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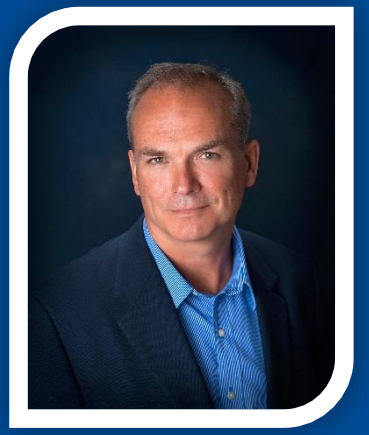
Top 5 Expectations for Post-Acute Execs

Ensure You're Measuring Up



MODERATOR
Bill Briggs, VP

PRESENTER
Cheryl Field, Chief Product Officer

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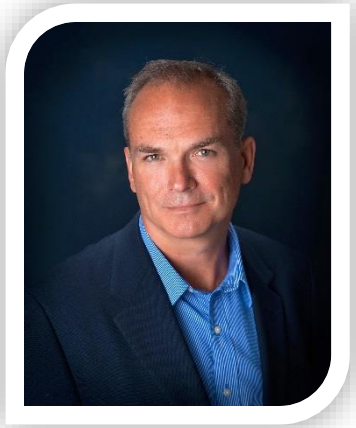

Introductions

Bill Briggs, VP

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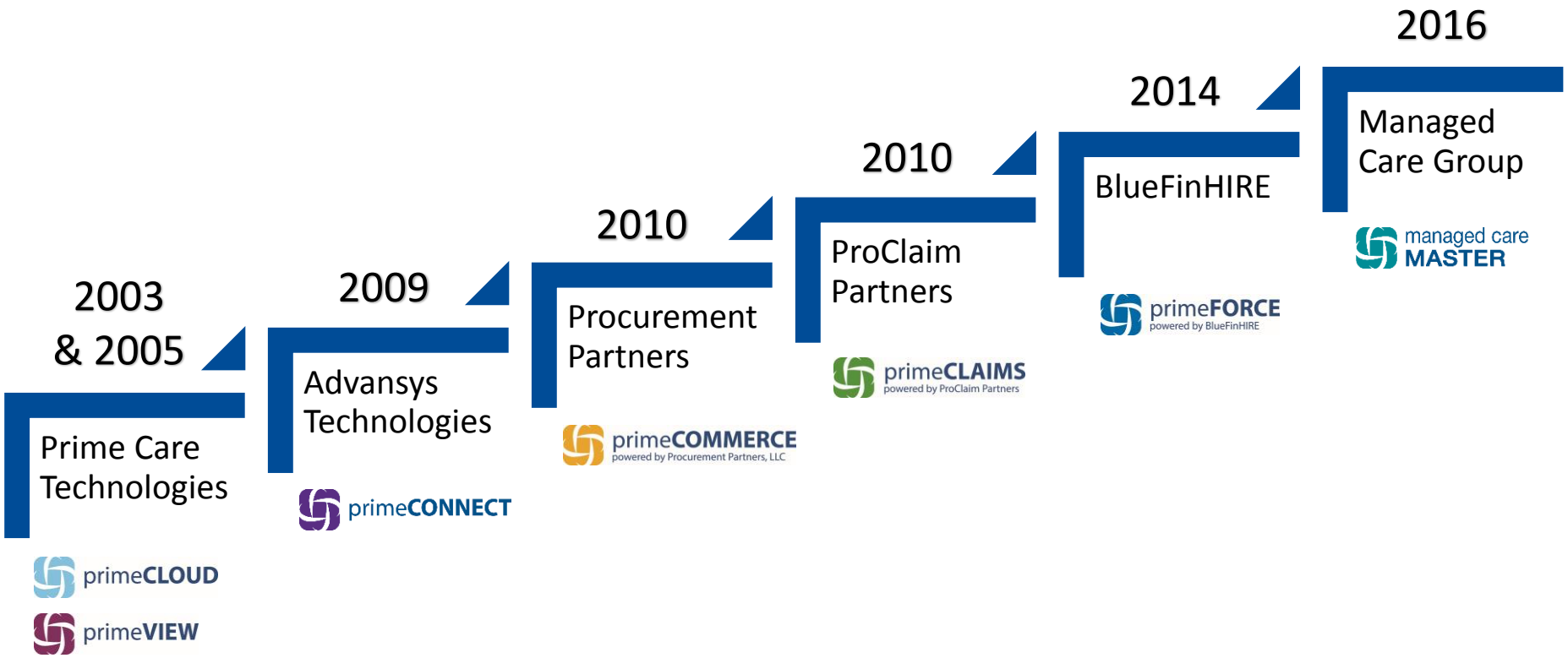

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Top 5 Expectations for Post-Acute Execs

Cheryl Field, Chief Product Officer

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Poll #1

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

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Post-Acute Care Landscape

Challenges or opportunities?

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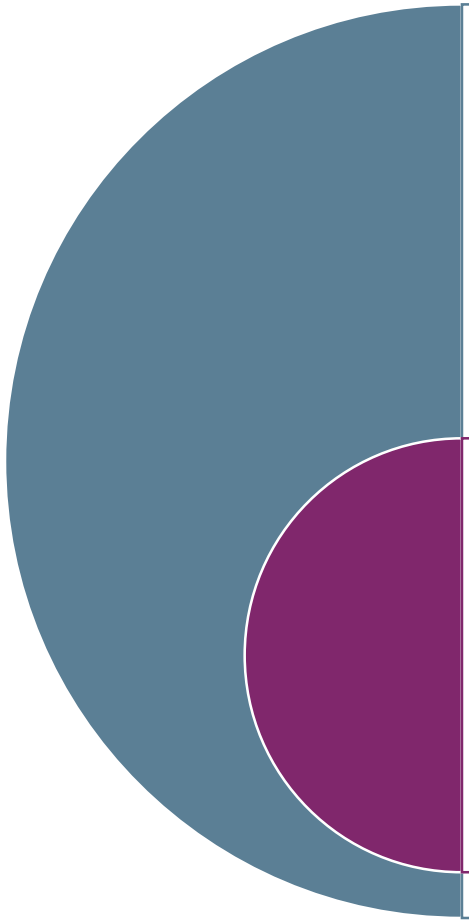
Evolution of Post-Acute Technology



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!

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Volume-to-Value Trends

For now….Goals of Healthcare Reform

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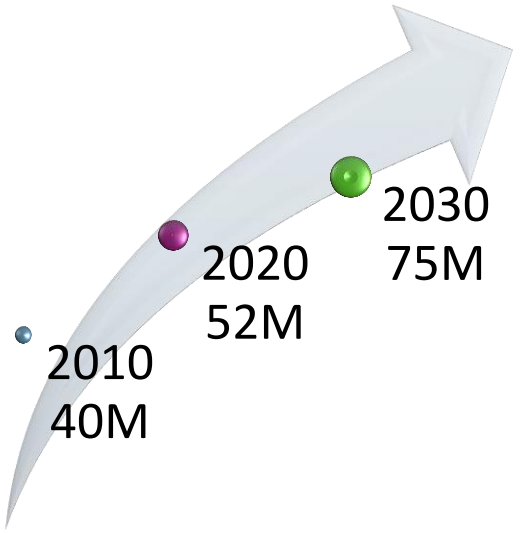
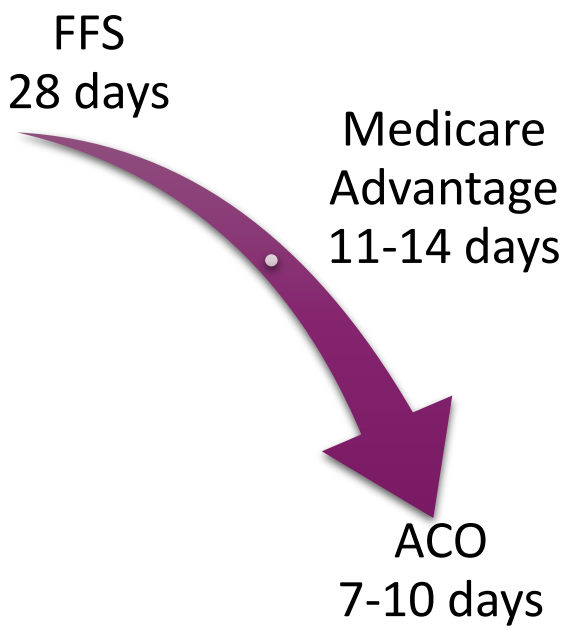
Medicare Population Trends

