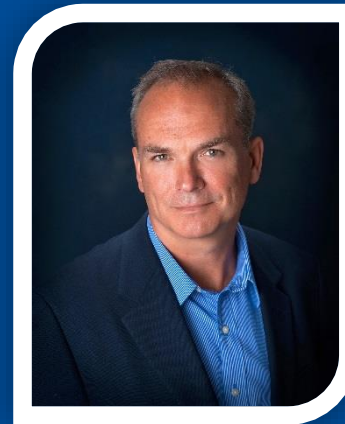




Top 5 Expectations for Post-Acute Administrators

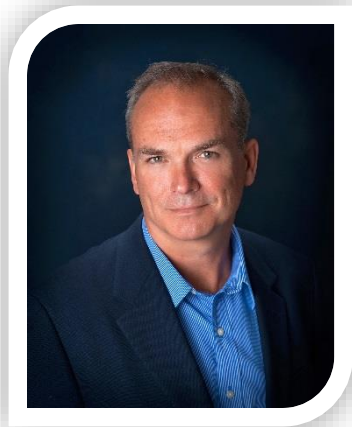
Ensure You're Measuring Up



MODERATOR
Bill Briggs, Business Development VP

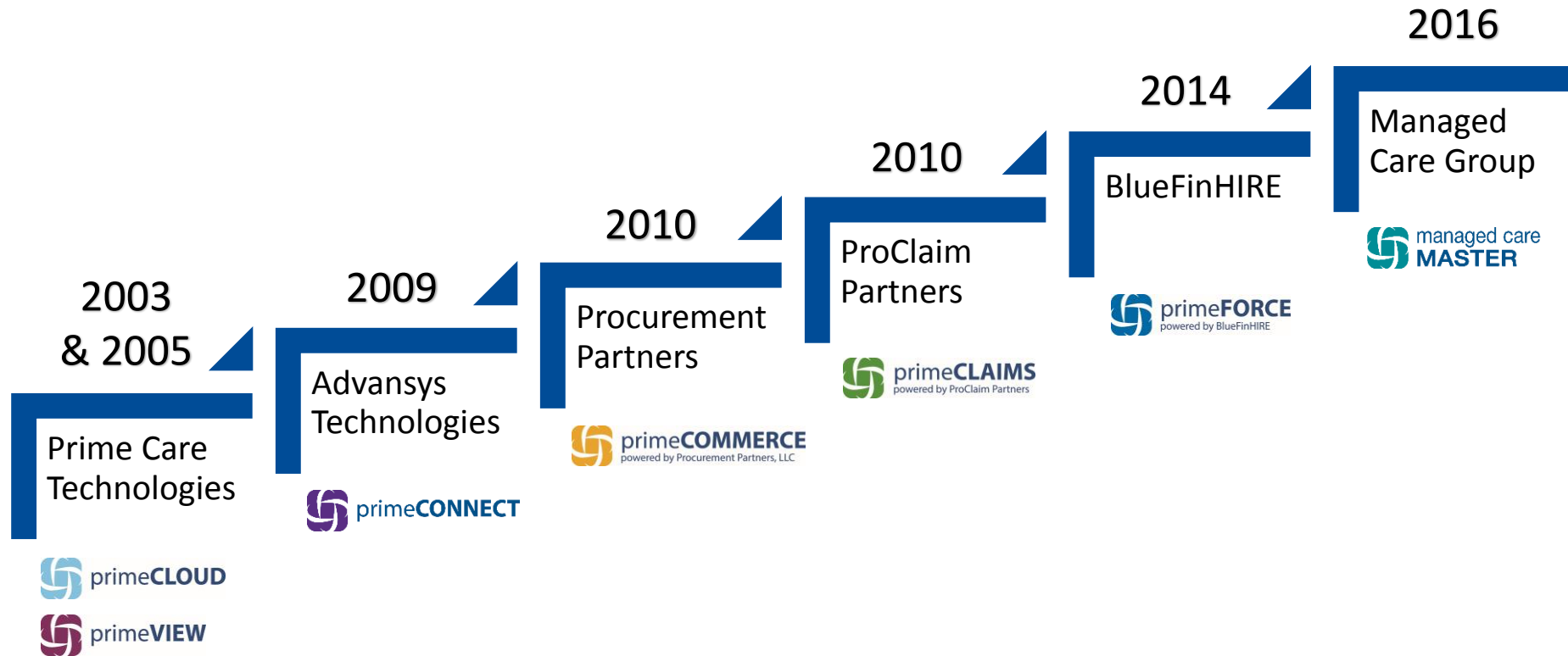


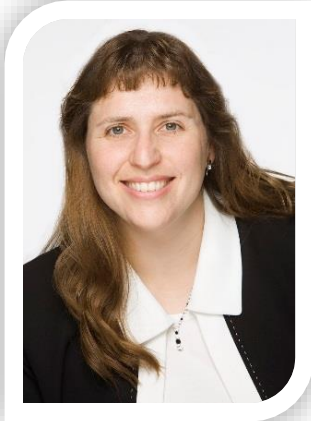
PRESENTER
Cheryl Field, Chief Product Officer



Introductions

Bill Briggs, Business Development VP





Top 5 Expectations for Post-Acute Administrators

Cheryl Field, Chief Product Officer

Poll #1

Are you currently using a dashboard to consolidate your business intelligence?



Challenges or opportunities?

Evolution of Post-Acute Technology



As facilities went
“paperless,” technology
penetrated SNFs
yielding applications...

- Financial software
- Clinical software
- Time and attendance system
- Payroll software
- Rehab (internal vs contract)
- Satisfaction surveys
- Quality assurance tools
- Survey preparation applications

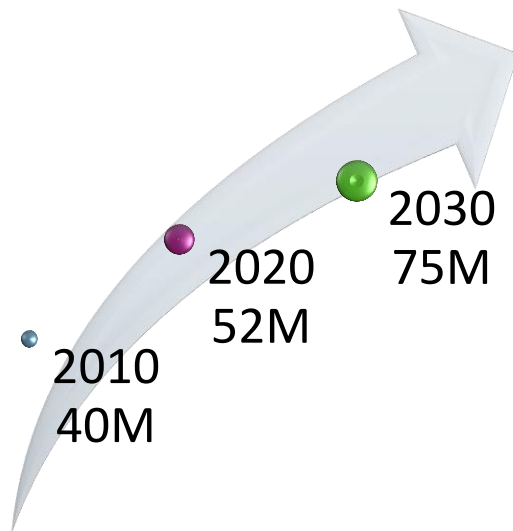
...and a ton of
valuable DATA!

