



EDUCATIONAL RESOURCES

# Navigating Reimbursement Complexities and Staffing Dilemmas:

Harnessing AI and Strategic Investment Banking  
May 2025



HOME HEALTH



HOSPICE

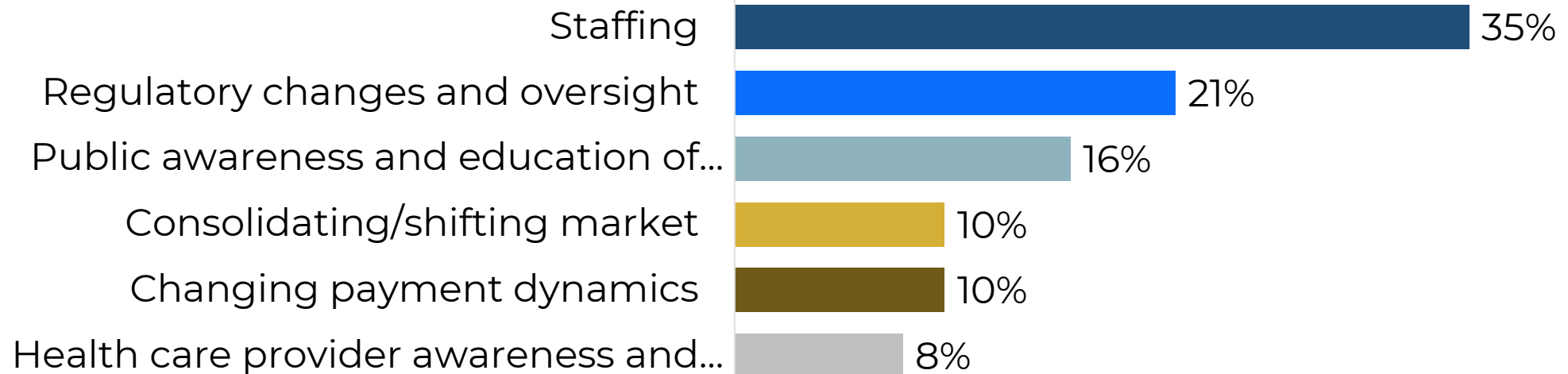


ACHCU IS A BRAND OF ACCREDITATION COMMISSION *for* HEALTH CARE



# Home Health and Hospice Operational and Industry Challenges

- 35% of operators cited staffing challenges as leading concern
- While 21% agree regulatory changes, and increased oversight are disrupting concerns in 2025



# HH&H Industry Trends



COVID-19 propelled innovative care models designed to move patients away from the hospital settings



New clinical models of care are merging and offering improved outcomes at lower costs



While hospice continues to experience favourable long-term reimbursement, home health has experienced multiple cuts in reimbursement



Wage inflation remains a strong headwind



HH&H operators offering both service lines improve financial strength through co-location and an internal care continuum

# Current Trends in HH&H 2025

## Shifting to Value-Based Payments

Increasing focus on reimbursement models that emphasize quality and patients' outcomes rather than volume of service

## Enhanced Quality and Acuity

Advanced operational capabilities are required as the patient is followed across the Post-Acute setting

## Consolidation of the Industry

Large publicly held companies are diversifying their service offerings to increase access to care and grow their revenues

## Hospitals Transitioning to Outpatient Models

Growing trend of outpatient services, impacting downstream care delivery

## Hospital at Home

As hospitals adapt to outpatient models, acute care services at home are expanding, increasing patient care options within the comfort of their own home

## Managed Care Organizations Expanding Direct Care Models

Broadening their direct care offerings to enhance integration, optimize cost structures, and improve care delivery

# Staffing Challenges and Wage Inflation 2025

## Projected Deficit:

Health system faces a shortage of 200,000 to 450,000 RN's for direct patient care