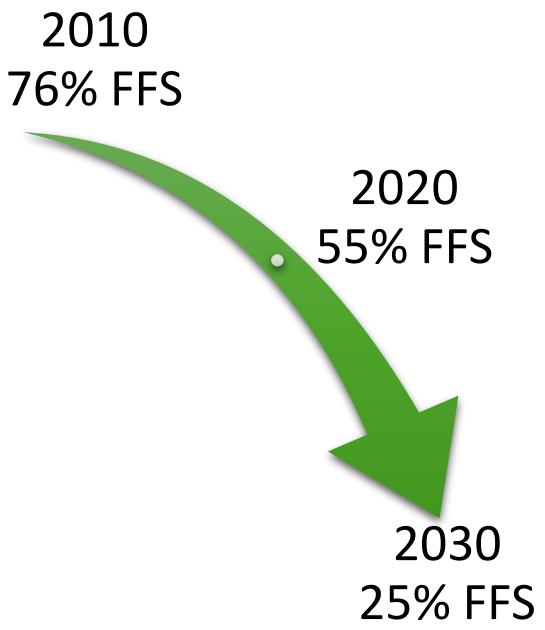
Population Over 65



Avg Length of Stay



Payment Transitions



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Polling Question #2

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

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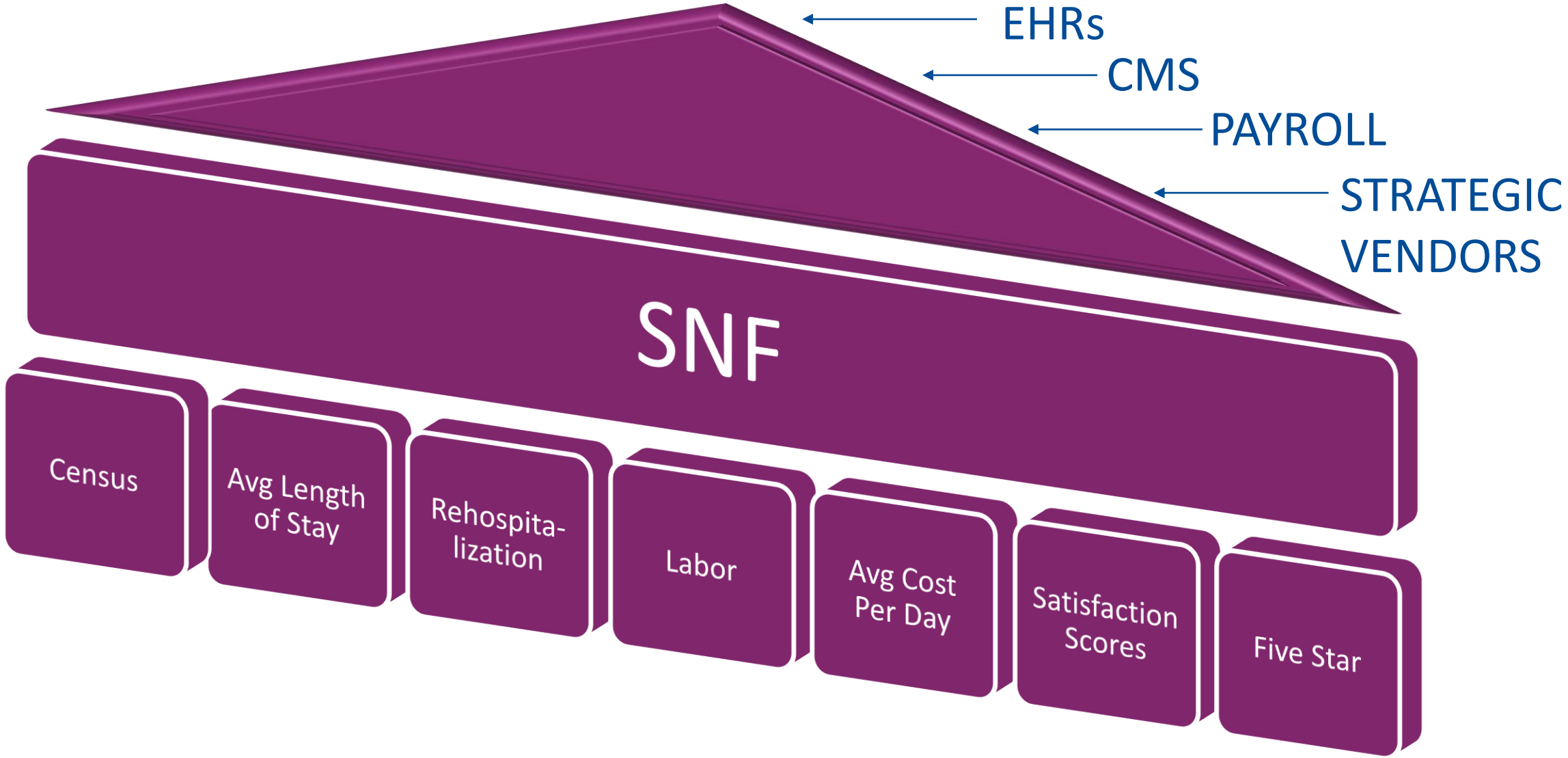
SNF Key Performance Indicators



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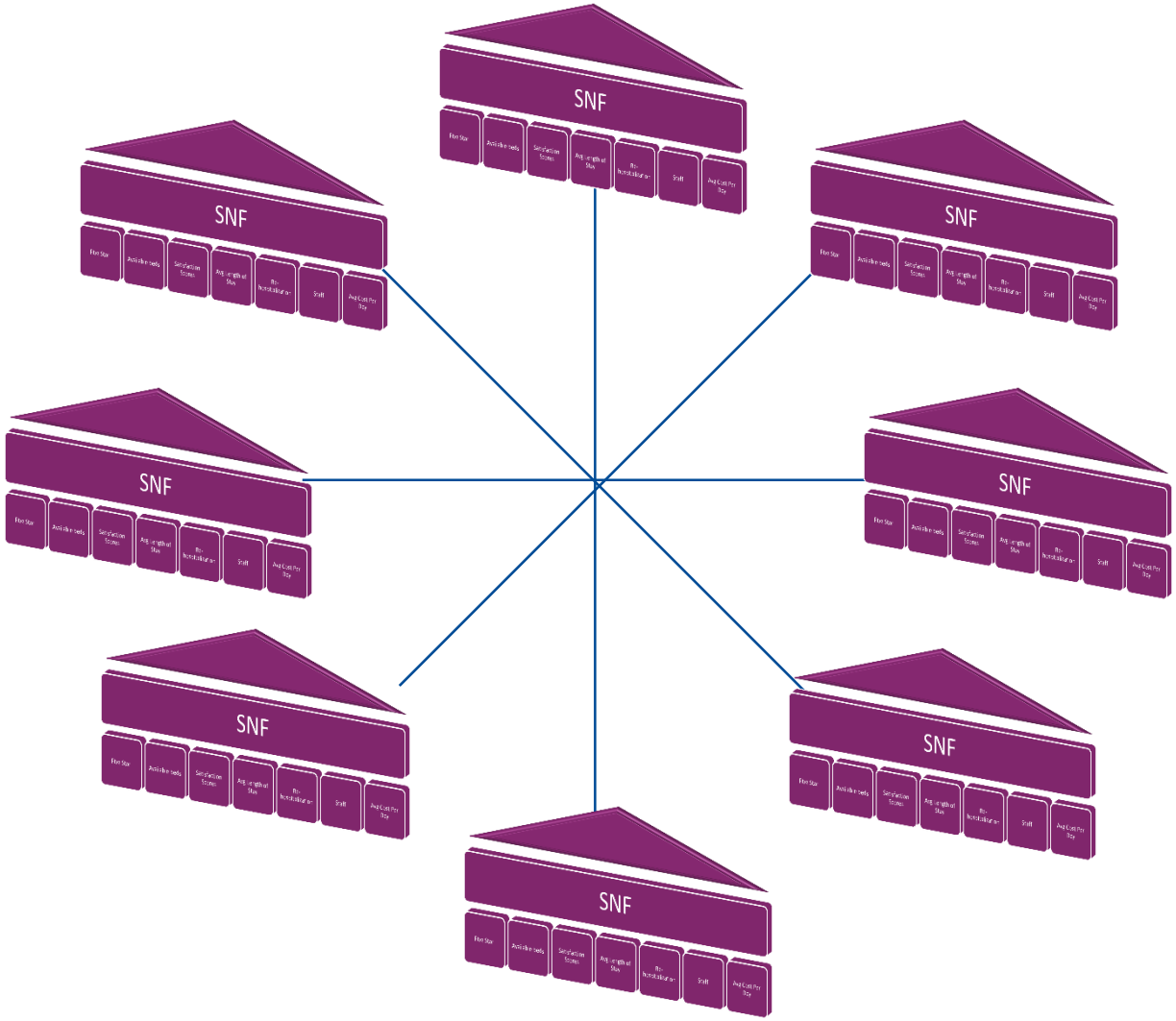
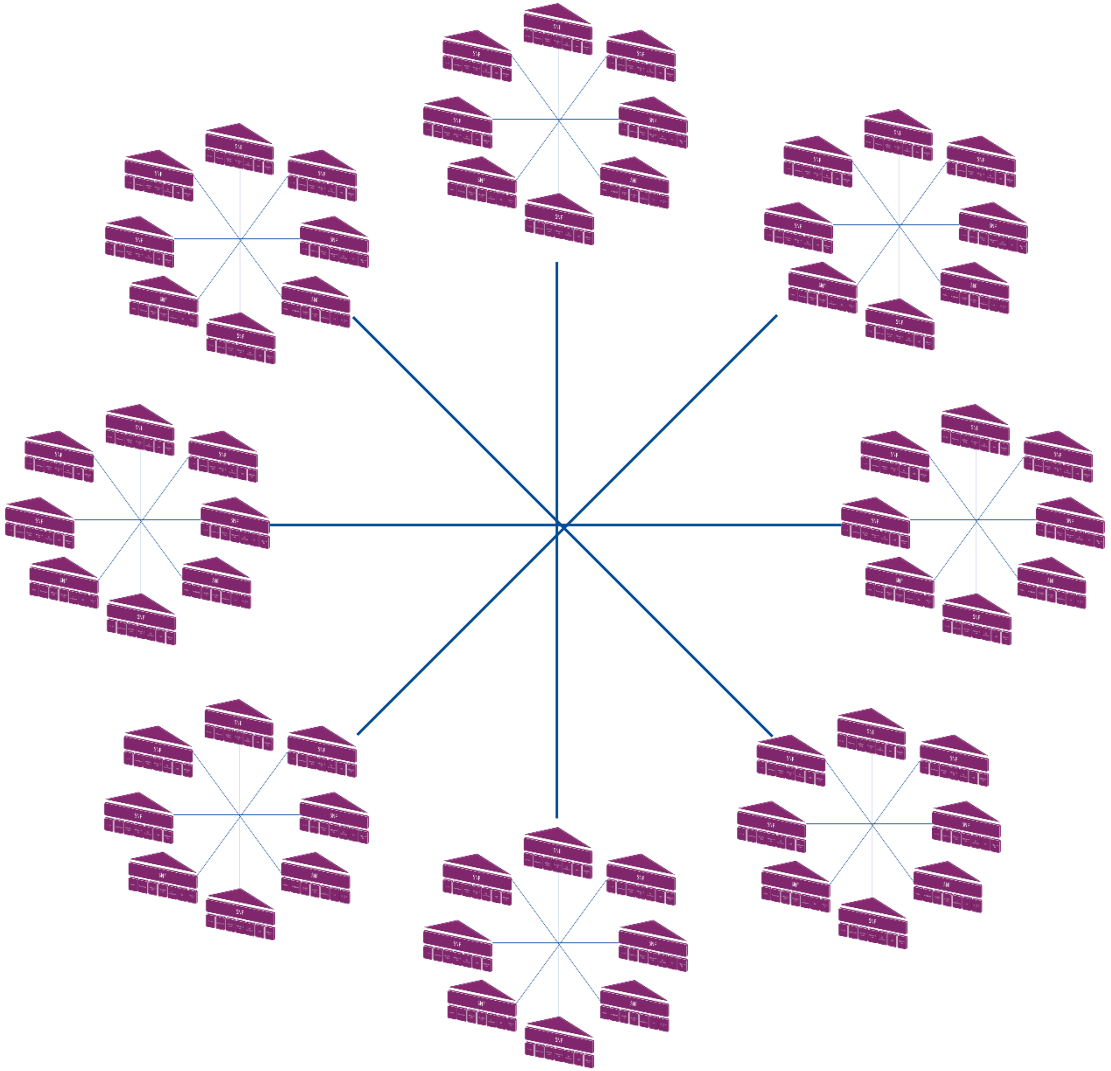
Multi-SNF System KPIs