For now....Goals of
Healthcare Reform

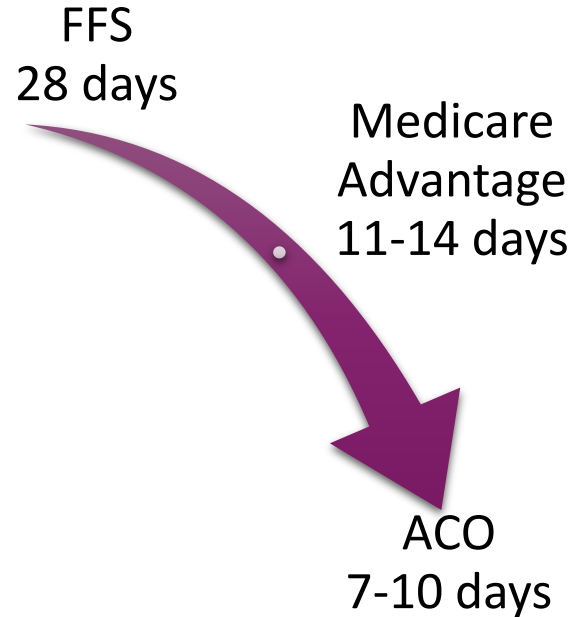


Medicare Population Trends

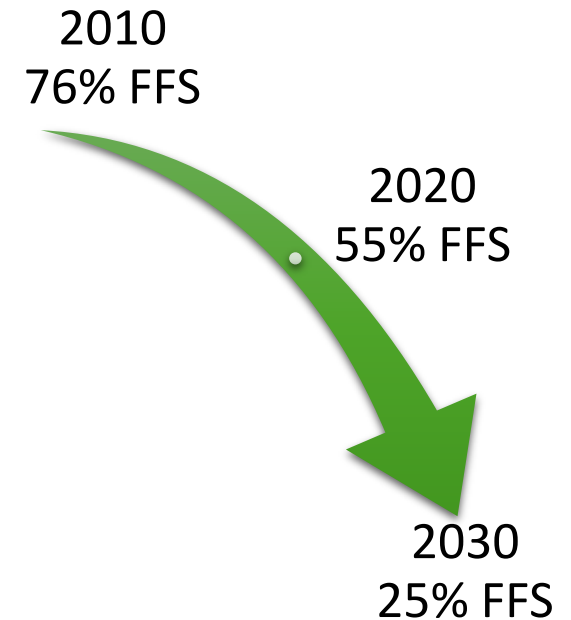
Population Over 65



Avg Length of Stay



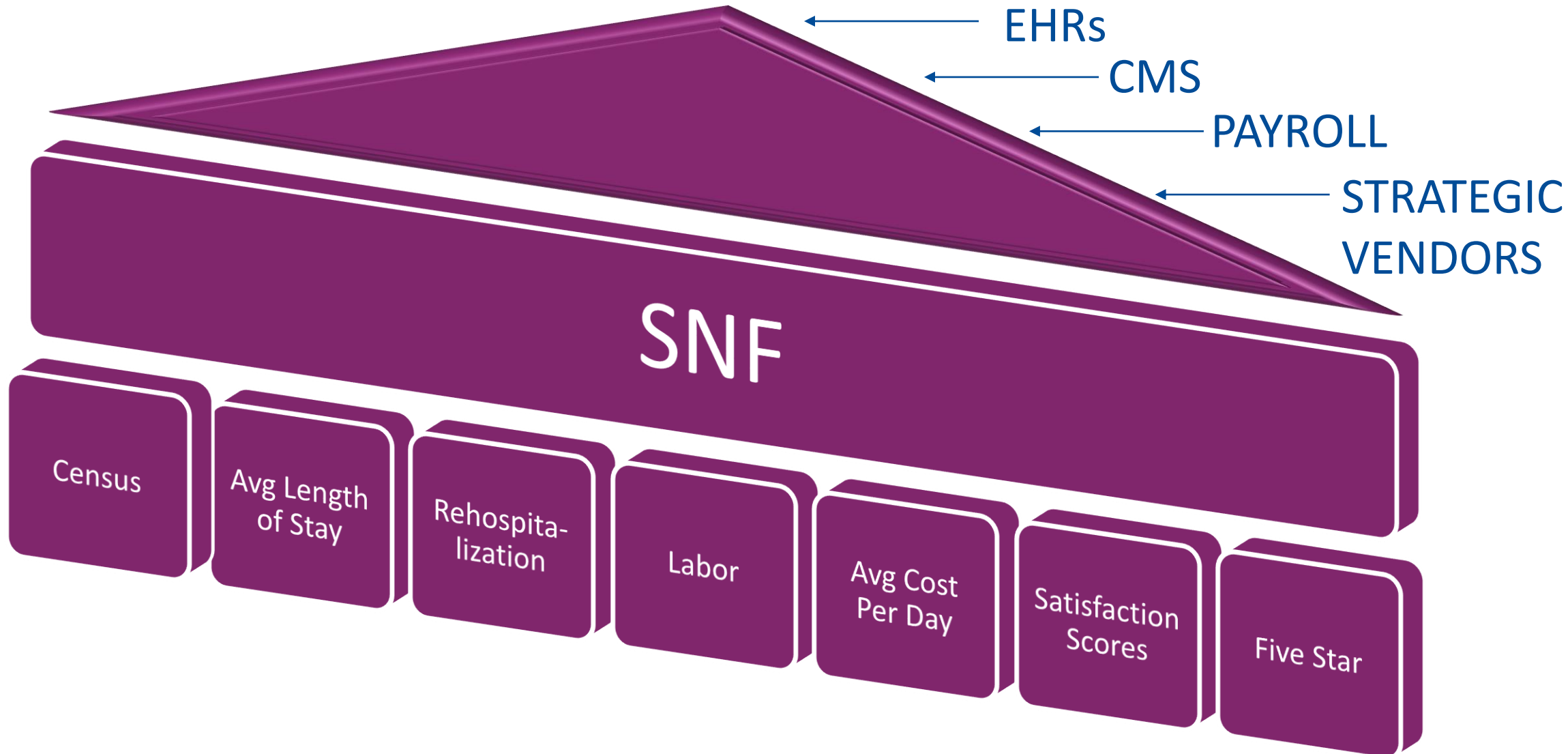
Payment Transitions



Polling Question #2

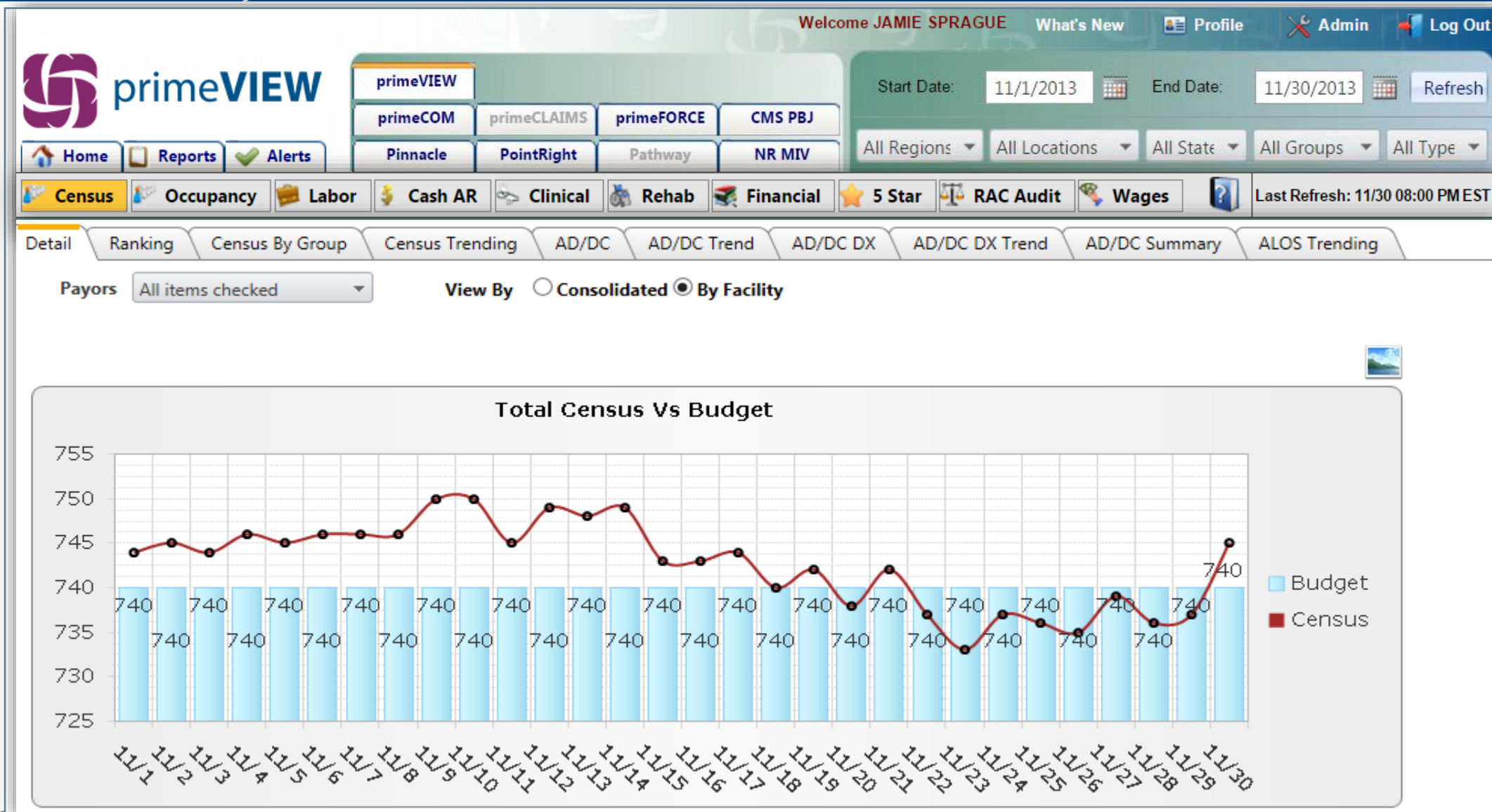
How many hours does your organization spend gathering data for month-end reports?