## Demand vs. Supply

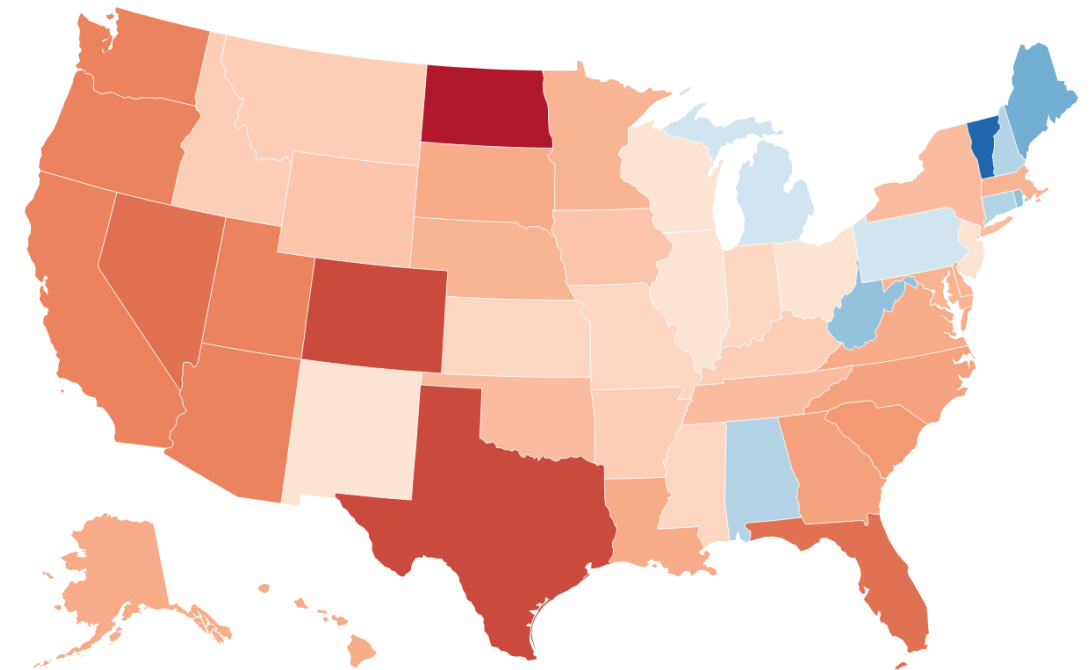
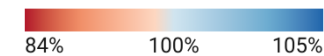
Between 2022 and 2025, RN supply increased by 1%, while the demand growth by 3%, resulting in a deficit of ~295,800

## Burnout Rates

Over 30% of surveyed nurses reported intentions of leaving direct patient care due to burnout