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Intersection of Challenge & Opportunity

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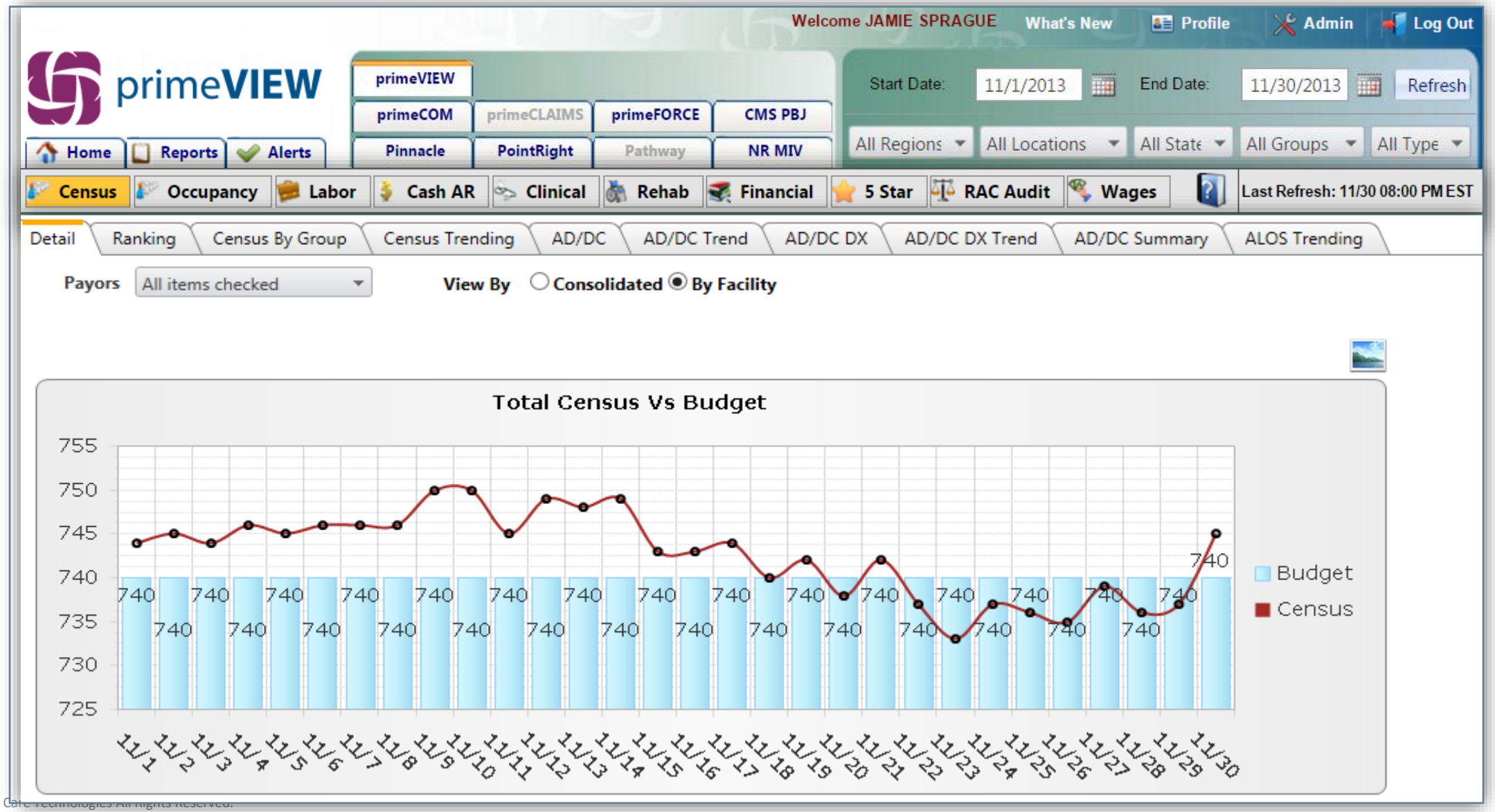
One Login for All Critical Data



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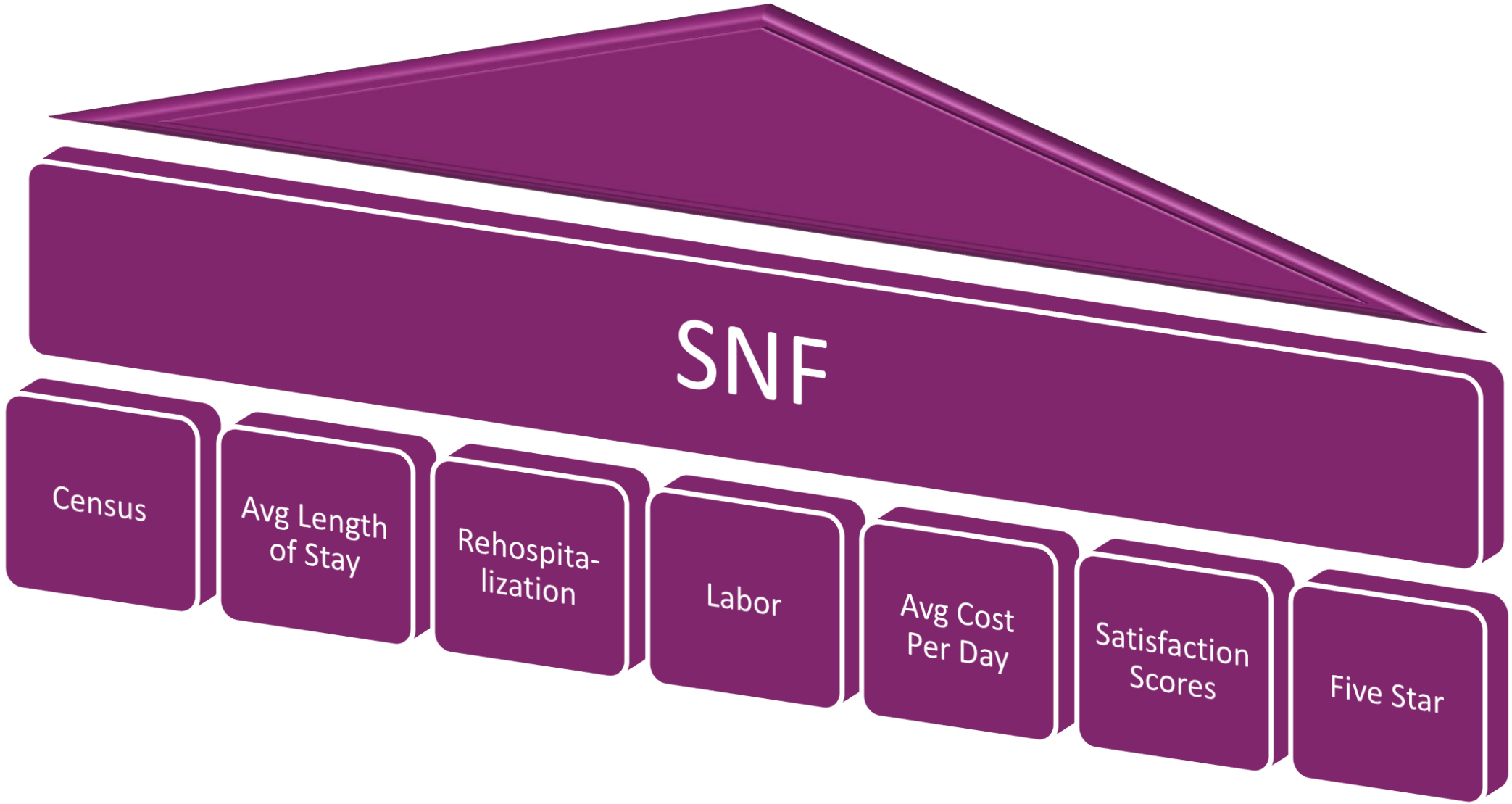
SNF Key Performance Indicators



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Census Details

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

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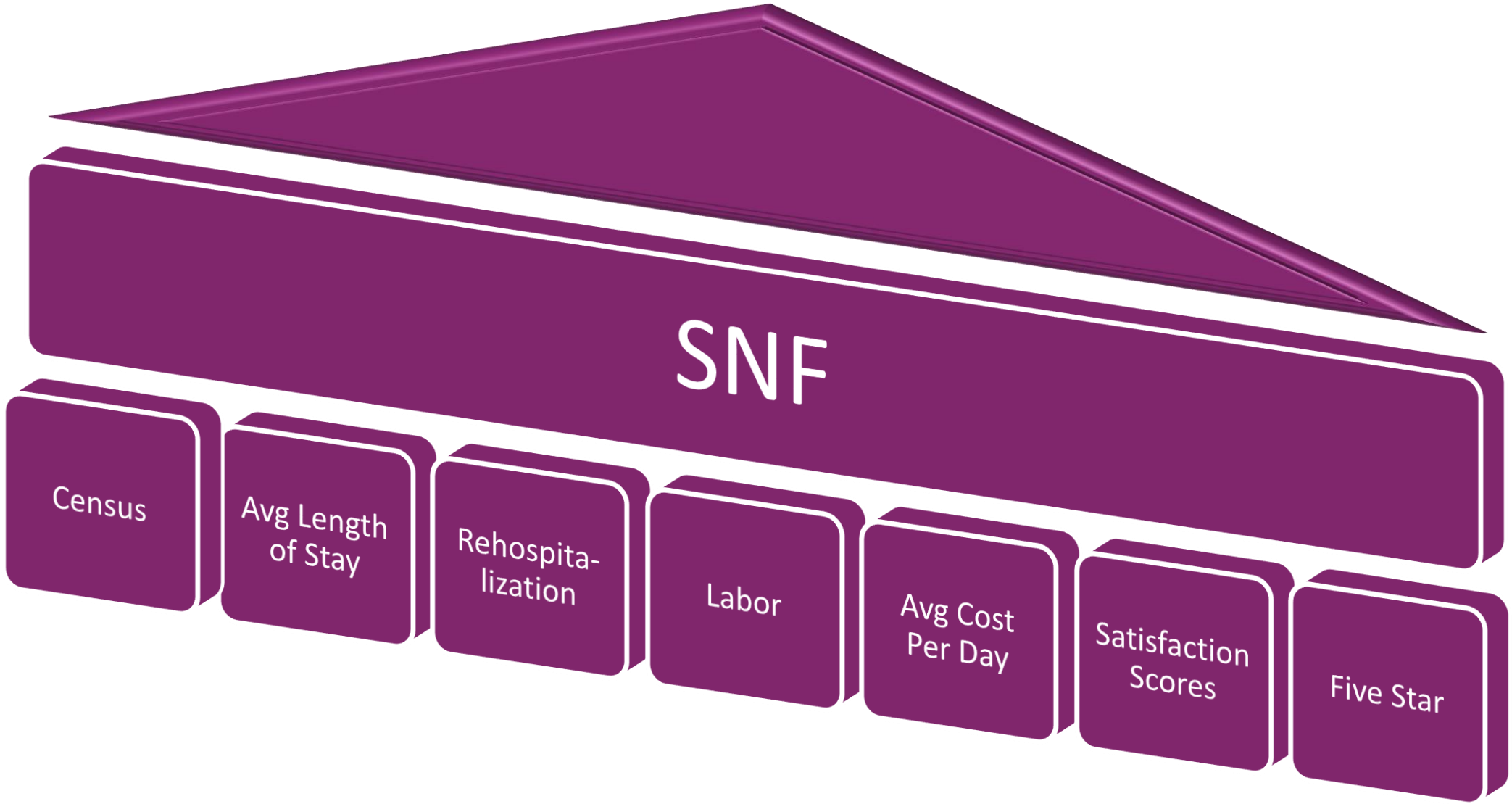
SNF Key Performance Indicators



