurse Associations of America (VNAA), the national association for non-profit, community-based visiting nurse agencies.

Through this new partnership, the VNAA will have access to HCIN's online video streaming technology and infrastructure to develop a variety of courses and seminars for its members. Previously, the VNAA relied on telephone conference calls and CD recordings to disseminate the content of its "Chronic Care Clearinghouse" (CCC).

The CCC is a grant-supported educational venture offering VNAA member organizations clinical education, from university-level professors and clinical home care specialists, in caring for persons with Diabetes, Congestive Heart Failure and Chronic Obstructive Pulmonary Disease. An earmarked Congressional grant, initially administered through the Centers for Disease Control and Prevention (CDC), provided seed money for the CCC. Ongoing support is provided through grants from LANTUS, an insulin drug provided by Sanofi Aventis, and the American Heart Association (AHA).

Funding sources require that CCC educational content undergo rigorous peer review. An elaborate process to develop and approve instructional materials was implemented by the VNAA and approved by the CDC and subsequent grantors. The grants make it possible for the VNAA to make all CCC programs available at no charge to its members. Through its arrangement with HCIN, the VNAA will make these courses available to non-members for purchase as well.

Converting from audio conferences to online streaming video will add convenience for VNA clinicians and administrators as well. Instead of gathering staff at a single location at a specified time for an audio conference, learners will be able to view a rich media presentation, including audio, video and slides, at any time, wherever they have Internet connectivity. The HCIN education system includes post-tests and a complete learning management system to enable local VNAs and the national association to track viewer participation and continuing education credits earned.

VNAA CEO Andy Carter explained that HCIN was selected as a partner because of its technology's capacity to bring more benefits to VNAA members. "The goal of this collaboration between VNAA and HCIN is to bring value to member agencies," Carter stated. "The partnership allows VNAA to expand our ability to provide members with convenient, state of the art educational content on clinical, regulatory, administrative and business developments at minimal expense."

HCIN president Tom Williams added that the first product of the new collaboration is already available, both to VNAA members and other home care companies. "The idea for this partnership developed after we invited the VNAA's Bob Wardwell to be a part of our '*Success Strategies for a New PPS Era*' series," Williams said.

"Our interview with Wardwell is not a part of the Chronic Care project but is the first segment in HCIN's multi-program series addressing forthcoming changes to Medicare's home health payment system. We wanted to kick the series off with the best and, as the former leader of the CMS team that created PPS seven years ago, Wardwell was our first choice. We are grateful to Bob for doing such a great job in the interview, and to Andy and the VNAA for making him available to HCIN and, through us, to all home care providers."

VNAA members will be able to access both the Wardwell PPS interview and, eventually, CCC programming by logging into the member portal on the VNAA web site. Non-members can find the Wardwell interview and other HCIN educational content at [www.homecareinformation.net](http://www.homecareinformation.net).

**About VNAA**

Visiting Nurse Associations of America (VNAA), based in Boston, MA,\* is the official national association for non-profit, community-based visiting nurse agencies. For more than a century, Visiting Nurse Associations (VNAs) have delivered high quality care throughout the United States, setting a standard of excellence. VNAs were founded with a mission to provide efficient, compassionate and cost-effective home healthcare. Today, VNAs continue to fulfill this mission by serving more than 4 million individuals a year in urban and rural areas. Contact VNAA at 617-737-3200 or [www.vnaa.org](http://www.vnaa.org) \*The VNAA recently announced it is moving its headquarters to Washington, DC in 2008

**About HCIN**

The Home Care Information Network is an educational venture of Stony Hill Management, Inc., a home health care technology consulting firm based in Fredonia, WI. Launched in spring 2006, HCIN distributes educational content from leading industry experts, via state-of-the-art online streaming video technology. Utilizing *rich media* capture and distribution technology from Sonic Foundry, ([www.sonicfoundry.com](http://www.sonicfoundry.com)), HCIN provides an effective low cost learning experience to thousands of clinical and administrative staff from nearly 2,000 home care agencies. HCIN courses address the educational needs of nurses, therapists, financial staff, managers and administrators. For information, contact Randy Weisheit at 262-692-2270 or visit [www.homecareinformation.net](http://www.homecareinformation.net).