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RedSail Technologies™ and OmniSYS® Partner to Help Elevate the Roles of Pharmacists

(Spartanburg, SC – July 13, 2020) RedSail Technologies, LLC, is partnering with OmniSYS, LLC, to deliver clinical solutions to community and long-term care pharmacies. This collaboration will offer enhanced clinical services and provide untapped revenue streams that will help set pharmacies apart from the competition.

"RedSail Technologies is excited about teaming up with OmniSYS," said Kraig McEwen, RedSail Technologies chief executive officer. "Through our new RedSail Advantage™ program, our customers can sign up for services offered by OmniSYS that will allow them to provide additional clinical services to their patients, create new revenue streams, and operate at the top of their license. Independent pharmacies are the heart of their communities, and we're committed to doing our part to ensure their success."

Twenty-five percent of all flu vaccinations are administered at pharmacies, and this number is predicted to increase as a result of COVID-19. Through the RedSail Advantage program, RedSail customers can sign up for programs through the OmniSYS partnership, which can help them expand into providing other revenue-generating services that might otherwise be missed. OmniSYS has developed an intelligent, patient-centric solution that identifies gaps in a patient's immunization history as well as opportunities to offer companion vaccines, provides guided documentation to capture all the elements necessary for reimbursement and reporting, and manages the entire claim process from submission to remittance and proactive denial management.

"OmniSYS and RedSail Technologies share a common vision of the role of the pharmacist as a provider of clinical care," said John King, OmniSYS chief executive officer. "As partners, we are committed to working together to ensure that RedSail customers have all the necessary tools to provide clinical services, such as immunizations and point-of-care testing, and receive maximum reimbursement for their time and expertise."

Many clinical services offered through the pharmacy can fall under medical coverage. RedSail Technologies is always looking for ways to help community and institutional pharmacies discover ways to prove their value in the healthcare chain of care, as well as generate revenue streams that ensure longevity.

About RedSail Technologies

The RedSail Technologies, LLC, portfolio features master brands – QS/1®, Integra®, PUBLIQ® Software, and PowerLine® – that offer innovative and exhaustive healthcare and governmental software solutions. It trailblazed the community, institutional pharmacy software markets more than 40 years ago and has competed in governmental software for 50 plus years. RedSail Technologies, LLC, is committed to helping its customers reimagine what's possible and plausible for their businesses and the diverse communities they serve through strong partnerships, high-performing products, and world-class service.

About OmniSYS

OmniSYS is a technology company with 25+ years of experience working with pharmacies, payers, providers and pharmaceutical manufacturers. We leverage this unique market insight along with our pharmacy workflow expertise to deliver valuable solutions that help pharmacies thrive in the changing pharmacy landscape. Our solutions help pharmacies engage patients, grow clinical services and improve financial performance. OmniSYS currently serves over 25,000 pharmacies, connects to hundreds of payers and touches millions of patient lives.