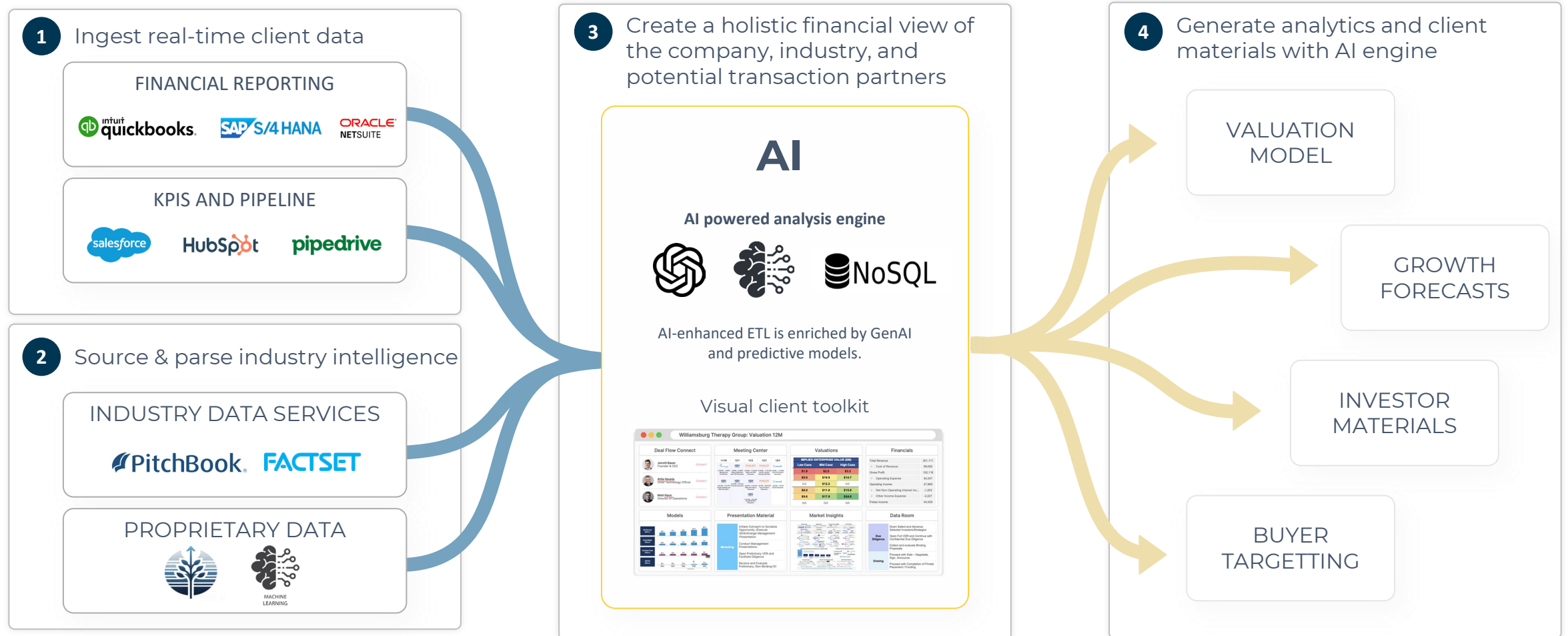
## Projected RN Shortage/Surplus by State 2030

The % of demand for nurses we're projecting to meet per state in 2030.



Map: Nurse.org • Created with Datawrapper

# Key Stages of Scaling with AI





# Setting the Stage for Accelerated Long Term Growth

## CURRENT MARKET DYNAMICS

Lengthy and inefficient processes, tying up critical resources – human capital is expensive

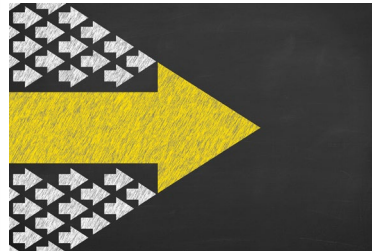
High costs and fee structures driven by human capital, ranging from 1% to 7% of deal value

Investment Banking operates in a relationship-driven black box environment

Businesses struggle to get real time insights into deal-progress

Businesses expect Speed, transparency, and AI-powered recommendations

Retail investing, lending, and payments have already been disrupted by fintech, leaving investment banking ripe for forward progress



## THE AI ADVANTAGE

AI-powered automation can drastically cut deal times and improve accuracy, achieve market readiness in 1/10<sup>th</sup> of the time

Speed to market automation, reducing cost of labor, while achieving lower fees and better service quality

AI-driven analytics providing real time valuations, benchmarking and risk assessment

