



Solving the Post-Acute Gap Between Home Health Discharge and Hospice Eligibility

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Current Home Health Climate



Projected HH Reimbursements anticipated to decrease by 5-7%



More acute patients being discharged on HH with no additional reimbursement



Medicare to introduce value based care to affect every part of healthcare.



Marketing costs for new patients all time high



Agency annual spend on patient satisfaction is between \$75 - \$145/patient

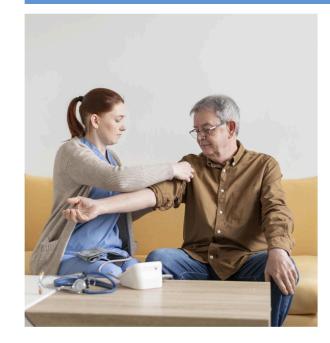


Overall staffing costs have increased on average 23% over the last 3 years



Problem 1 - 56% of patients are rehospitalized within one year of discharge. Majority of those patients get assigned to a different agency!

Solution: Concierge Care Management





Consistent contact between patients, family, and caregivers.

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Constant patient monitoring of rehospitalization indicators by doctors, nurses, and MA's.



Proactive care plans to mitigate conditions that lead to rehospitalization

with admission/discharge

communication

10/10 HH patient survey results



This will help drastically reduce rehospitalizations

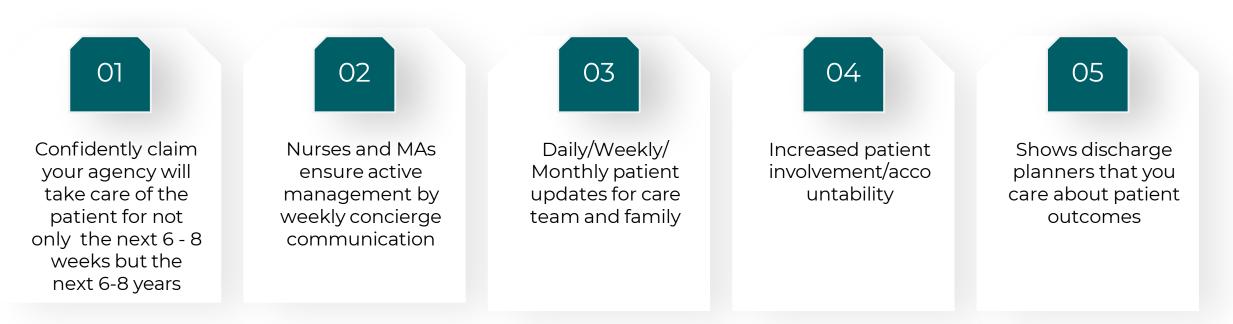


Your home health patient retention increases significantly





Problem 2 - there are 2,188 home health agencies in CA and UT, how do you stand out to a referral partner?



SOLUTION:





Problem 3 - margin compression: lower insurance reimbursements & rising costs



Do more with less. Lean on a competent partner to do the heavy lifting.



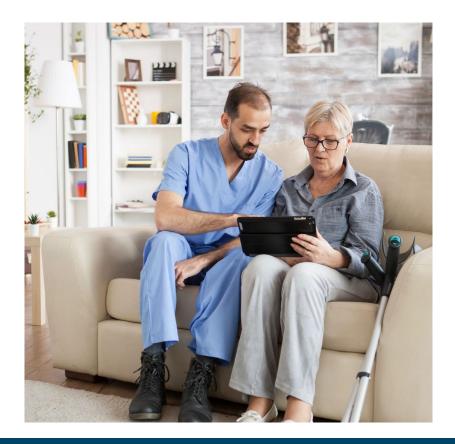
Patient retention leads to less marketing costs



Avoiding complicated cases leads to better employee morale!!!



Identify a capable, experienced partner that will cover 100% of the cost for the concierge care management. **No cost and minimal work to your agency**







Problem 4 - Industry best bridge programs successfully transition 20-25% from home health to hospice.









Thank you

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