SNF Key Performance Indicators

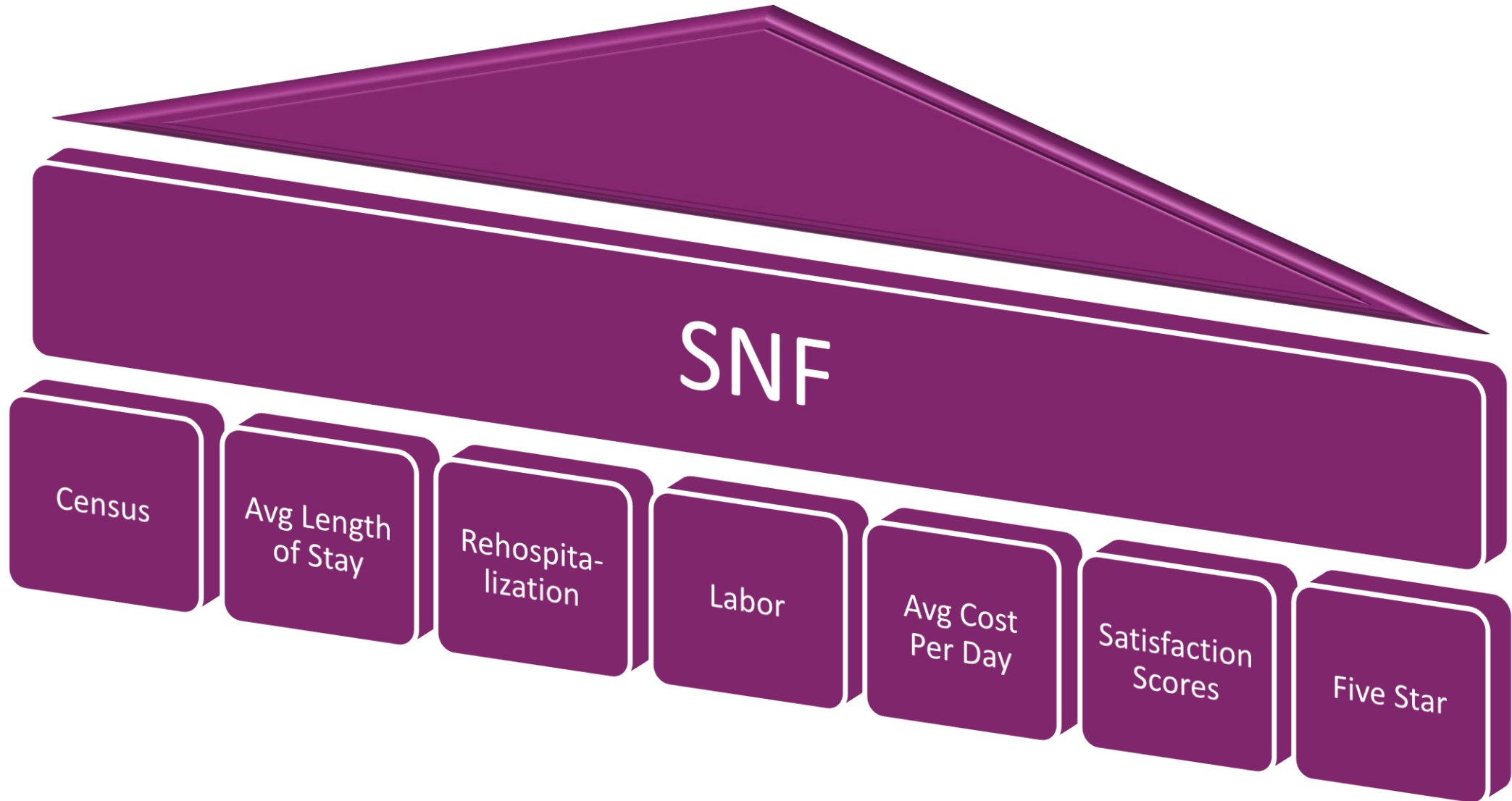




One Login for All Critical Data



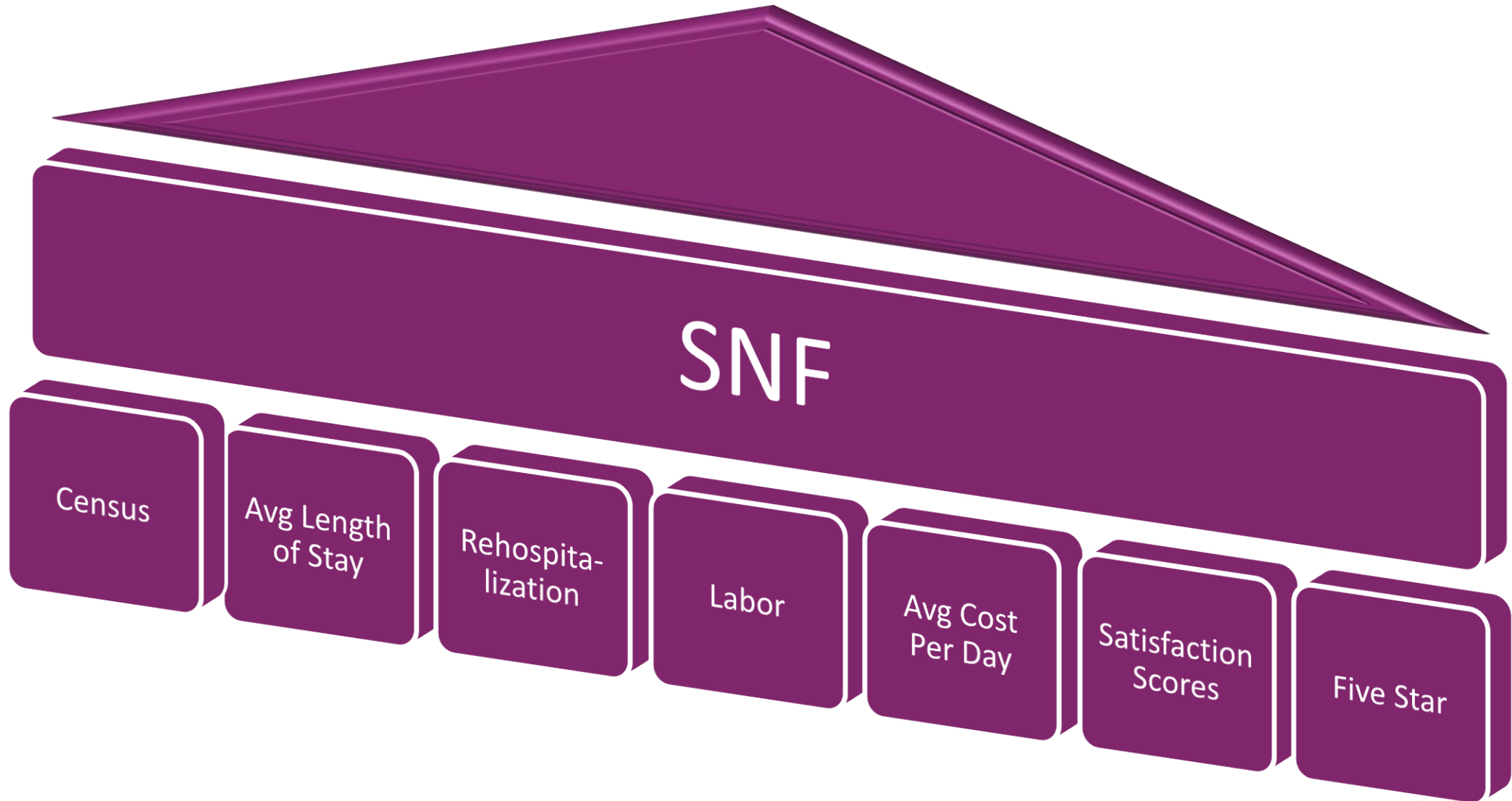
SNF Key Performance Indicators



By Payer
By Facility
By Time

Census To Budget Details Show Unknown Details									
Facility	Payor	Total	ADC	Budget	Variance	QTD ADC	YTD ADC	11/30/13 Sat	11/29/13 Fri
Facility 1									
	Assist Living/Independent	1,505	50.2	51	-0.8	50.1	53.4	48	48
	Hospice	106	3.5	12	-8.5	3.9	4.2	4	4
	Medicaid	1,841	61.4	55	6.4	61.1	58.4	61	61
	Medicare	583	19.4	25	-5.6	19.0	19.6	23	23
	Pending	79	2.6	0	2.6	1.3	1.6	4	4
	Private	568	18.9	20	-1.1	22.2	23.8	21	21
	Unknown	66	2.2	0	2.2	1.1	0.2	2	2
	In-House Census	4,748	158.3	163	-4.7	158.6	161.2	163	163
	Total	4,748	158.3	163	-4.7	158.6	161.2	163	163
	Budget	4,890	163.0	163	0.0	160.0	152.4	163	163
	% Occup	92	92.6	95.32	-2.8	92.7	94.3	95	95
Facility 2									
	Hospice	156	5.2	6	-0.8	5.9	5.6	5	5
	Medicaid	1,753	58.4	58	0.4	58.1	53.9	58	58
	Medicare	191	6.4	7	-0.6	8.8	7.8	6	6
	Private	152	5.1	6	-0.9	4.7	5.4	7	5
	In-House Census	2,252	75.1	77	-1.9	77.5	74.2	76	74
	Total	2,252	75.1	77	-1.9	77.5	74.3	76	74
	Budget	2,310	77.0	77	0.0	77.0	77.0	77	77
	% Occup	78	78.2	80.21	-2.0	80.7	77.3	79	77

SNF Key Performance Indicators