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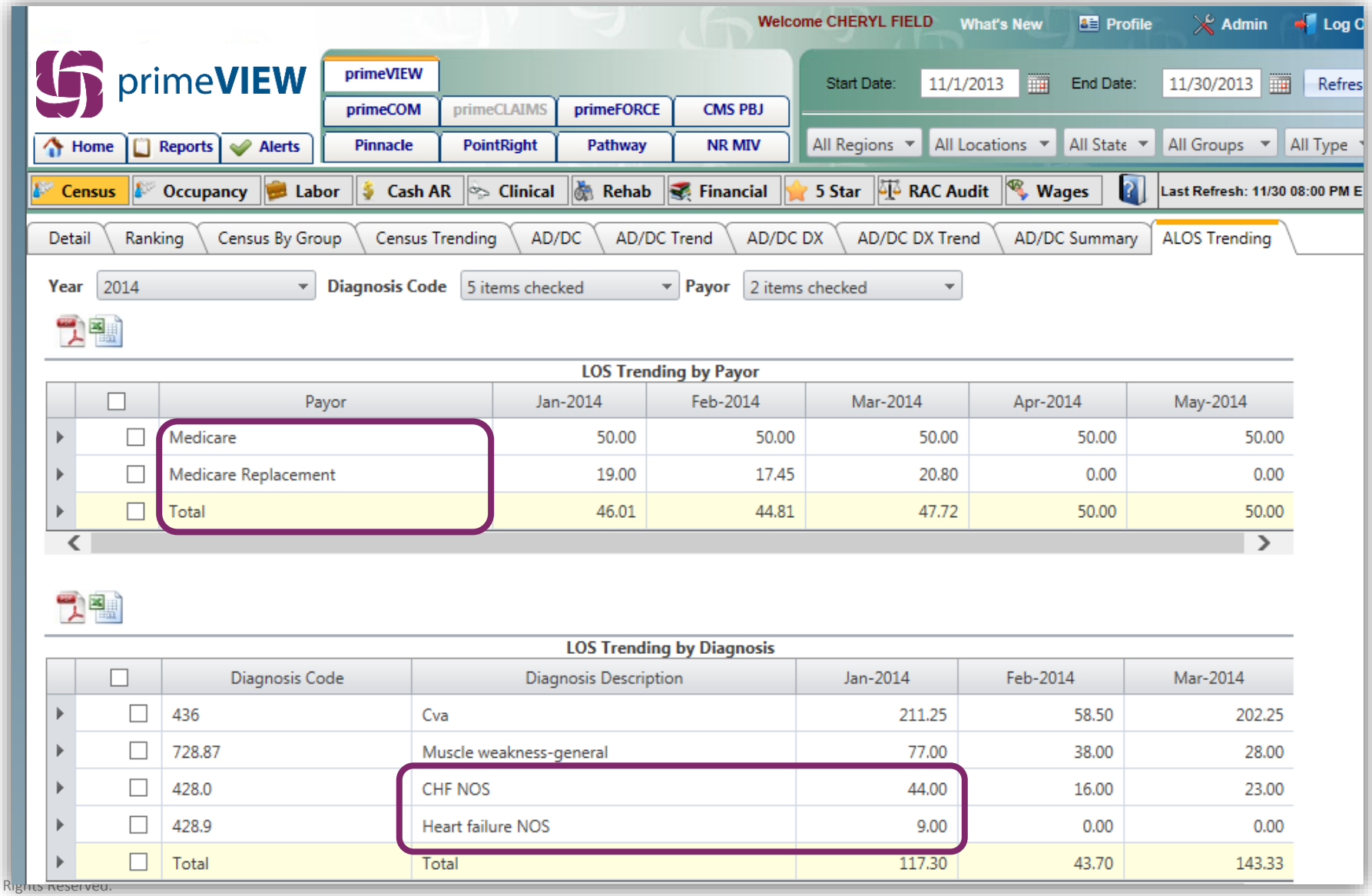
ALOS



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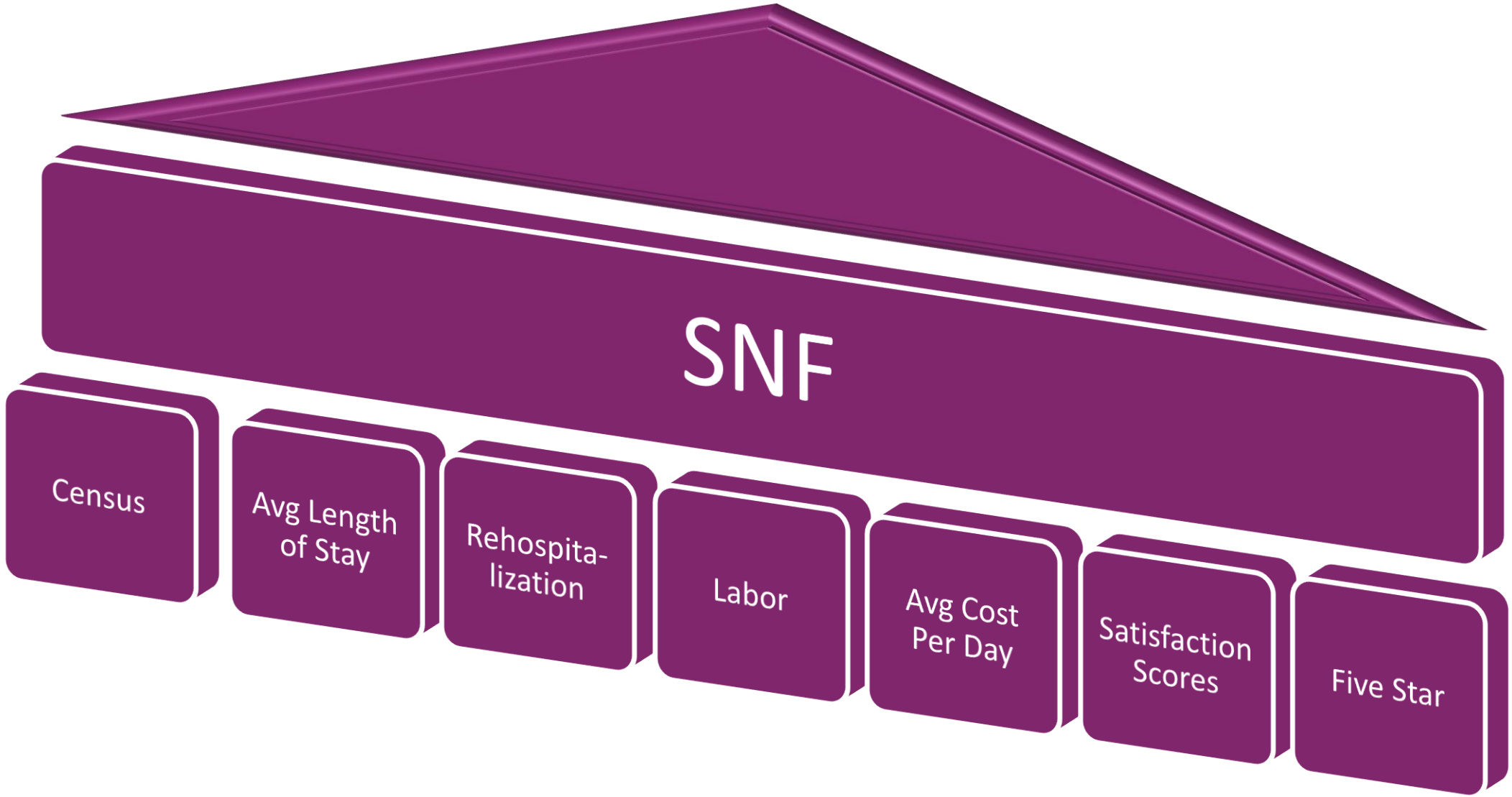
SNF Key Performance Indicators



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Polling Question #3

What is your top challenge in managing current operations?

