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# Omnicell Showcases Expanded Portfolio of Award-Winning Medication Management Solutions at Annual ASHP Midyear Meeting

## New and Innovative Products Deliver Safer, More Efficient Ways to Manage Medications and Supplies Across All Care Settings

Mountain View, Calif., Dec. 1, 2016 /PRNewswire/ -- Omnicell, Inc., (NASDAQ: OMCL) a leading provider of medication and supply management solutions and adherence tools for healthcare systems and pharmacies, today revealed the broad range of products for acute and non-acute care it will feature at this year's American Society of Health-System Pharmacists 2016 Midyear Meeting, to be held in Las Vegas from December 5-7.



In addition to Omnicell's 2016 Best in KLAS automated medication dispensing cabinets, new solutions to be displayed include:

- **Performance Center**, a unique software and services offering designed to manage drug costs and waste and improve pharmacy efficiency
- **Robotic IV Insourcing Solution™** (RIIS), which offers pharmacies a comprehensive, turnkey approach to insourcing sterile compounding
- Product enhancements offered through **Omnicell's latest 21.0 software release**, including Closed-Loop Dose Accountability—which builds on Omnicell's interoperability package with Epic—and improvements to Omnicell's unique **SinglePointe™** solution for managing patient-specific medications
- **New medication adherence solutions**—software and hardware tools to aid pharmacies in filling **SureMed®** by Omnicell multi-medication blister cards to support increased medication adherence

"With this year's acquisition of Aesynt, Omnicell has added new distinct capabilities and is now uniquely positioned to offer customers a complete set of innovative solutions that not only ensures safer and higher quality care for patients, but also helps increase medication adherence and reduce readmissions," said Joe Lynch, vice president, Marketing at Omnicell.

"Our recent Best in KLAS award for Automated Medication Dispensing Cabinets marks the 11th consecutive year we have received top honors in this category, signifying the impact that Omnicell products have on the way medications and supplies are managed."

A broad range of solutions will be displayed in booth #420 for the following areas:

### Patient Care

On average, one medication error occurs per patient, per day in U.S. hospitals.[i] With its latest 21.0 software release, Omnicell has further improved safety, security and efficiency in the medication process. New **Closed-Loop Dose Accountability** automatically compares medications dispensed and/or wasted from the Omnicell cabinet versus those documented as administered in the Epic electronic health record (EHR), minimizing the risk of drug diversion and saving nurse and pharmacy time. The 21.0 release also enhances Omnicell's unique **SinglePointe** software for managing patient-specific medications. SinglePointe now automatically assigns locations based on medication type, providing greater inventory control. For example, controlled substances and high-value medications are assigned to metal locking lid drawers for greater security.

**Central Pharmacy**

Controlled substances account for between 10 percent and 11 percent of all prescriptions written in the United States.[ii] Omnicell's **Controlled Substance Manager** monitors medication distribution anomalies and chain of custody in real time, tightening inventory control, supporting quick resolution of discrepancies, and providing comprehensive compliance documentation for government agencies.

Omnicell's **Central Pharmacy Manager** software automates manual processes to optimize inventory, floor space, and staff time. The software works with medication carousels to consolidate medication storage and streamline picking and stocking processes and significantly reduces time spent on ordering and receiving medications. By integrating with Omnicell's **Satellite Pharmacy Manager** software, Central Pharmacy Manager provides inventory visibility and automated replenishment for satellite pharmacies and clinics, enabling smarter purchasing decisions.

Managing 90% or more of a hospital's daily medication volume, **ROBOT-Rx®**, which was awarded 2016 KLAS Category Leader for Pharmacy Automation: Robots (Oral Solid), automates medication storage, selection, return, and restocking functions. It also reduces pharmacy labor and lowers medication inventory.

**Optimized Pharmacy Operations**

A recent study by the American Hospital Association and the Federation of American Hospitals showed that between 2013 and 2015 inpatient drug spending increased an average 23.4 percent annually, and on a per admission basis, by 38.7 percent.[iii]

To help health systems tackle drug costs and other pharmacy challenges, Omnicell recently introduced the **Performance Center**. This unique software and services offering provides a team of pharmacy and supply chain experts to constantly review pharmacy data to reduce costs and improve enterprise-wide management of one of the health system's largest cost centers. Customers will experience benefits such as improved inventory optimization, reduced expired medications, and compliance with 340B and Controlled Substance Ordering System (CSOS) regulations.

Current Performance Center customers are already attaining:

- 2.2% average annual medication spend savings
- 20.3% average reduction in inventory levels
- 77.8% increase in inventory turns.

Learn more about the Performance Center from Omnicell chairman, president, CEO and founder Randall Lipps at http://bcove.me/ak22pf23.

**IV Compounding**

Data shows that nearly 1 out of 10 IVs are not being prepared within guidelines, which presents a serious risk to both hospitals and their patients.[iv] Also, with IV/Injectables constituting 80% of drug spend and 56% of pharmacy costs, pharmacists are now searching for a better way to both increase safety and decrease expenses.[v] Omnicell's **Robotic IV Insourcing Solution** (RIIS) offers pharmacies a comprehensive, turnkey approach to insourcing sterile compounding. Advanced IV robotic technology, novel data services and application support, and expertly trained pharmacy technician staff provide hospitals with everything they need to bring safe, cost-effective, sterile compounding in-house.