Welcome CHERYL FIELD What's New Profile Admin Log Out

primeVIEW

Start Date: 11/1/2013 End Date: 11/30/2013 Refresh

Home Reports Alerts

primeCOM primeCLAIMS primeFORCE CMS PBJ

Pinnacle PointRight Pathway NR MIV

All Regions All Locations All State All Groups All Type

Census Occupancy Labor Cash AR Clinical Rehab Financial 5 Star RAC Audit Wages Last Refresh: 11/30 08:00 PM E

Detail Ranking Census By Group Census Trending AD/DC AD/DC Trend AD/DC DX AD/DC DX Trend AD/DC Summary ALOS Trending

Year 2014 Diagnosis Code 5 items checked Payor 2 items checked

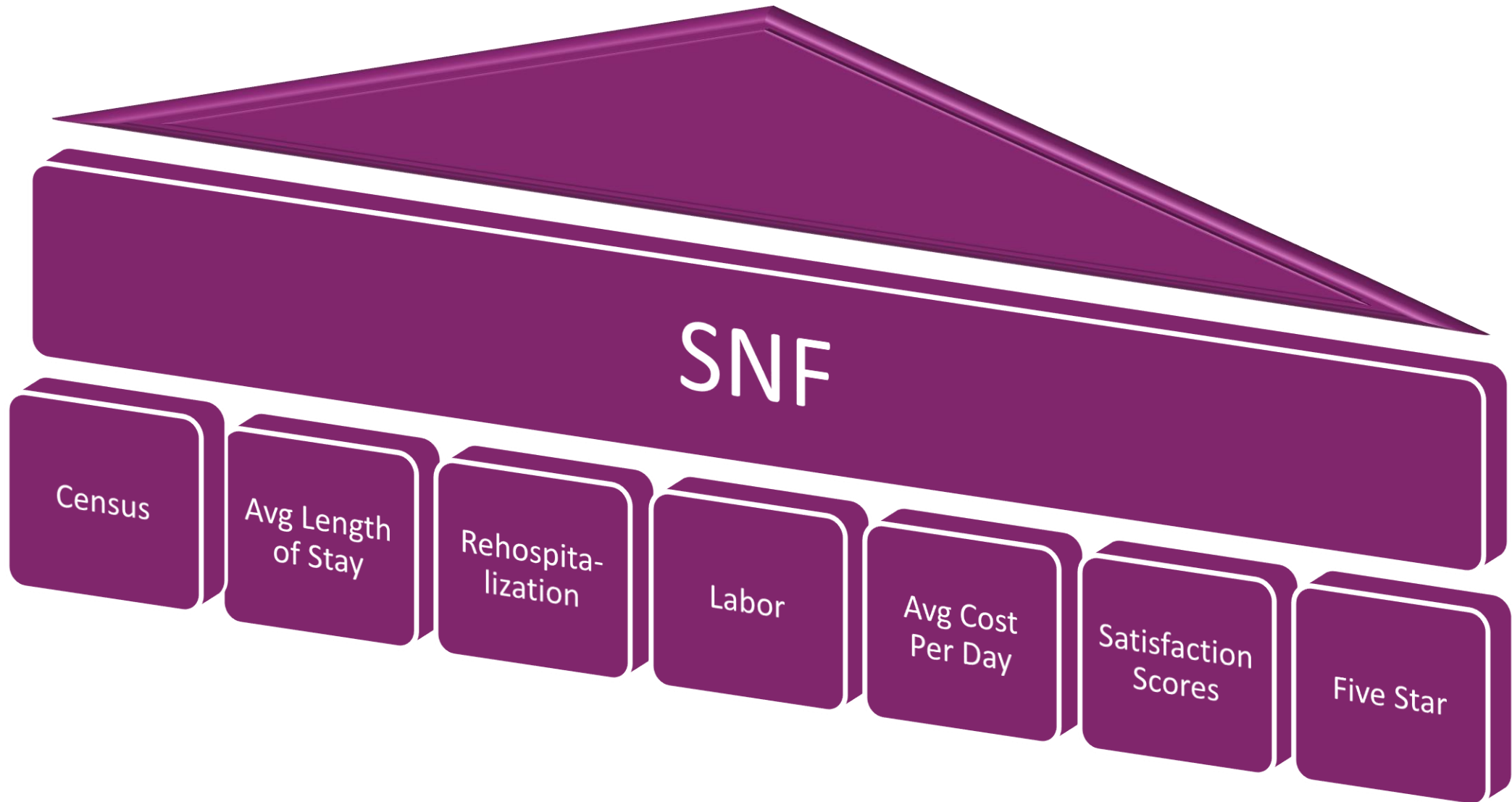
LOS Trending by Payor

		Payor	Jan-2014	Feb-2014	Mar-2014	Apr-2014	May-2014
▶	<input type="checkbox"/>	Medicare	50.00	50.00	50.00	50.00	50.00
▶	<input type="checkbox"/>	Medicare Replacement	19.00	17.45	20.80	0.00	0.00
▶	<input type="checkbox"/>	Total	46.01	44.81	47.72	50.00	50.00

LOS Trending by Diagnosis

		Diagnosis Code	Diagnosis Description	Jan-2014	Feb-2014	Mar-2014
▶	<input type="checkbox"/>	436	Cva	211.25	58.50	202.25
▶	<input type="checkbox"/>	728.87	Muscle weakness-general	77.00	38.00	28.00
▶	<input type="checkbox"/>	428.0	CHF NOS	44.00	16.00	23.00
▶	<input type="checkbox"/>	428.9	Heart failure NOS	9.00	0.00	0.00
▶	<input type="checkbox"/>	Total	Total	117.30	43.70	143.33

