

Kristi L. Kemper, R.N. BIOGRAPHY (abbreviated)
Current April 2009

Kristi L. Kemper, R.N. has served as a top Skilled Nursing Facility Consultant, Inspector and Quality Control Auditor for 25 years.



Consultant/Reputation

- Within the Skilled Nursing, Assisted Living and Long-Term Health Care industry Kristi is known nationally as a turn-around specialist. The term “turn-around” refers to the step-by-step process necessary to correct various quality control deficiencies that can occur when managing the “Medically Fragile” residents and patients requiring in-patient nursing care.
- This health care industry faces tough Federal and State regulations such as those promulgated by CMS.
- Kristi was the clinical “Top Gun” hired by facility CEO’s, owners and administrators to trouble shoot and rectify the various medical epidemics and/or personnel issues facing this challenging and highly regulated sector of health care.
- Kristi earned a reputation for knowing how to quickly bring facilities back into compliance amidst continuous Medicare and Medicaid inspections that, by design, are intolerant and punitive with respect to a long list of quality care standards.

Experience/Responsibilities:

- Consultant hired to regain facility license and/or remain open when sited with standards violations.
- Restored benefits terminated by Payers like Medicare or Medicaid.
- Reduced or avoided pending civil monetary penalties for non-compliance.
- Prevention and control of Pressure Ulcers, which next to fractures, are the most expensive and time consuming issues facing Directors of Nursing.
- Prevention and infection control of communicable disease outbreaks such as scabies and MRSA.
- Prevention of falls and associated fractures, life threatening contusions and freedom from restraint usage.
- Management of documents and charting.
- Continuing education and staff training for nurses and support personnel.

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Experience leads to a design of high quality Support Surfaces

Kristi Kemper's extensive hands-on experience in managing the many outbreaks and epidemics she encountered over her 25-years of consulting literally gave her a "feel" for what was needed in Support Surfaces. She became very familiar with all the top brands of mattresses and cushions, learning which ones were the best and much about the ones that fell short in delivering the protection needed. When asked how she came up with the foam-based Kemper Pressure Reliever® line of products Kristi responds, "I quickly learned about products containing "gel" or air-cells for pressure relief."

Gel-based products, for example, are inherently problematic" says Kristi Kemper, R.N. when asked about the many products she evaluated during her tenure as an inspector/trouble shooting consultant. "Gels have many problems including the fact that the gel "shifts" away from the point of greatest pressure. In other words, the gel *squishes away* from the points of peak pressure, leaving little or no pressure relief where it is needed to prevent pressure ulcers. In addition, the directors of nursing I interviewed at each of the facility I inspected were always complaining that Gel-based products eventually leaked, rendering them useless."

The air cushions and mattresses were generally better than the gel products since they provided more even support but the electric air pumps were noisy and very expensive. They worked for a while then often broke down requiring maintenance. They also require calibration and only are effective when staff have correct settings. This may sound like no big deal, but when a patient needing pressure relief suddenly loses the air in their mattress or it is not correctly calibrated, it is a medical emergency. Remember when camping, in the middle of night, your air mattress lost its air? You suddenly felt like you were sleeping on rocks. While a collapsed air mattress may not be a big deal to a troop of healthy boy scouts, when you are responsible for patients with pressure ulcers, loss of air is a BIG problem."

Experience...continued

The Marriage of Comfort and Support (the IFD Moduli)

“Dr. Kemper and I came up with the Pressure Reliever Line of Products. Dr. Kemper’s experience in orthopedic medicine gave him distinct ideas on how to provide optimal support for the pelvis while sitting, and the spine, while lying down.

The physics of support is complex and I, for one, care most about the specifics of performance over the details of foam densities and Indention Force Deflection (IFD). The Polyurethane Foam Products Associations <http://www.pfa.org> has a wealth of knowledge that one can explore to learn more about the infinite combination of comfort and support characteristics available in foam products such as those featured in the Kemper Tension Reliever® line of mattresses for the home, designed by Kristi Kemper, R.N. and Dr. Chris Kemper.

The main thing I was looking for was a product whose top layer was ventilated and did not hold heat or conform like memory foam.

Dr. Kemper came up with the perfect combination of inner layer IFD, densities and layer thicknesses to give the luxurious soft top and firmer under layers necessary to prevent skin break-down.”

Experience leads to the Kemper Pressure Reliever®

As a result of Kristi’s experience the following is her statement regarding the facts surrounding Pressure Ulcers and the medical equipment know as “Support Surfaces” that can prevent and or cure them:

The Problem

- √ Pressure Ulcers can be life threatening and costly to treat.
- √ CMS has established the costliness of Pressure Ulcers and has set forth a mandate to control them.
- √ The CMS Mandate (F-314) to control Pressure Ulcers is comprehensive involving Long-Term care and now Acute Care Facilities.