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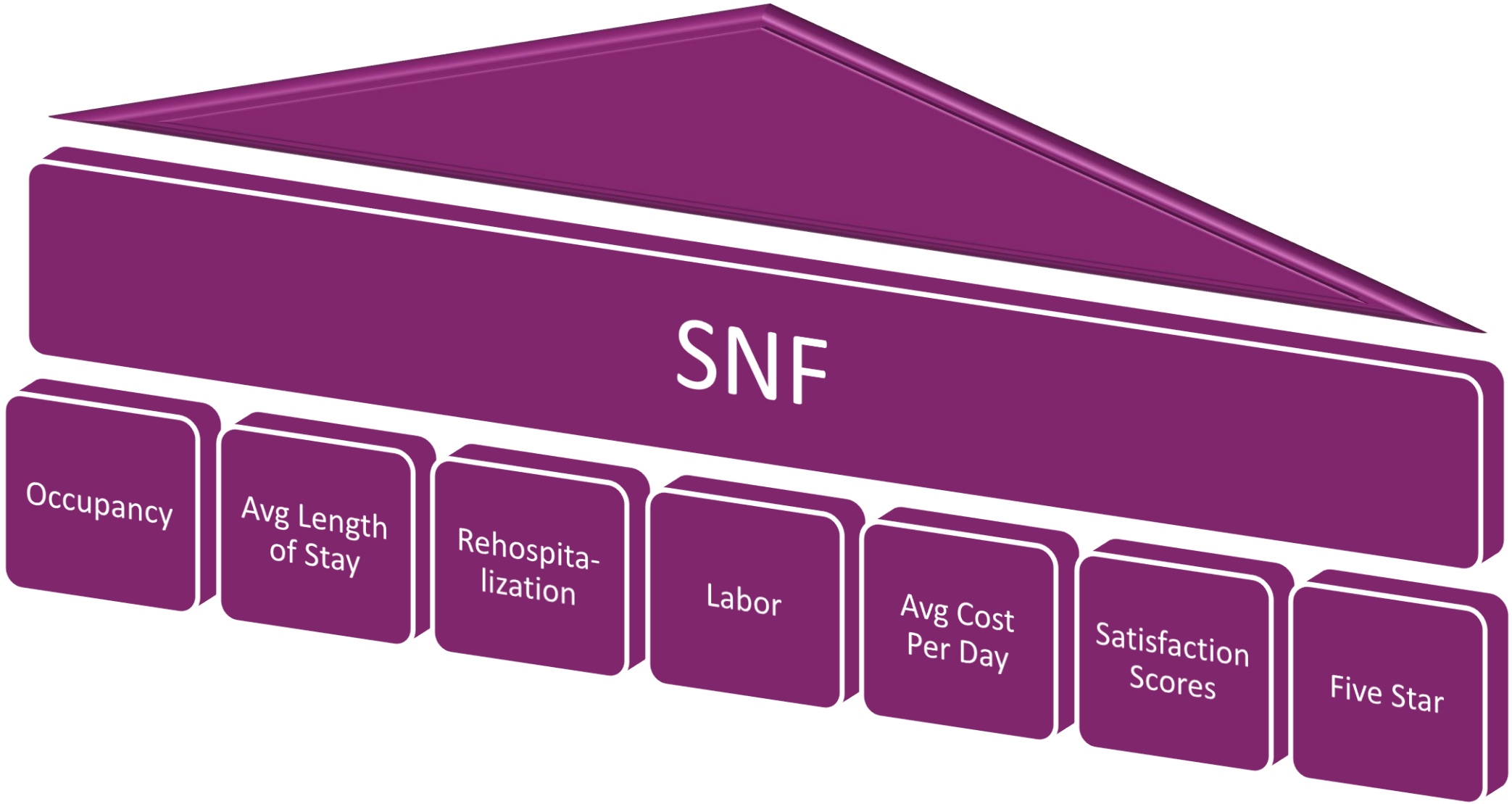
SNF Key Performance Indicators



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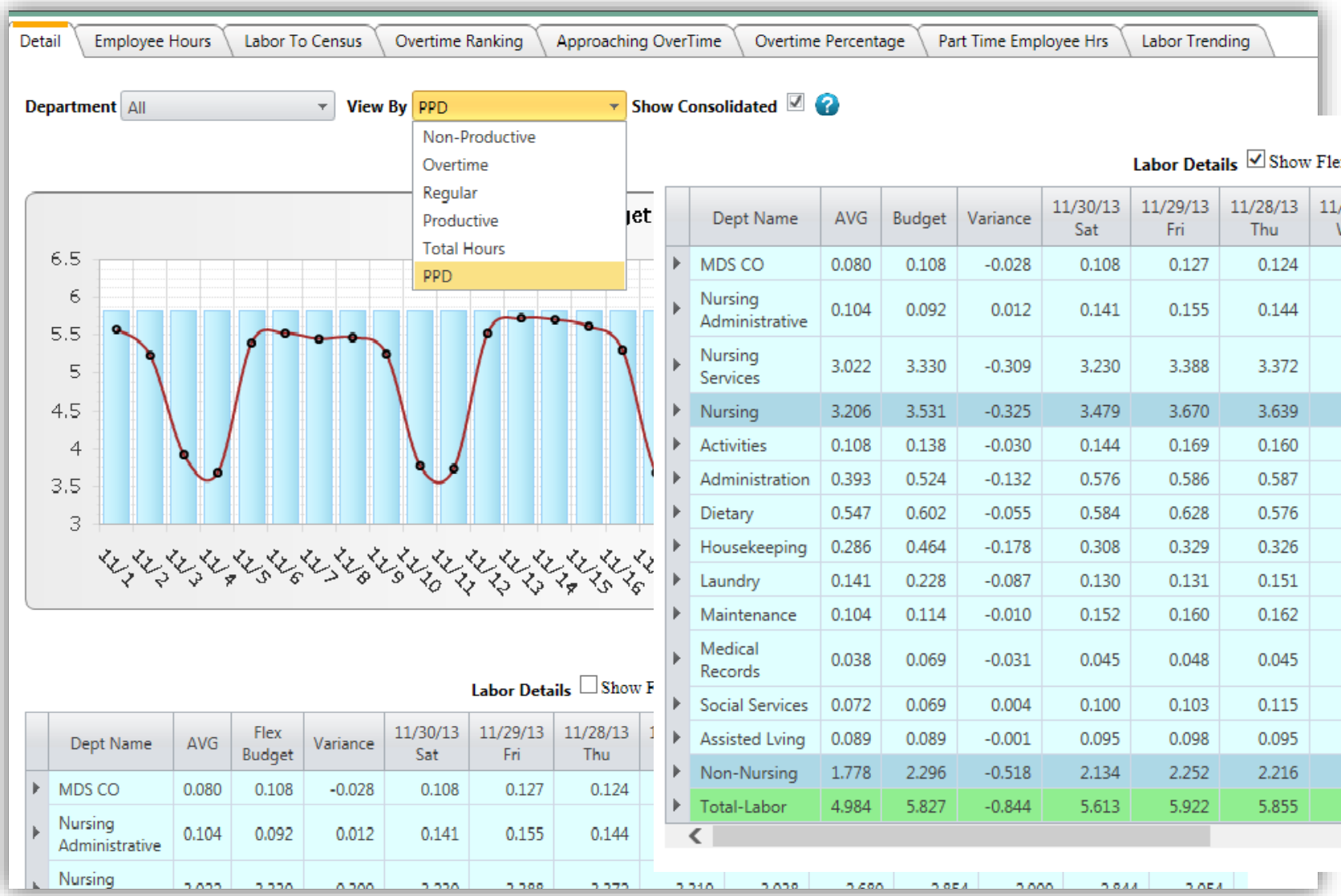
Labor Management



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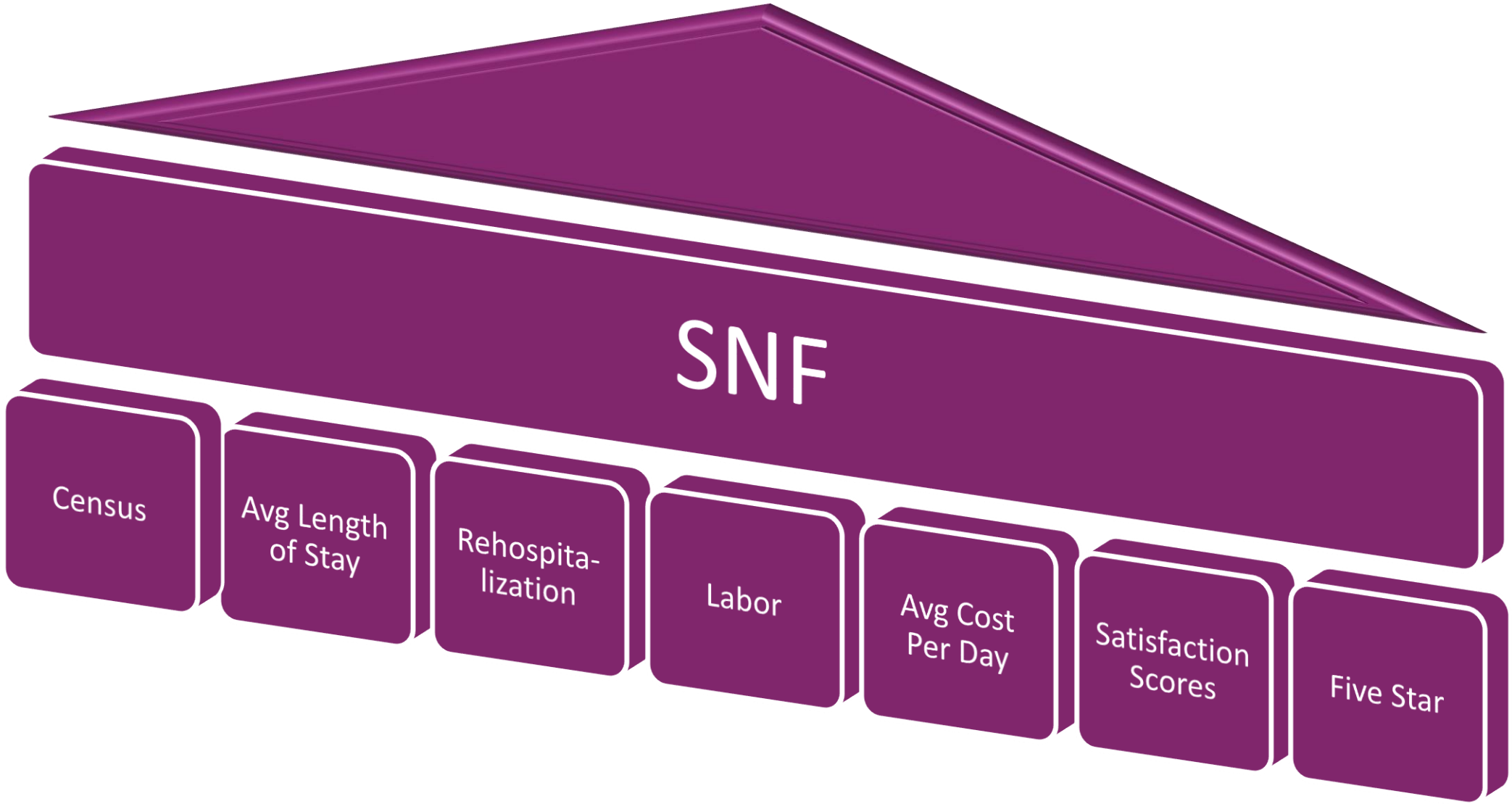
SNF Key Performance Indicators