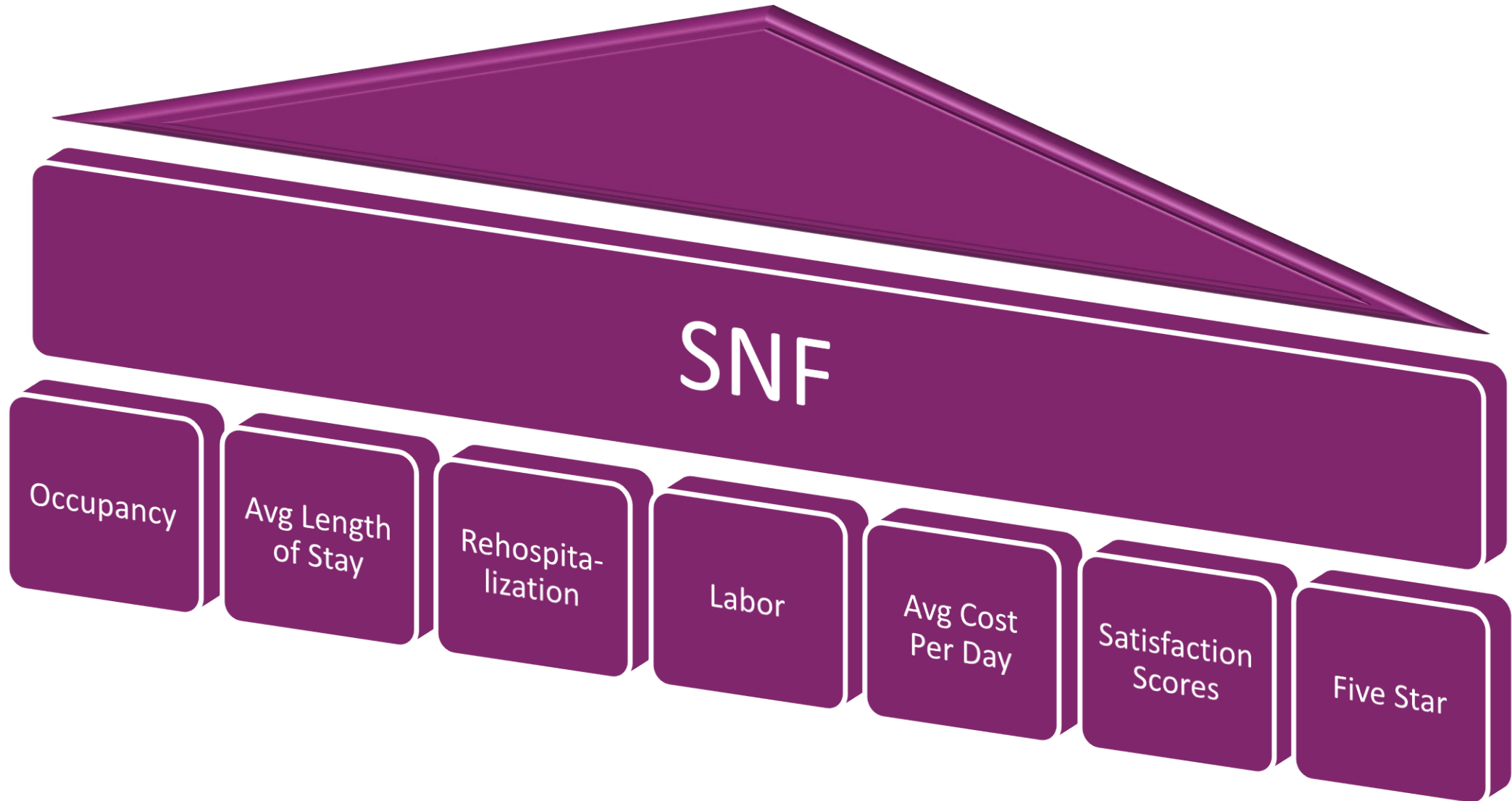
SNF Key Performance Indicators

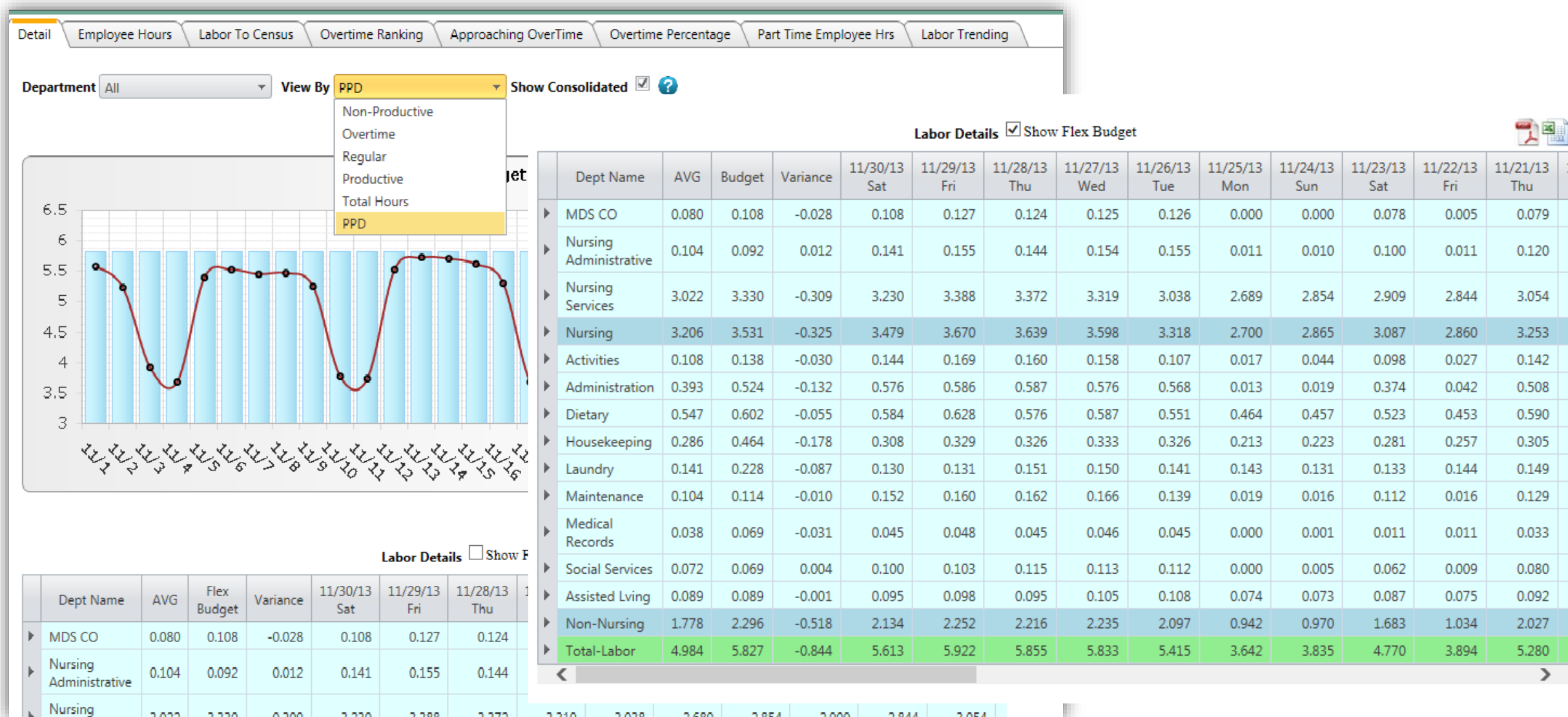


Polling Question #3

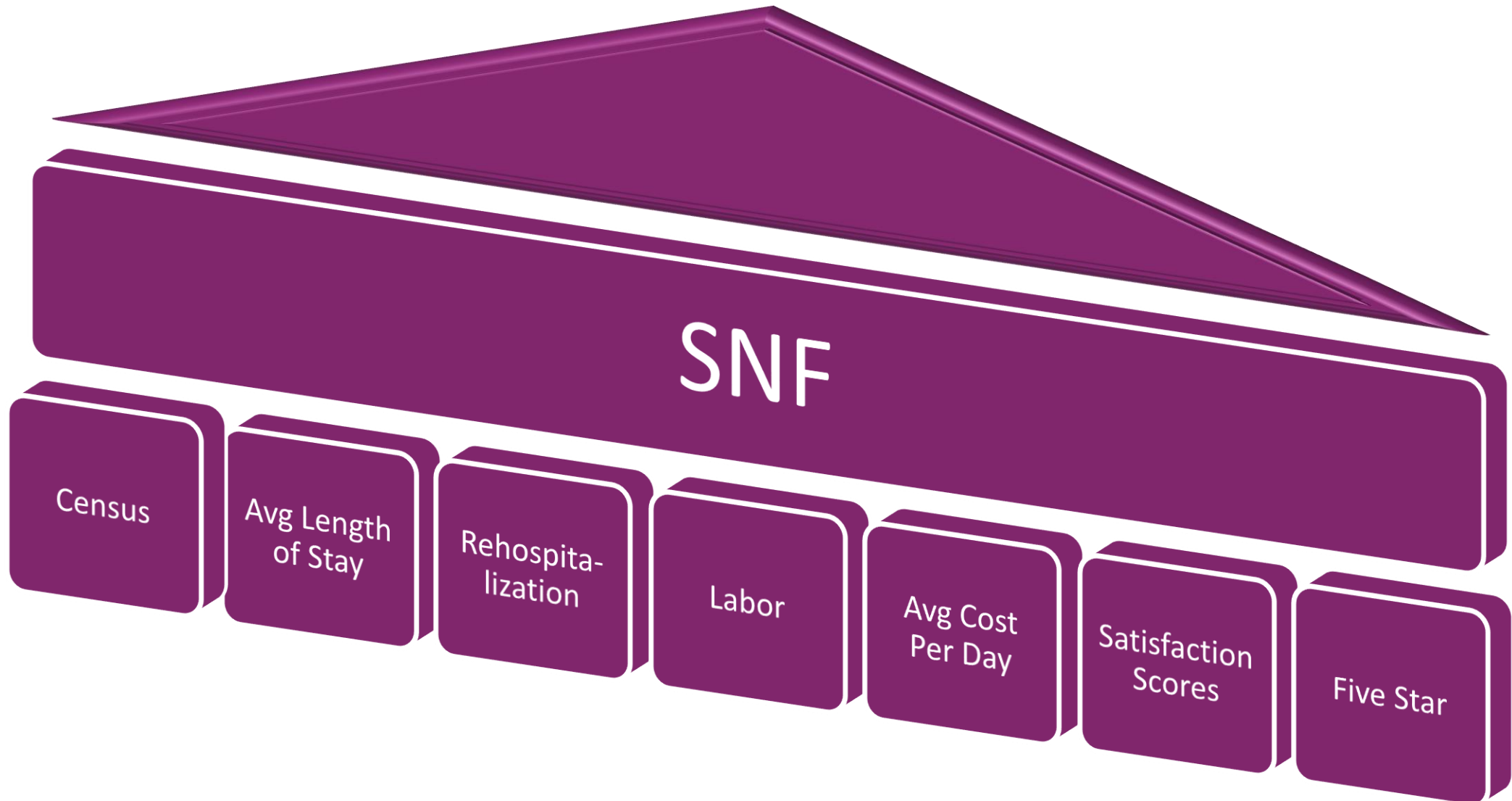
What is your top challenge in managing current operations?

