



OMNI Health Care

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April 4, 2012
Eric Van Praagh
Vice President – Sales and Marketing
Synergy

Dear Eric;

I just wanted to send you an update regarding the OMNI Quality Initiative – Fracture Prevention in Long Term Care Homes. The feedback regarding the new hip protectors have been beyond positive. The staff and managers feel they are comfortable for the residents as well as enhancing their mobility due to comfort and pain relief. The policy program we have had in place now for the past 18 months and ended up saving the health care system a tremendous amount of health care dollars.

Some key findings after our clinical study for the period of January 1, 2011 to December 31, 2011 are as follows;

OMNI homes (17 sites) had a total of 205 falls

Of these 205 falls, 40 falls resulted in Critical Incidents requiring transfer to hospital

I have attached a report that gives you the results of the Critical Incident transfers and the impact Synergy Hip Protectors have had on the quality of living for our residents

The savings on the Critical Incident transfers estimate \$912,000.00 in savings for 40 incidents using the amount of \$38,000.00/fractured hip in a LTCH setting

The savings overall to the health care system for preventing potential of a fractured hip with preventative measures in place (hip protectors, fall mats, nursing rehabilitation, etc.) is estimated at \$7,790,000.00 (205 falls x \$38,000.00/fractured hip)

I also wanted to share with you that the Ontario Long Term Care Association has awarded the Quality Award to OMNI at this years' Annual Trade Show and Convention.

Once again, thank you for the opportunity to be the first long term care chain to pilot these products and I look forward to working with you further. Please let me know if you need anything else from me.

Regards,

A handwritten signature in black ink that reads "Candace Chartier". The signature is written in a cursive, flowing style.

Candace Chartier
Chief Operating Officer
OMNI Health Care