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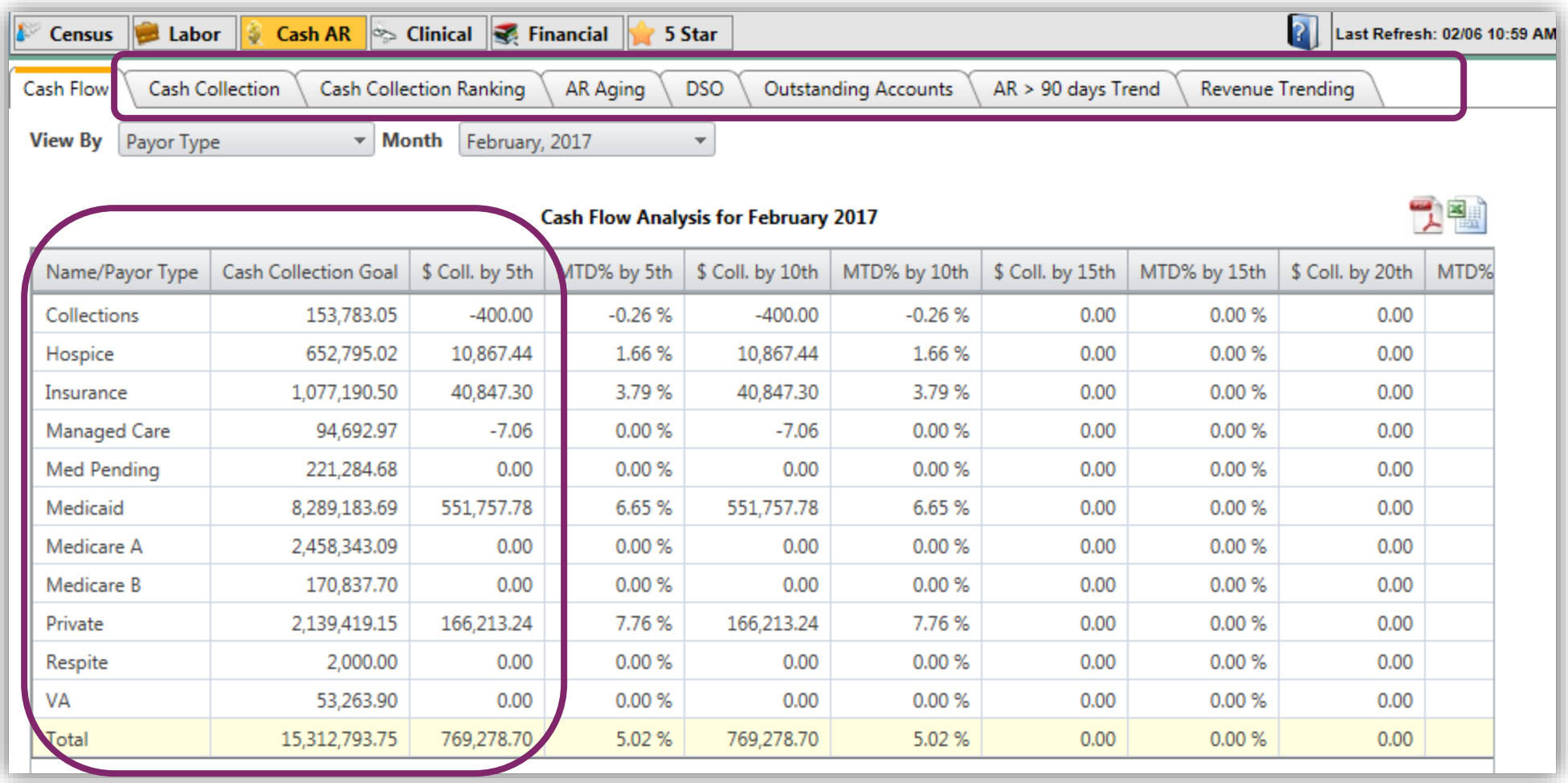
Cash



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	

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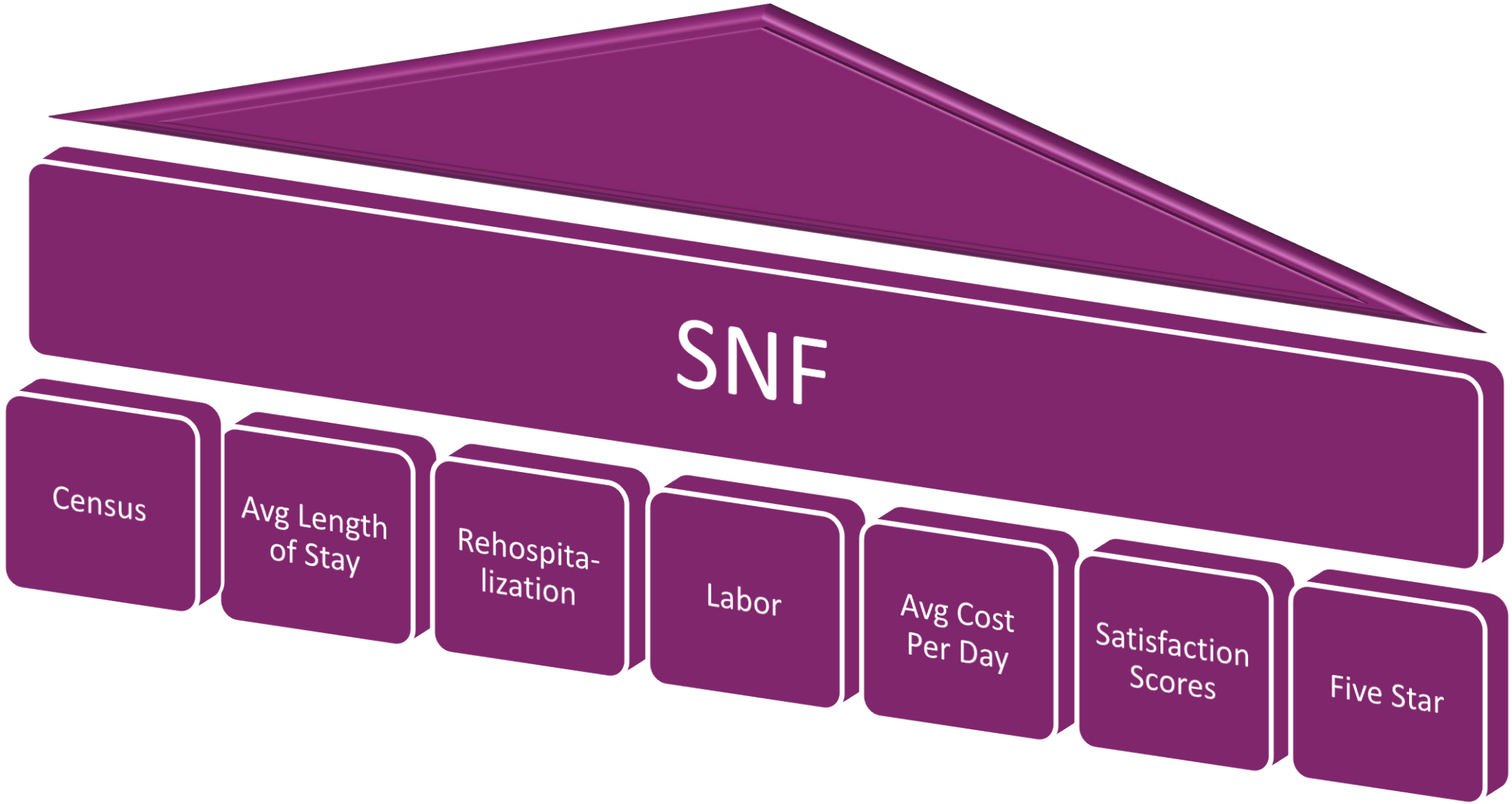
SNF Key Performance Indicators



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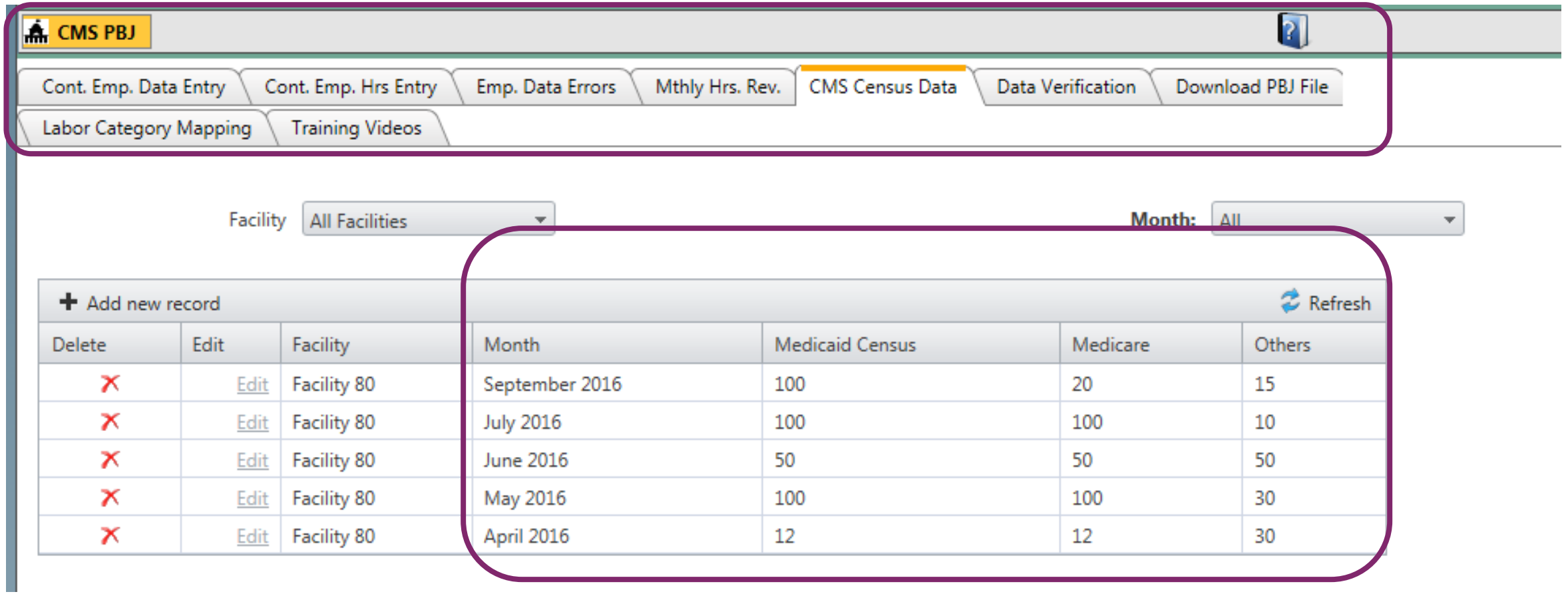
PBJ Reporting