**Analytics**

According to recent statistics, more than 100,000 doctors, nurses, technicians, and other health providers struggle with drug abuse or addiction.[vi] Hospitals that use **Omnicell Analytics** software can reduce the time needed to audit clinician transactions at the automated dispensing cabinets, and facilitate documentation of suspected diversion. Shortening the time it takes to detect a diversion incident helps reduce risks to both patients and institutions.

**Surgical and Specialty Care**

The results of a recently published prospective study found that about 1 in 20 perioperative medication administrations and half of all surgical procedures resulted in a medication error and/or adverse drug event.[vii] In addition to securing controlled substances, Omnicell's **Anesthesia Workstation—**part of the Unity platform—manages and stores medications securely in the OR and offers technology to help address medication label errors. In addition, the unique breakaway bar on the

Anesthesia Workstation enables quick access to emergency medications.

**Non-Acute Care**

The number of Americans affected by at least one chronic condition requiring medication therapy is expected to increase to 157 million by 2020.[viii] To help this growing patient population manage their conditions, outpatient pharmacists are investing in adherence solutions, including medication therapy management, medication synchronization, and adherence packaging.

Omnicell offers a suite of products designed to increase patient access to medication adherence solutions, such as its **SureMed** multi-medication blister cards, to help patients remember to take the right medication at the right time. To aid pharmacies in filling the SureMed cards, Omnicell has introduced Guided Packing software and a new semi-automated packaging solution. Omnicell has also partnered with **Medisafe**—a mobile health solution that works in conjunction with SureMed adherence packaging and is currently in use within retail pharmacy settings.

At the meeting, Omnicell is also highlighting new collaborative efforts with other industry leaders to streamline pharmacy workflow. First-level integration has been added to Performance Center via a hyperlink with the following leading IV software solutions:

- B. Braun Infusomat Space Infusion System/Large Volume Pumps and DoseTrac Infusion Management Software
- Hospira/Pfizer MedNet safety software
- Baxter Sigma Spectrum Gateway, a key element of the 2016 KLAS award winning Sigma Spectrum Infusion System.

**About Omnicell**

Since 1992, Omnicell (NASDAQ: OMCL) has been inspired to create safer and more efficient ways to manage medications and supplies across all care settings. As a leader in medication and supply dispensing automation, central pharmacy automation, IV robotics, analytics software, and medication adherence and packaging systems, Omnicell is focused on improving care across the entire healthcare continuum—from the acute care hospital setting, to post-acute skilled nursing and long-term care facilities, to the patient's home.

Over 4,000 customers worldwide use Omnicell® automation and analytics solutions to increase operational efficiency, reduce medication errors, deliver actionable intelligence and improve patient safety. The recent acquisition of Aesynt adds distinct capabilities, particularly in central pharmacy and IV robotics, creating the broadest medication management product portfolio in the industry.

The Omnicell SureMed® solution provides innovative medication adherence packaging to help reduce costly hospital readmissions. These medication adherence solutions are used by over 17,000 institutional and retail pharmacies in North America and the United Kingdom. These pharmacies are served via Omnicell's sales channels and our solutions enable them to maintain high accuracy and quality standards in medication dispensing and administration while optimizing productivity and controlling costs.

For more information about Omnicell, Inc. please visit www.omnicell.com.

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[i] Institute of Medicine. Preventing medication errors. Washington, DC: National Academies Press; 2006.

[ii] https://www.deadiversion.usdoj.gov/fed_regs/notices/2010/fr06294.htm

[iii] 'Trends in Hospital Inpatient Drug Costs: Issues and Challenges,' NORC. October 2016.

[iv] Flynn EA, Pearson RE, Barker K. Observational study of accuracy in compounding i.v. admixtures at five hospitals. Am J Health-Syst Pharm. 1997;54(8):904-12

[v] Results from the 2013 ASHP National Survey: The Current State of Pharmacy Practice in Hospitals presented at the 2013 ASHP Midyear Clinical Meeting; Aesynt analysis of pre-mixed, frozen premixed, and add-a-vial systems, March 2014.

[vi] Eisler P. Doctors, medical staff on drugs put patients at risk. USA Today. April 15, 2014.

[vii] Nanji, K. C., Patel, A., Shaikh, S., Seger, D. L., & Bates, D. W. (2016). Evaluation of perioperative medicationT errors and adverse drug events. Anesthesiology, 124, 25-34. - See more at: http://www.psqh.com/analysis/ismp-key-medication-errors-in-the-surgical-environment/#sthash.PMfbwriZ.dpuf

[viii] Script Your Future, November 2011. http://www.scriptyourfuture.org/wp-content/themes/cons/m/release.pdf

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To view the original version on PR Newswire, visit:http://www.prnewswire.com/news-releases/omnicell-showcases-expanded-portfolio-of-award-winning-medication-management-solutions-at-annual-ashp-midyear-meeting-300371295.html

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