Regulations

- √ One means of preventing and or controlling Pressure Ulcers is providing those At-Risk with Pressure-Relieving cushions and mattresses, collectively referred to as “Support Surfaces.”
- √ The CMS Mandate provides for payment of approved Support Surfaces, in many situations, making provision of low-cost high quality cushions and mattresses easy for health care facilities to provide.

Financial incentives for health care facilities to comply

- √ The CMS Mandate also levies finer if approved Support Surfaces are not provided to those At- Risk for skin breakdown.
- √ While Support Surfaces are not covered in certain states or facility types, failure to provide them is in violation of the CMS mandate and serves as incentive for facilities to provide the low cost protection afforded by Support Surfaces.

Need for Approved Support Surfaces

- √ As a result of the Mandate there is a growing interest in preventative measures that do not require nursing time.
- √ Support Surfaces provide definitive protection and do not require Nursing Time.
- √ The Kemper Pressure Reliever® support surfaces are non-motorized and require no maintenance.
- √ The Kemper line of products is durable and offers the longest warranty in the industry.
- √ The Kemper line of products is approved for payment by Medicare and major medical.
- √ The Kemper line is priced below Medicare reimbursement eliminating Co-Pays for the largest demographic (those without secondary insurance and those with Medicaid).

Demand for Support Surfaces (opinion by Kristi Kemper, R.N.)

- √ The demand for high-quality, low-cost approved Support Surfaces is rising sharply
- √ Demand is rising in all realms of health care including:
 1. Acute care facilities
 2. Long Term Health Care Facilities
 3. Facilities that can bill for support surfaces
 4. Facilities that cannot bill for support surfaces but whom must comply with CMS mandates

Supply of Support Surfaces (opinion by Kristi Kemper, R.N.)

- √ The supply of Medicare approved Support Surfaces, offered at below Medicare's reimbursement level may be Zero-to-Low, except those available in the Kemper Line
- √ 1-Million units can be produced by Kemper's manufacturing plants within 1 year

Supply of Support Surfaces (continued)

- √ Kristi believes that currently (2nd Quarter of 2009) affordable management of Pressure Ulcers is the Long Term Care industry's top, readily correctable, problem in terms of:
 1. Poor patient care and suffering by Millions of Americans that are underserved.
 2. Wasted nursing time managing an otherwise preventable condition.
 3. Wasted Tax-Payer dollars.
 4. Simple low cost zero-maintenance solution with the Kemper Line.

- √ With Pressure Ulcer treatment costing over \$40,000 per case the Kemper Pressure Reliever Line can deliver cost-effect solutions at up to 125,000 units per month during a Principal's first-year marketing campaign aimed at compliance with CMS mandates.

Inventions, Articles, Books

Inventions

- "Chart-it"-an easy to use documentation system for healthcare professionals.
- Co-Inventor of the Kemper Pressure Reliever[®] Line of Support Surfaces.
- Co-Inventor of the Tension Reliever[®] Line of Bedding for the home.
- DocuCare- nursing assessment skills documentation system.

Articles

- Numerous articles on Gerontology
- Meet Dr. Chris Kemper featuring candid interviews of the Inventor and Physician, by Kristi Sonstebly, R.N.
 - The physician; The Author; The Researcher; The Teacher; The Inventor

Inventions, Articles, Books (continued)

Professional Presentations/Organizations

- Workshop at the American Health Care Association (AHCA) convention: Documentation -a Key to Success. The AHCA has been a major distributor of her products.
- Johnson and Johnson Healthcare- Endorsed and distributed Kristi's products.
- Redline Medical- Distributed Kristi's Products.
- American Health Care Association endorsed Kristi's products.

Books

Authored and published a series of reference Handbooks for Nurses (over 100,000 copies sold)

- Common Care Procedures
- Basic Physical Assessment
- Glossary of Medical Terms
- Common Generic Brand Name Comparisons
- Charting for Medicare
- Lab Values
- Basic Medical Terminology

Awards:

- Kristi Kemper was named *Outstanding Young Woman of America*. She is named *Who's who in American Women*, *Who's who in Men and Women of Science*, *Who's who in American Nursing* and *Who's who in Medicine and Healthcare*.

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Professional Goals:

- To help address an underserved market for the “at risk” for Pressure Ulcer’s patient.
- Reduce human suffering in the end-stage of life by advocating comfort.
- Enhance the dignity of those esteemed citizens now At-Risk and who often have no one to speak on behalf of their discomfort and suffering until it is too late.
- Save Taxpayer Dollars with the first complete line of low-cost, high-quality Support Surfaces.

Respectfully Submitted,

Kristi Sonstebly Kemper, R.N., Long Term Care Nurse Specialist

I hereby attest to the seriousness of the Pressure Ulcer problem and that a consensus exists among nurse’s that Medicare approved Support Surfaces E-2603 through E 2608 (cushions) and E-0184 through E0373 should be provided to all At-Risk patients. And that by doing so greater protection and comfort would immediately result for the patient and savings would result for the facility and the taxpayer base underlying Medicare Beneficiaries.

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