Delete	Edit	Facility	Month	Medicaid Census	Medicare	Others
✕	Edit	Facility 80	September 2016	100	20	15
✕	Edit	Facility 80	July 2016	100	100	10
✕	Edit	Facility 80	June 2016	50	50	50
✕	Edit	Facility 80	May 2016	100	100	30
✕	Edit	Facility 80	April 2016	12	12	30

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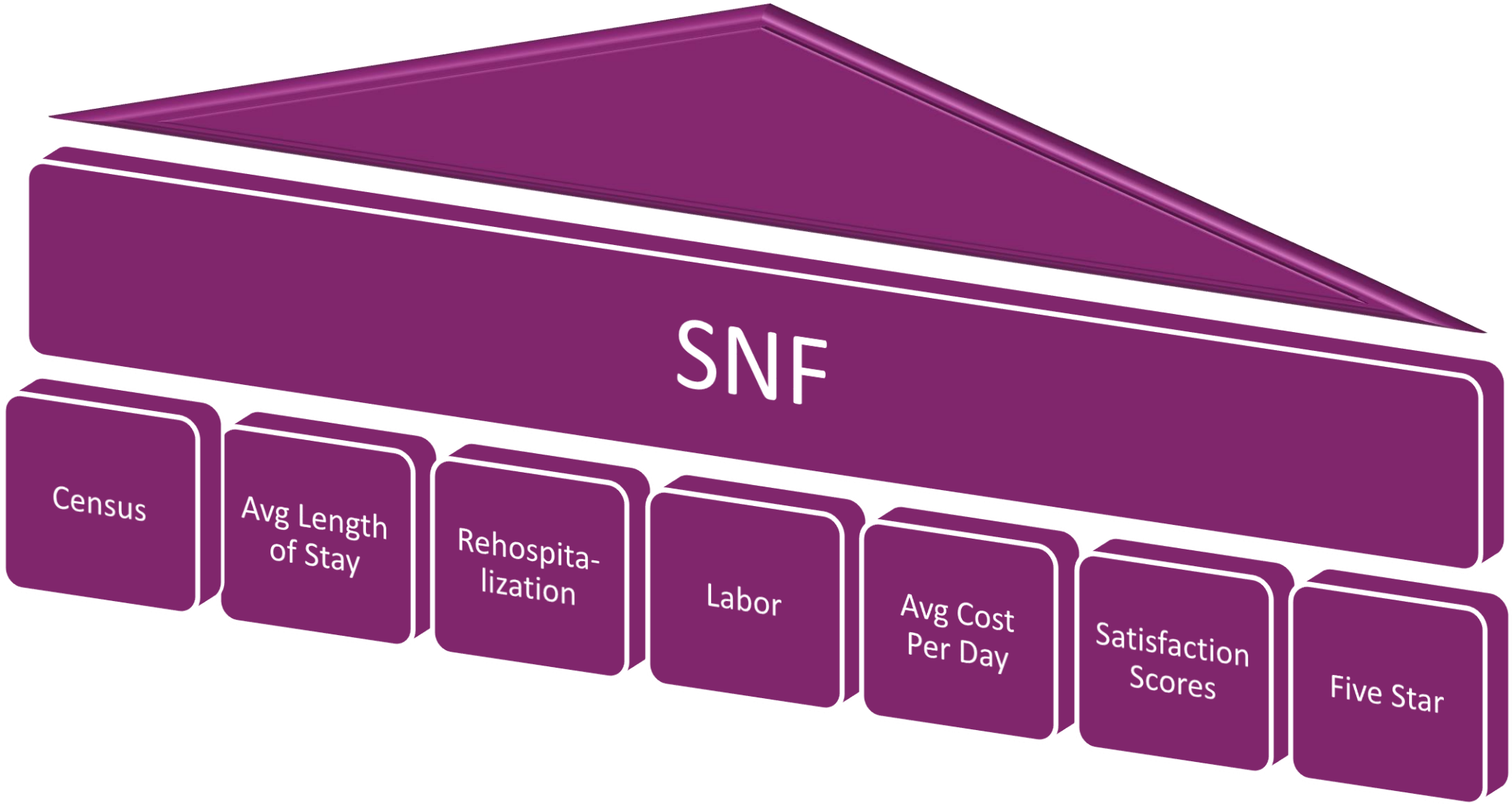
SNF Key Performance Indicators



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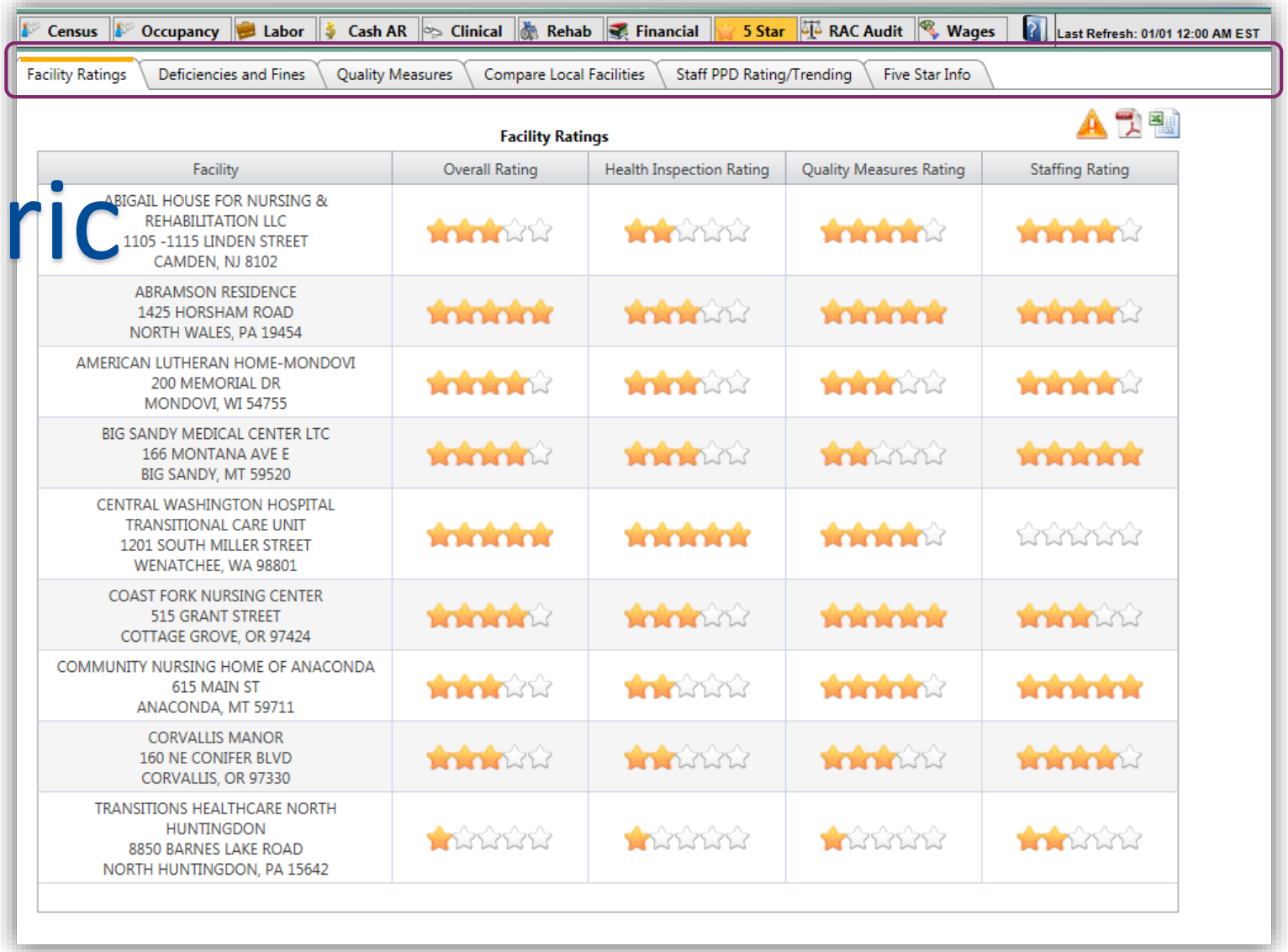
CMS Five Star

Overall By Metric



Facility	Overall Rating	Health Inspection Rating	Quality Measures Rating	Staffing Rating
ABIGAIL HOUSE FOR NURSING & REHABILITATION LLC 1105 -1115 LINDEN STREET CAMDEN, NJ 8102	3	2	4	4
ABRAMSON RESIDENCE 1425 HORSHAM ROAD NORTH WALES, PA 19454	5	3	5	4
AMERICAN LUTHERAN HOME-MONDOVI 200 MEMORIAL DR MONDOVI, WI 54755	4	3	3	4
BIG SANDY MEDICAL CENTER LTC 166 MONTANA AVE E BIG SANDY, MT 59520	4	3	2	5
CENTRAL WASHINGTON HOSPITAL TRANSITIONAL CARE UNIT 1201 SOUTH MILLER STREET WENATCHEE, WA 98801	5	5	4	0
COAST FORK NURSING CENTER 515 GRANT STREET COTTAGE GROVE, OR 97424	4	3	5	3
COMMUNITY NURSING HOME OF ANACONDA 615 MAIN ST ANACONDA, MT 59711	3	2	4	5
CORVALLIS MANOR 160 NE CONIFER BLVD CORVALLIS, OR 97330	3	2	3	4
TRANSITIONS HEALTHCARE NORTH HUNTINGDON 8850 BARNES LAKE ROAD NORTH HUNTINGDON, PA 15642	1	1	1	2

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Market Share Driven by Five Star