SNF Key Performance Indicators





SNF Key Performance Indicators



Census

Labor

Cash AR

Clinical

Financial

5 Star

Last Refresh: 02/06 10:59 AM

Cash Flow

Cash Collection

Cash Collection Ranking

AR Aging

DSO

Outstanding Accounts

AR > 90 days Trend

Revenue Trending



View By

Payor Type

Month

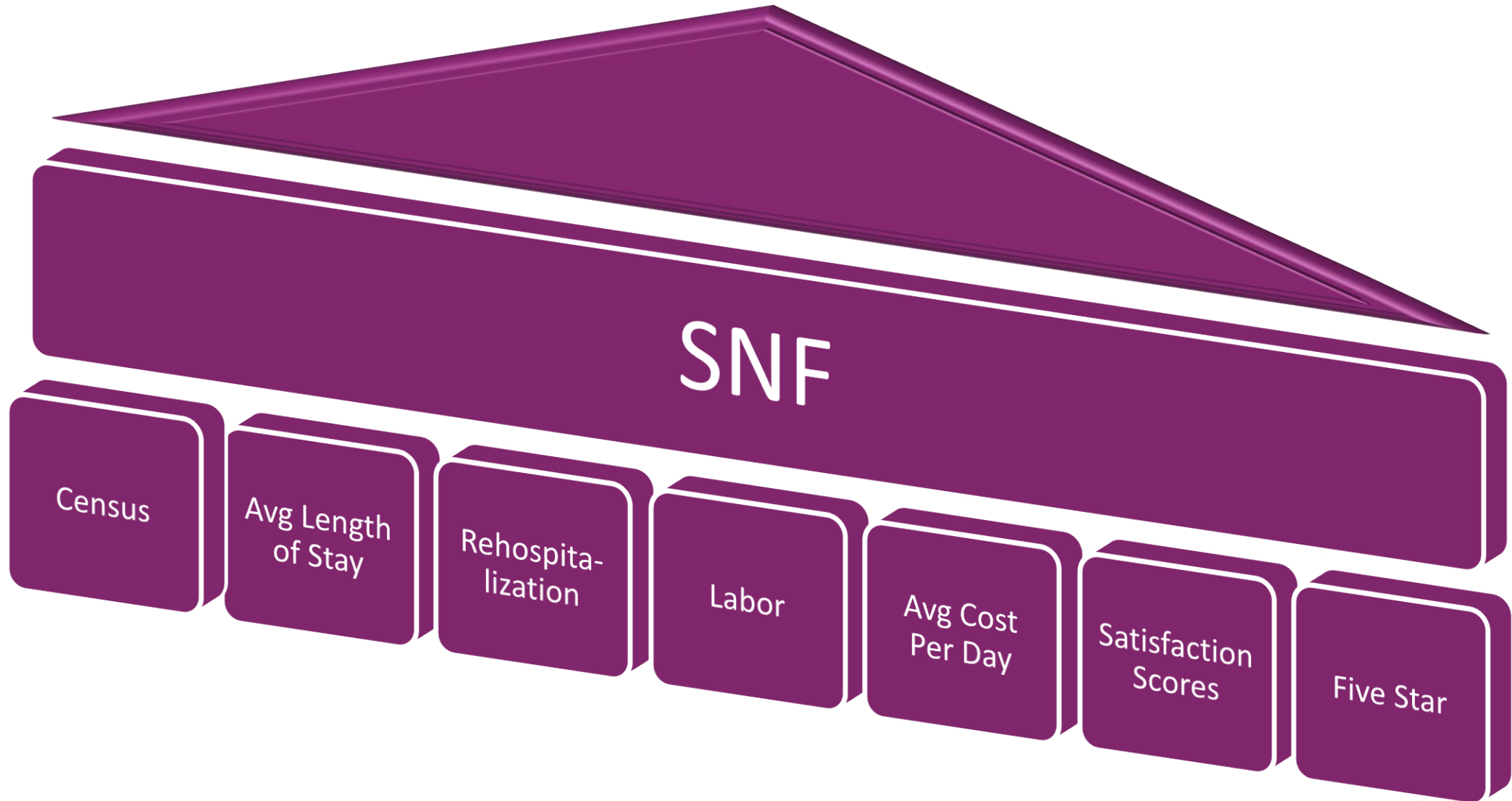
February, 2017

Cash Flow Analysis for February 2017



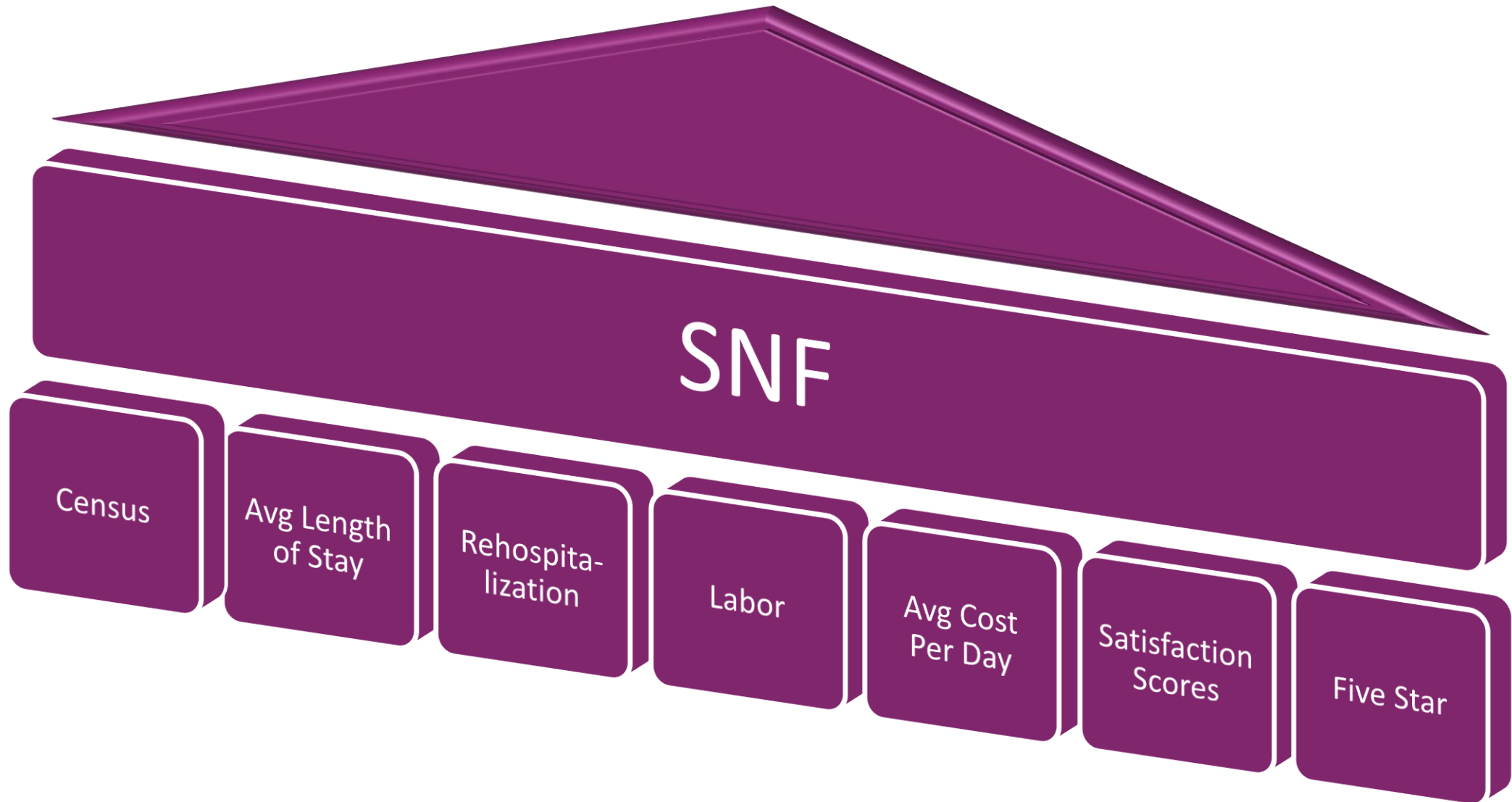
Name/Payor Type	Cash Collection Goal	\$ Coll. by 5th	MTD% by 5th	\$ Coll. by 10th	MTD% by 10th	\$ Coll. by 15th	MTD% by 15th	\$ Coll. by 20th	MTD%
Collections	153,783.05	-400.00	-0.26 %	-400.00	-0.26 %	0.00	0.00 %	0.00	
Hospice	652,795.02	10,867.44	1.66 %	10,867.44	1.66 %	0.00	0.00 %	0.00	
Insurance	1,077,190.50	40,847.30	3.79 %	40,847.30	3.79 %	0.00	0.00 %	0.00	
Managed Care	94,692.97	-7.06	0.00 %	-7.06	0.00 %	0.00	0.00 %	0.00	
Med Pending	221,284.68	0.00	0.00 %	0.00	0.00 %	0.00	0.00 %	0.00	
Medicaid	8,289,183.69	551,757.78	6.65 %	551,757.78	6.65 %	0.00	0.00 %	0.00	
Medicare A	2,458,343.09	0.00	0.00 %	0.00	0.00 %	0.00	0.00 %	0.00	
Medicare B	170,837.70	0.00	0.00 %	0.00	0.00 %	0.00	0.00 %	0.00	
Private	2,139,419.15	166,213.24	7.76 %	166,213.24	7.76 %	0.00	0.00 %	0.00	
Respite	2,000.00	0.00	0.00 %	0.00	0.00 %	0.00	0.00 %	0.00	
VA	53,263.90	0.00	0.00 %	0.00	0.00 %	0.00	0.00 %	0.00	
Total	15,312,793.75	769,278.70	5.02 %	769,278.70	5.02 %	0.00	0.00 %	0.00	

