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Omnicell Launches Its First Fully Automated Multimed Packing Solution, Driving Workflow Efficiency, Patient Adherence, and Pharmacy Growth

Omnicell Solution Enables Pharmacists to Directly Impact Patients' Quality of Life

ORLANDO, Fla., Nov. 5, 2014 /PRNewswire/ -- [Omnicell, Inc.](#), (NASDAQ:OMCL), today announced the company's first fully automated multimed packing solution to assist pharmacists in improving their patients' medication adherence. The Omnicell M5000 system is designed to automatically pack, seal, verify and label multimed blister cards for institutional pharmacies serving long term care facilities, retail pharmacies and hospital pharmacies serving ambulatory and discharged patients.



The M5000 multimed blister packaging system is designed to support pharmacies' efforts to help patients stay true to physician-prescribed medication regimens and to increase pharmacy profitability by improving practice workflow efficiencies and strengthening customer refill loyalty.

Each year, the avoidable cost of poor medication adherence is estimated at more than \$105 billion in the U.S alone. With more than 30 million Americans taking five or more maintenance medications daily, pharmacists need ways to support the arduous task of keeping patients compliant. According to the World Health Organization, "Although these medications are effective in combating disease, their full benefits are often not realized because approximately 50% of patients do not take their medications as prescribed."¹ Going beyond the common practice of patients self-organizing their medications into pillboxes, the Omnicell M5000 system creates personalized adherence blister cards to simplify the medication consumption process.

Research shows that patients become confident in their ability to take their medications, avoid costly emergency room visits, and are 97% adherent when using multimed blister packaging vs. 61% in the control group.² Beyond improving patient confidence and compliance, personalized adherence packaging gives pharmacists the ability to attract and retain new patients, who can each generate up to \$5,100 in new revenue for the pharmacist each year³.

"As an innovative pharmacy, we strive to support and engage our customers by offering competitive medication management solutions," says W. Percy Malone, PD, President, Allcare Pharmacy, a facility evaluating the M5000 system in Arkadelphia, AR. "By providing multimed blister packs, the insurance plans we partner with see positive impacts on Medicare's ratings of the benefits they offer. This encourages insurers to maintain partnerships with us, long-term."

"We are proud to unveil the M5000 system as a continuation of our commitment to pharmacy automation and improved patient care," shared Troy Hilsenroth, Vice President, Non-Acute Care Division, Omnicell. "Our pharmacist customers have asked for solutions that don't just help, but dramatically improve their patients' confidence and ability to stay adherent. By differentiating their pharmacies with Omnicell adherence packaging solutions and automating prescription filling and verification, our customers can enjoy better patient outcomes, increased profitability and stronger customer loyalty."

About Omnicell

Since 1992, Omnicell (NASDAQ: OMCL) has been creating new efficiencies to improve patient care, anywhere it is delivered. Omnicell is a leading supplier of comprehensive automation and business analytics software for patient-centric medication and supply management across the entire health care continuum—from the acute care hospital setting to post-acute skilled nursing and long-term care facilities to the home.

More than 3,000 customers worldwide have utilized Omnicell Automation and Analytics solutions to increase operational

efficiency, reduce errors, deliver actionable intelligence and improve patient safety. Omnicell Medication Adherence solutions, including its MTS Medication Technologies brand, provide innovative medication adherence packaging solutions to help reduce costly hospital readmissions. In addition, these solutions enable approximately 6,000 institutional and retail pharmacies worldwide to maintain high accuracy and quality standards in medication dispensing and administration while optimizing productivity and controlling costs.

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¹ <http://www.ncbi.nlm.nih.gov/pmc/articles/PMC3068890/>

² [Federal Adherence of Medications to the Elderly \(FAME\)](#)

³ 2013-14 Economic Report on Retail, Mail and Specialty Pharmacies, A Fein, Ph.D., Pembroke Consulting., Inc. and Drug Channels Institute

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