



Parachute removed the tension between HMP Sales and Ops teams, and eliminated their struggle to get clean, complete orders. By offering ePrescribing on the Parachute Platform, HMP stood out to referral sources as easy to work with, and offering fast patient service. Today, sales and ops teams work cohesively together, touch points are minimized, orders get to patients quickly, sometimes same day!

HMP POWERED BY PARACHUTE



“Less touch points, faster delivery times, better bottom line. It's that easy... and allows you to possibly expand your territories, and go into new markets.”
- Whitney Hyde, HMP



GETTING STARTED WITH PARACHUTE

For Referral Sources: “Getting someone to sign up for a new thing is always a challenge. But once we had one opportunity to show them how much time it can save them on the front end, their patients get their things timely - it really was a solution for them like it was for us,”

- Whitney Hyde, Regional Director at HMP

For HMP teams: “When we brought the process on, there was a little bit of resistance. But then once they did it a couple of times - this is the best thing since sliced bread coming to DME,”

- Mayce Burroughs, Regional Director at HMP



THE PARACHUTE DIFFERENCE

“Now sales reps are able to go do their job and grow our company because there’s so much more time on the table for them to actually be a resource for their referral source, and value base for the patients — whereas before we were just paper chasers.” -Whitney

“When you have good, clean orders, not only do you produce more orders, but you can bill immediately. It increases our cash flow.” -Mayce

“We can dialogue with the referral source in the chat. They spend less time getting paperwork signed or amended. We don’t look difficult to deal with. If we can make ease of referral better, we can get more business!” -Mayce

**Empowering Providers,
Powering Suppliers**

parachutehealth.com/eprescribe-intake