SNF Key Performance Indicators










































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SNF Key Performance Indicators



Overall By Metric

<div> <div>Census</div> <div>Occupancy</div> <div>Labor</div> <div>Cash AR</div> <div>Clinical</div> <div>Rehab</div> <div>Financial</div> <div>5 Star</div> <div>RAC Audit</div> <div>Wages</div> <div>Last Refresh: 01/01 12:00 AM EST</div> </div>				
<div> <div>Facility Ratings</div> <div>Deficiencies and Fines</div> <div>Quality Measures</div> <div>Compare Local Facilities</div> <div>Staff PPD Rating/Trending</div> <div>Five Star Info</div> </div>				
Facility Ratings   				
Facility	Overall Rating	Health Inspection Rating	Quality Measures Rating	Staffing Rating
ABIGAIL HOUSE FOR NURSING & REHABILITATION LLC 1105 -1115 LINDEN STREET CAMDEN, NJ 8102				
ABRAMSON RESIDENCE 1425 HORSHAM ROAD NORTH WALES, PA 19454				
AMERICAN LUTHERAN HOME-MONDOVI 200 MEMORIAL DR MONDOVI, WI 54755				
BIG SANDY MEDICAL CENTER LTC 166 MONTANA AVE E BIG SANDY, MT 59520				
CENTRAL WASHINGTON HOSPITAL TRANSITIONAL CARE UNIT 1201 SOUTH MILLER STREET WENATCHEE, WA 98801				
COAST FORK NURSING CENTER 515 GRANT STREET COTTAGE GROVE, OR 97424				
COMMUNITY NURSING HOME OF ANACONDA 615 MAIN ST ANACONDA, MT 59711				
CORVALLIS MANOR 160 NE CONIFER BLVD CORVALLIS, OR 97330				
TRANSITIONS HEALTHCARE NORTH HUNTINGDON 8850 BARNES LAKE ROAD NORTH HUNTINGDON, PA 15642				

