



REDUCE COSTS
IMPROVE QUALITY
REFOCUS RESOURCES

CASCADE+
HEALTHCARE SERVICES

Returning patients to their loved ones,
through training **second to none.**

Join our growing list of satisfied clients





REDUCE IMPROVE REFOCUS

COSTS

273 organizations, 28 hospitals (including 2 teaching hospitals) outsource their education department's Healthcare Provider Training to Cascade Healthcare Services.

Why? Because it makes financial and operational sense.

QUALITY

As hospitals navigate a changing healthcare environment with external factors beyond their control (reimbursement issues, staffing shortages and rising costs) it is important for hospitals to embrace a Lean manufacturing framework and look for non-value added processes that distract from their core purpose: quality.

Outsourcing this one component of hospital education allows our clients to realize cost savings of 25% or more and to reallocate education staff to focus on important value added training that aligns with the overarching mission of the hospital, which is providing superior quality patient care.

RESOURCES

Cascade helps our clients focus on value-added initiatives.

Hospitals cannot continue to operate as they have in the past. Insurance companies are not willing to pay for non-value added work associated with hospital processes.

Thomas G. Zidel, "A Lean Toolbox – Using Lean Principles and Techniques in Healthcare"

Lower Overall Costs

- Savings of 25% or more over in-house training plus the added benefit of focusing education staff resources on internal initiatives
- Minimize litigation risk by outsourcing training and document retention to Cascade
- Repurposed human and physical assets allow Education Departments to focus on mission critical initiatives that impact the quality of patient care

Improved Quality

- Training incorporates a national perspective and industry best practices tailored to individual hospital needs
- Training rooted in the latest evidence-based practice and real world application
- Instruction delivered by passionate instructors in an engaging polished style ensuring students retain information and leave prepared, confident and ready to perform in the field

Refocus Resources

- Setup, takedown, equipment maintenance, space limitations, materials and customer support is all provided by Cascade
- Abundant course offerings combined with online, phone and email customer support means fewer no-shows, expired credentials, backfilled shifts, overtime or reimbursements
- Accounts payable integration is simple and efficient
- Accountability for maintaining right-to-work credentials is shifted to employee and easily verified by manager

Guaranteed Compliance

- All training delivered to accredited standards, regardless of location
- Credential documentation is retained and accessible 24x7 for audits
- Students that fail a course can retake at no charge*

*Subject to limitations

Since 2009 Cascade has systematically defined the balancing act of 'under-promise but over-deliver' – in the management and delivery of 1,000+ advanced life support training certifications, and their people have made these complex, DoD focused customer-service jobs look relatively easy. PLEASED is what we are!

Gerald Hoenicke, 60 MDG Life Support Training Administrator
David Grant USAF Medical Center

NO PAIN YOU DON'T HAVE TO LIVE WITH

- Inefficient use of facility staff to administer in-house programs
- Course scheduling logistics for instructors and students
- Skipped classes (causing over-staffed class instructors)
- Overtime pay for classes taken after a 40 hour work week
- Reimbursements for classes taken outside of hospital
- Backfilling shifts for training or expired certifications
- Providing adequate customer service by hospital staff
- Insufficient class offerings to ensure certifications don't lapse
- Trainer turnover
- Inconsistent Instructor quality across hospital facilities
- Lack of or availability of adequate space
- Risk – "Colleague Factor" = card issued without completing the full course



ABOUT CASCADE US

Cascade Healthcare Services is Joint Commission certified and authorized to train in all 50 states by the American Heart Association, Emergency Nurses Association, American Academy of Pediatrics, American Academy of Family Physicians, NAEMT, National Safety Council, and the Emergency Care & Safety Institute.

With Training Centers in Washington, Oregon, California and Colorado and through our current clients and affiliated Training Sites, we provide training in all 50 States. We have trained over half a million students and currently train over 100,000 students annually. We are the largest national provider of AHA Advanced Life Support Courses and can provide AMA PRA Category 1 Credit™ for many of these offerings.

WHY CASCADE?

Cascade has the capability to provide exceptional training for any size of organization.

- Breadth of experience gained through over a decade of Healthcare Provider training
- Clinical excellence focused on improving patient outcomes
- Solid customer service infrastructure
- Proprietary Training Management System

At Cascade our mission is delivering training that saves lives and our track record proves that no one else can do it better, more efficiently or at a lower cost.



HEALTHCARE PROVIDER COURSES

- CPR/BLS for Healthcare Provider: AHA BLS CPR
- Advanced Cardiac Life Support: AHA ACLS
- Pediatric Advanced Life Support: AHA PALS
- Intro to ECG & Pharmacology: AHA ACLS Prep Course
- 12-Lead ECG Interpretation
- Airway Management: AHA
- Emergency Nursing Pediatric Course: ENA ENPC
- Trauma Nursing Core Course: ENA TNCC
- Pre-hospital Trauma Life Support: NAEMT PHTLS
- Advanced Medical Life Support: NAEMT AMLS
- Neonatal Resuscitation Program: AAP NRP
- S.T.A.B.L.E.
- ACLS - Experienced Provider: AHA ACLS - EP
- Advanced Life Support in Obstetrics: AAFP ALSO
- Advanced Trauma Life Support: ACS ATLS
- Pediatric Emergency Assessment, Recognition and Stabilization: AHA PEARS

LAY RESCUER COURSES

- Heartsaver CPR & AED: AHA
- Heartsaver First Aid Only: AHA
- First Aid, CPR & AED Training: AHA
- Emergency Medical Responder

CUSTOM CURRICULUM

Cascade creates custom content based on client needs

CUSTOM CURRICULUM

Accredited CME Provider*

AMA PRA Category 1 Credit™(s) available

* The Cascade Training Center is accredited by the Washington State Medical Association to provide continuing medical education for physicians.



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