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

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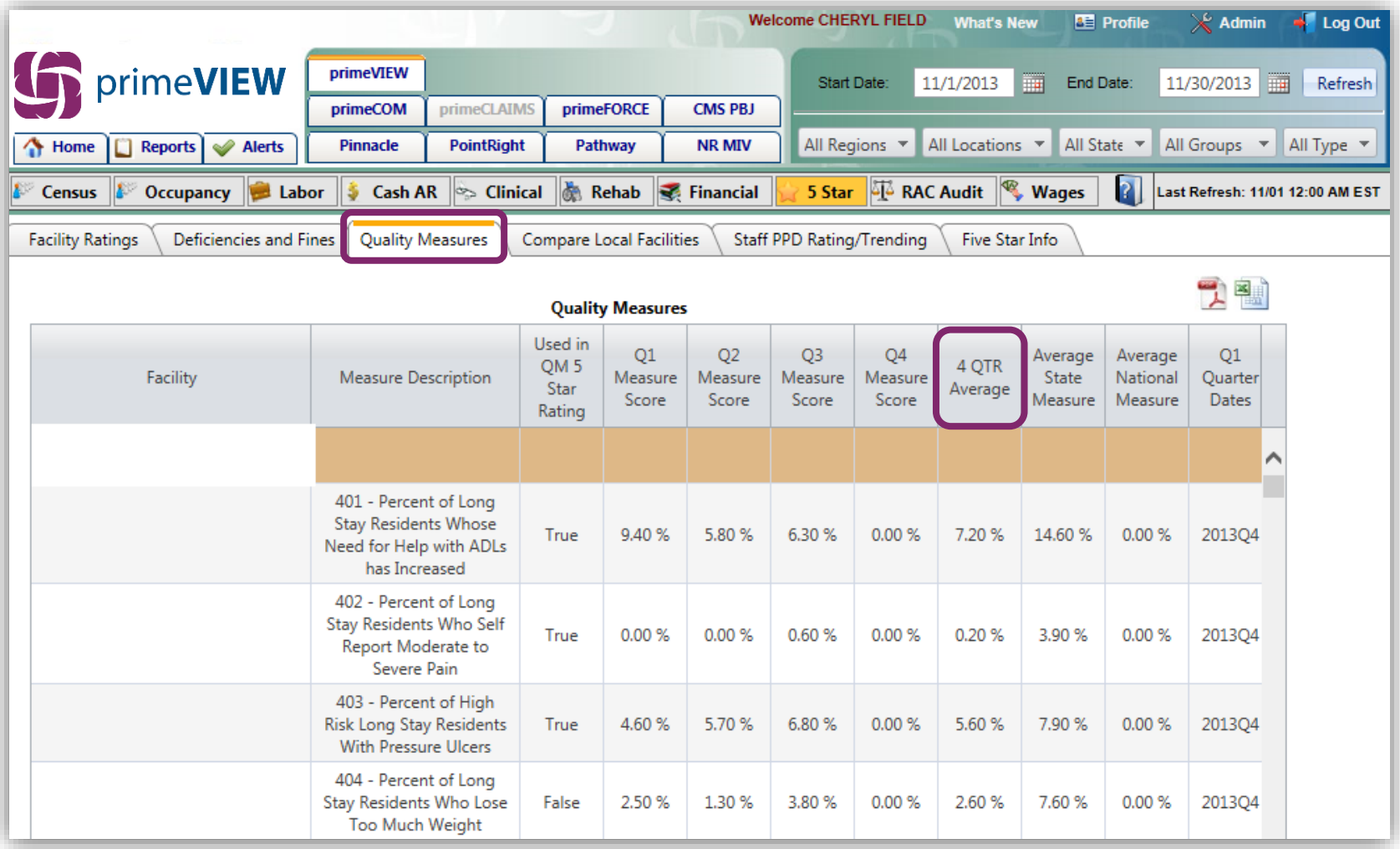
Key Changes to Remember



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

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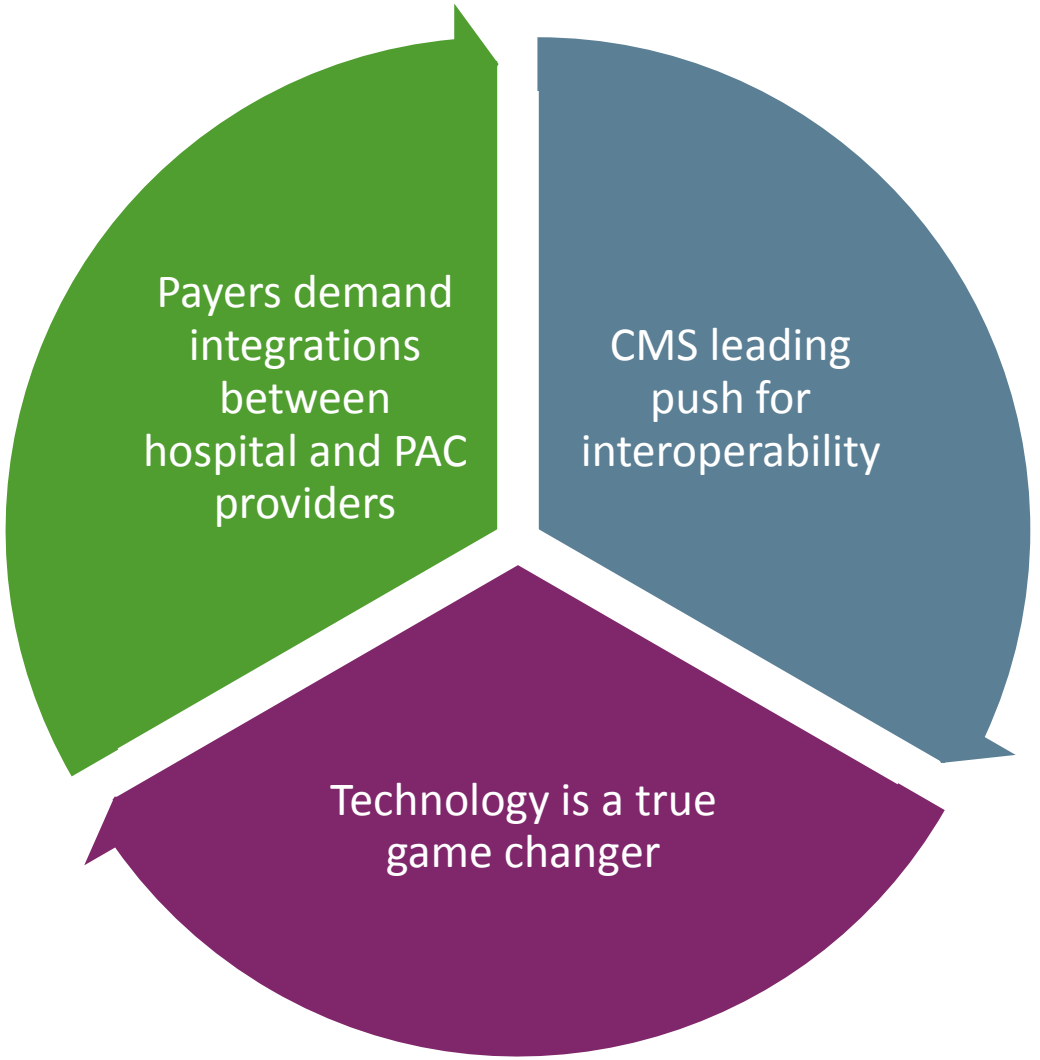
Technology and Data Integration



Where do you find your data?

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Questions

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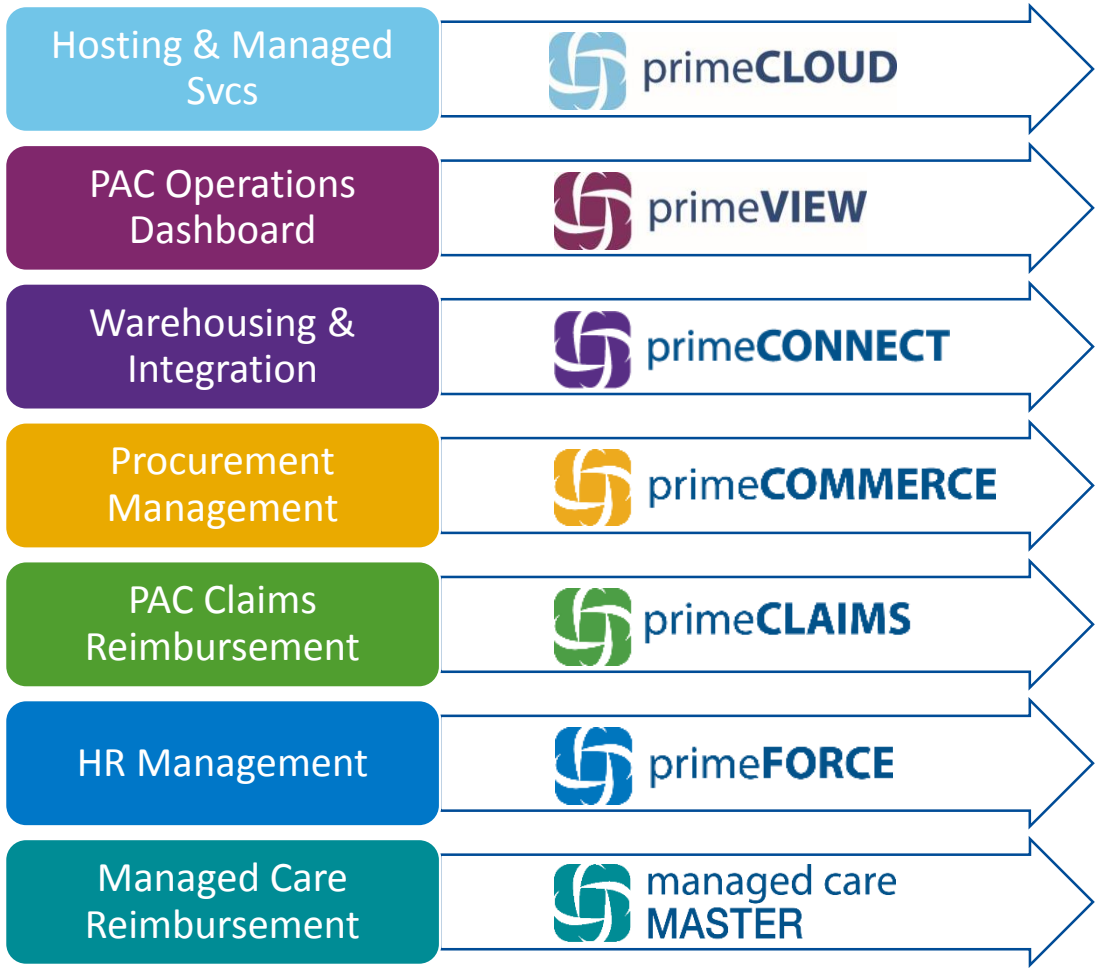
Leading Post-Acute Care Technologies



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

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