New 2016 Five Star Measures

Short-stay rehospitalizations

Short-stay discharge to community

Short-stay emergency room visits

Short-stay improvement in function (ADL)
from admission to discharge

Long-stay decline in mobility

New QM Details

July 2016 50%

January 2017 100%

All QMs moved to 4-quarter average

ADL cut points based on national

Key Changes to Remember

Welcome CHERYL FIELD What's New Profile Admin Log Out

primeVIEW primeCOM primeCLAIMS primeFORCE CMS PBJ

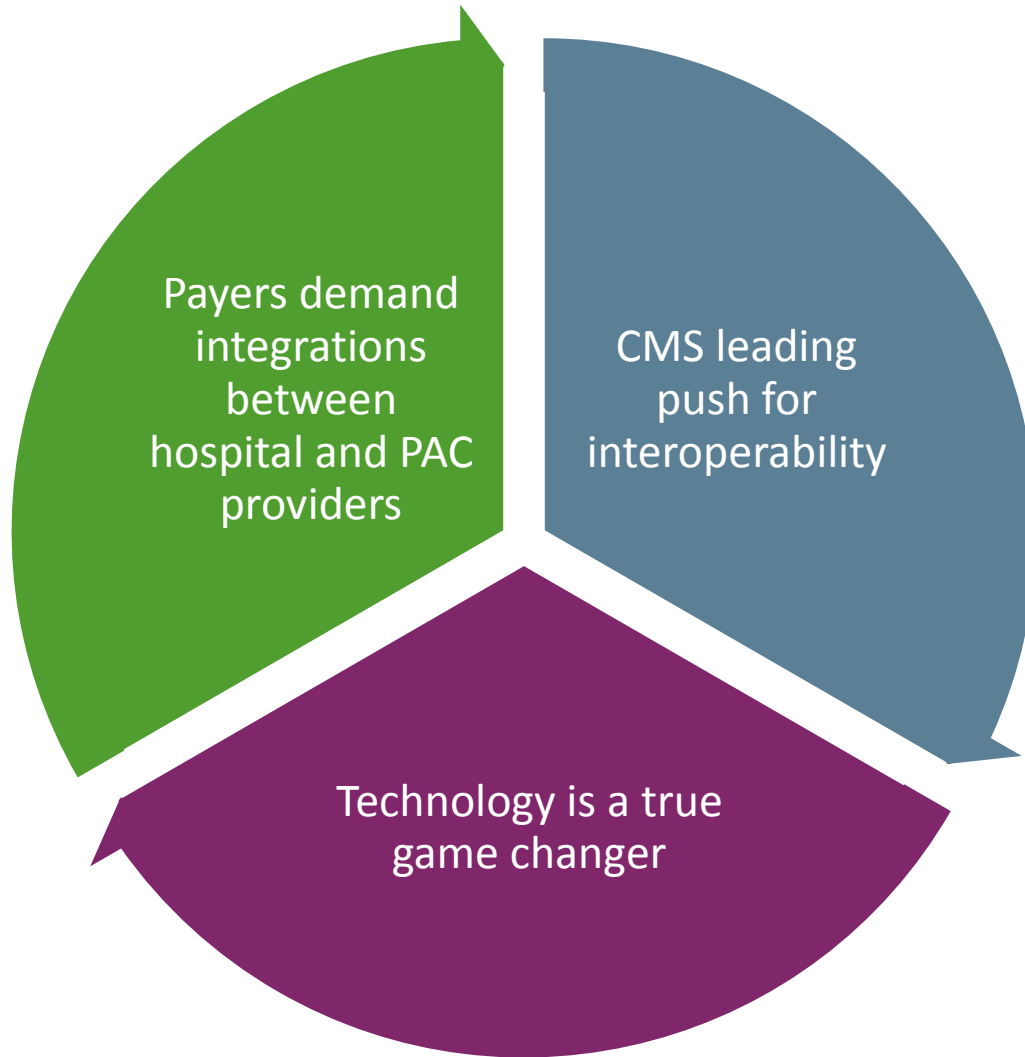
Home Reports Alerts Pinnacle PointRight Pathway NR MIV

Census Occupancy Labor Cash AR Clinical Rehab Financial 5 Star RAC Audit Wages Last Refresh: 11/01 12:00 AM EST

Facility Ratings Deficiencies and Fines **Quality Measures** Compare Local Facilities Staff PPD Rating/Trending Five Star Info

Quality Measures

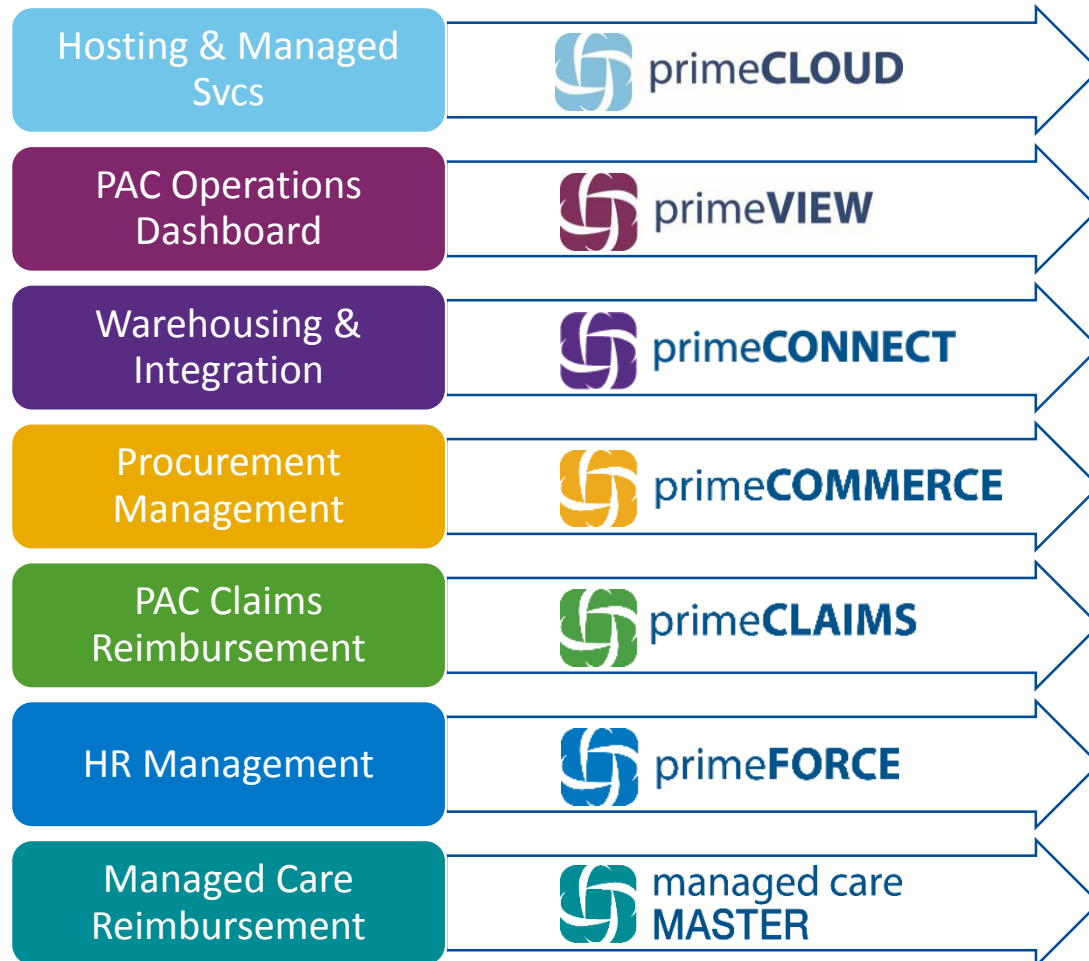
Facility	Measure Description	Used in QM 5 Star Rating	Q1 Measure Score	Q2 Measure Score	Q3 Measure Score	Q4 Measure Score	4 QTR Average	Average State Measure	Average National Measure	Q1 Quarter Dates
	401 - Percent of Long Stay Residents Whose Need for Help with ADLs has Increased	True	9.40 %	5.80 %	6.30 %	0.00 %	7.20 %	14.60 %	0.00 %	2013Q4
	402 - Percent of Long Stay Residents Who Self Report Moderate to Severe Pain	True	0.00 %	0.00 %	0.60 %	0.00 %	0.20 %	3.90 %	0.00 %	2013Q4
	403 - Percent of High Risk Long Stay Residents With Pressure Ulcers	True	4.60 %	5.70 %	6.80 %	0.00 %	5.60 %	7.90 %	0.00 %	2013Q4
	404 - Percent of Long Stay Residents Who Lose Too Much Weight	False	2.50 %	1.30 %	3.80 %	0.00 %	2.60 %	7.60 %	0.00 %	2013Q4



Where do you find your data?

Questions

Use your GoToWebinar control panel to chat us!



Thanks for attending.

Expect replay/presentation via email

Visit www.primecaretech.com to view our 2-minute demo video

Contact Bill Briggs at
o:770-255-3684 | c: 203-505-4499
bill.briggs@primecaretech.com