



POSTACUTE
— ANALYTICS —

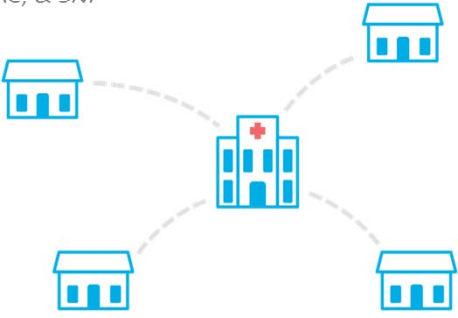
**Success in Risk Based Contracts:
Real Time Quality and Cost Tracking in Post Acute**

Discussion 4.19.18

Discussion **Why Focus on Post Acute Care (PAC)?**

~\$101PMPM Medicare FFS	~\$66PMPM Medicare Advantage	~\$41PMPM Top Performers
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Consists of IRF, LTAC, & SNF



NEED INFRASTRUCTURE TO TRACK TOTAL COST OF CARE IN REAL TIME FOR:
CAPITATION, MACRA, ACO, BUNDLES, & MA

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Discussion	What Do I Need From a Technology Solution?
<ol style="list-style-type: none">1. Send patients to high performing – quality & cost – post acute providers who are the high performing post acute providers?2. Notify me if a patient is in post acute & has been in a post acute setting for too long3. Notify me if a patient in a post acute setting is starting to exacerbate and is at risk for hospitalization4. Which patients need post acute care vs. those that can be sent home [post acute care pathway]?5. Which patients do I need to follow-up with at home phone, email, text? <p style="text-align: center;">Phase It In</p> <p style="text-align: right;">3</p>	

Discussion	How Do We Do It?
<p style="text-align: center;">AUTOMATION in REAL TIME Acute & Post Acute</p> <p style="text-align: center;">FTE LITE</p> <p style="text-align: center;">SIMPLE SIMPLE SIMPLE</p> <p style="text-align: center;">Engaging Timely & Actionable Data</p> <p style="text-align: center;">QUICK TO MARKET</p> <p style="text-align: right;">4</p>	

Discussion

Automated Data From Post Acute Providers

Speed to Market: Automate Data From Post Acute Providers Without a Data Feed

Existing Integration w/ Major Post Acute EMRs

National Post Acute Contracts

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Discussion

What Do I Need From a Technology Solution?

1. Send patients to high performing – quality & cost – post acute providers | who are the high performing post acute providers?

Unplanned Hospital Readmit Rate	High Risk CMI	Falls with Major Injury	High Risk Pressure Ulcers	Use of Restraints	Significant Unplanned Weight Loss	Antipsychotic Drug Use	Pneumonia Vaccination	Influenza Vaccination
12.0%	1.1	N	2.1%	3.1%	0.3%	3.1%	23.1%	92.0%
20.3%	1.2	Y	2.3%	5.3%	1.2%	8.3%	25.3%	92.0%
15.4%	1.2	N	2.2%	6.2%	0.2%	5.2%	16.2%	89.0%
16.2%	1.1	N	4.1%	8.1%	0.1%	7.1%	18.1%	85.0%
17.3%	1.1	N	1.1%	5.1%	1.1%	4.1%	25.1%	91.0%
12.1%	1.3	N	3.0%	3.8%	0.8%	5.8%	23.8%	92.0%
9.4%	1.2	N	3.1%	3.6%	0.6%	9.5%	23.6%	93.0%
22.0%	1.1	Y	2.9%	7.9%	0.9%	3.9%	27.9%	86.0%

Patient	Readmitted	Falls with Major Injury	High Risk Pressure Ulcers	Use of Restraints	Significant Unplanned Weight Loss	Antipsychotic Drug Use	No Pneumonia Vaccination	No Influenza Vaccination
Amy Johnson 1								
Amy Johnson 2	X	X						
Amy Johnson 3								
Amy Johnson 4								
Amy Johnson 5				X		X	X	
Amy Johnson 6								
Amy Johnson 7	X		X				X	X
Amy Johnson 8								

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Discussion **What Do I Need From a Technology Solution?**

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- Notify me if a patient is in post acute & has been in a post acute setting for too long

ACTIVE EPISODE PHASES	%	TOTALS	IN NET	OUT NET
RTA	11.1 %	1	1	0
Acute Care	0 %	0	0	0
LTAC	22.2 %	2	2	0
IRF/Acute Rehab	11.1 %	1	1	0
SNF	33.3 %	3	3	0
Home Health	22.2 %	2	1	1
Home	0 %	0	0	0
Outpatient PT	0 %	0	0	0
Assisted Living	0 %	0	0	0
Total	100 %			

IN NETWORK LOS

	0-2	3-5	6-10	>10
RTA	0	0	0	1
Acute Care	0	0	0	0
LTAC	0	0	0	2
IRF/Acute Rehab	0	0	0	1
SNF	0	0	0	3
Home Health	0	0	0	1
Outpatient PT	0	0	0	0
Assisted Living	0	0	0	0

Case Number	Patient Name	Facility
125	Saqiba Akhter	Center at Centennial
220	Lily Poole	Advanced Healthcare of Colorado Springs
223	Abbie Coles	Center at Centennial

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- Which patients need post acute care vs. those that can be sent home [post acute care pathway]?

POPULATION MANAGER

PRIORITY TASKS

Patients requiring follow-up	3
Patients in active RTA	1
Without current phase	12
Off Track Episodes	20
- Major Off-Track	18
- Minor Off-Track	2

Samantha Howe

Date	ACT		Care Event		On-track check
	Phase	Location	Phase	Location	
06/22/2016	Acute Care		Acute Care		On-track
06/23/2016	Acute Care		Acute Care		On-track
06/24/2016	SNF	Center at Centennial	SNF	Center at Centennial	On-track
06/25/2016	SNF	Center at Centennial	SNF	Center at Centennial	On-track
06/26/2016	SNF	Center at Centennial	SNF	Center at Centennial	On-track
06/27/2016	SNF	Center at Centennial	SNF	Center at Centennial	On-track
06/28/2016	SNF	Center at Centennial	RTA		Off-track

Discussion
What Outcomes & ROI Should You Expect?

REDUCE TOTAL COST OF CARE

- Real time care & utilization mgmt.
- Post acute provider scorecard
- Optimal post acute care pathway

FULLY AUTOMATED | NO DATA ENTRY |
SIMPLE TO USE | 10 WEEKS IMPLEMENTATION TIME |

RETURN ON INVESTMENT

BASED ON PAA CLIENT OUTCOMES

Post Acute Cost Savings:
\$3,116 per Episode

Care Navigator:
Patient Ratio = 250
(vs mkt avg. of 125)

THE IMPACT

25.5%

SNF Utilization Reduction

13.2%

Total Cost of Care Reduction

41%

90-Day PAC RTA

23.6%

SNF LOS Reduction

85.4%

In-Network Adherence

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Discussion
Contact

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Population Manager | Follow Up

POPULATION MANAGER

PRIORITY TASKS

Patients requiring follow-up	10
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4. Which patients need post acute care vs. those that can be sent home?
5. Which patients do I need to follow-up with at home | phone, email, text?

Population Manager Follow Up

SCHEDULED INTERACTIONS

	Past Due	Due in next <input type="text" value="7"/> days	In Progress
Call	24	10	0
PRO	0	0	0
eCom	0	0	0
Other	0	0	0