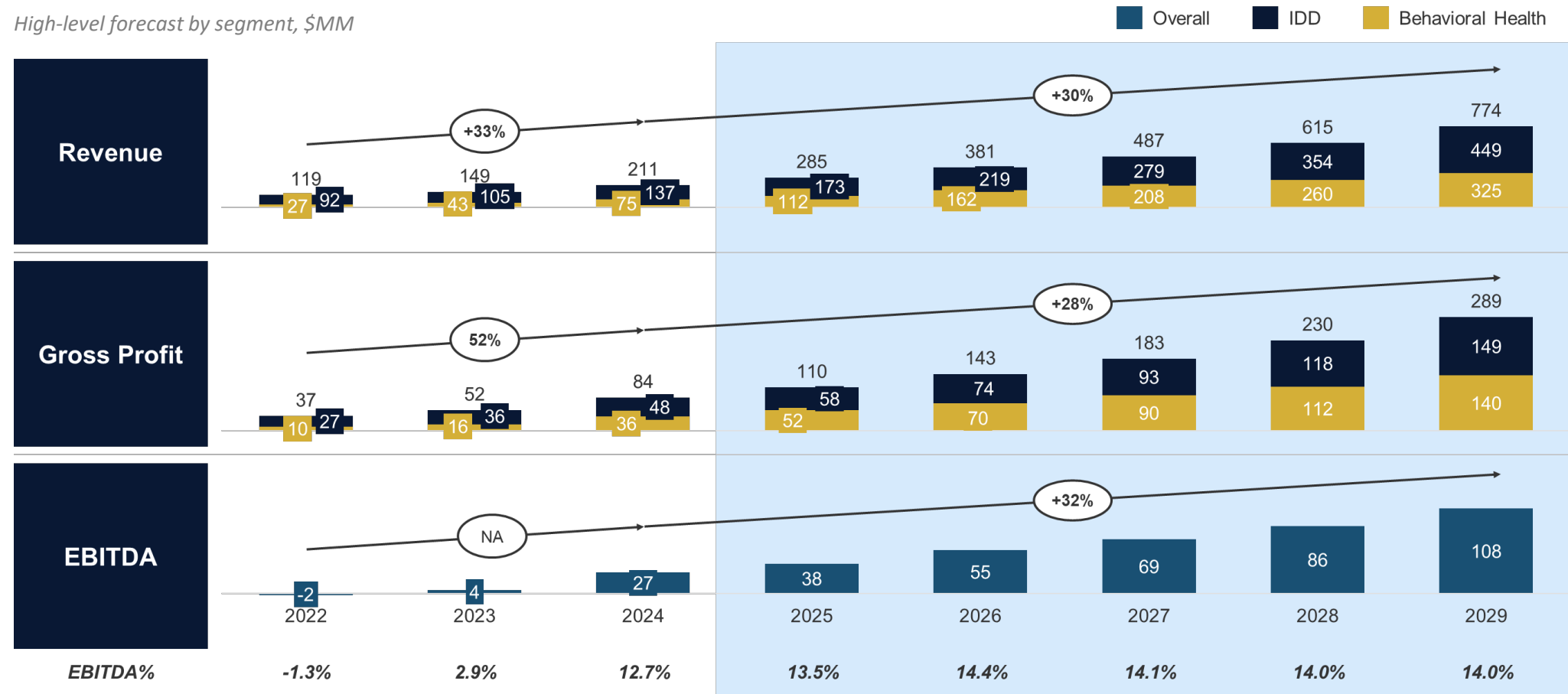
Tech-driven platform aimed at scaling deal execution, making mid-market transactions more efficient

Self-serve platforms, AI advisors, and automated underwriting are the future of efficient transactions

AI can streamline information management, including regulatory filings and reduce bottlenecks of an exit process

# AI Driven Growth Map: Data Driven Operational & Financial Success

High-level forecast by segment, \$MM





# Process



# Valuation Enhancement



## Unlocking Untapped Value Across the Enterprise

- Reveal Under-Leveraged Assets & Cost-Centers
- Monetize Operational White Space
- Optimize for Strategic Exits or Raises



## AI-Driven Analytics Power Financial Optimization & Enterprise Value Creation

- Insights & Analytics
- Precision Cash Flow Forecasting
- Strategic Value Creation



## Benchmarking Sales Multiples: AI vs. Traditional Transactions

- Precision Deal Targeting
- Due Diligence
- Speed & Scalability



## Multi-Dimensional Performance Dashboards by Business Units

- Executive Level-View
- Investor-Focused
- Operational Lens



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# Thank you



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