

# Is Your Agency Ready?

How the 2025 PPH Changes  
Could Impact Up to 15% of Your  
Total Home Health Revenue

Michael Connelly - CEO  
Insight Healthcare



# 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.



Holding organizations accountable for hospitalizations even while not on HH service



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



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

# What is a Potentially Preventable Hospitalization (PPH) and how is it measured?



Unplanned hospital admissions or observation stays that could have been avoided



Focused on chronic condition management, infection prevention, injury prevention



CMS tracks PPHs to hold agencies accountable for quality



High PPH rates directly lower Medicare reimbursement



Specific to first 60 days on home health and first 30 days after discharge



Adjustment in revenue applies to all patients not just those rehospitalized

# How is PPH measured and what do I need to pay attention to?



01

Risk-adjusted  
model: Predicted vs.  
Expected  
hospitalizations

02

Adjusts for  
demographics,  
comorbidities, care  
history

03

Key conditions  
monitored:

- Chronic diseases
- Infections
- Falls and injuries

04

PPH window starts  
on day of home  
health admission

PPH events are  
tracked during the  
home health episode

05

- Early interventions  
are critical
- All claims data used  
to ID PPH

# Show me the money - PPH impact to your agency's revenue



Home health Value-Based Purchasing ties 2025 payments to PPH performance



Potential for up to **15% increase or decrease** in Medicare revenue



Agencies "better than national average" financially rewarded

Agencies "worse than national average" financially penalized



Implementing organically within your agency can be costly and a distraction.

Recommend partnering with a service provider that has the data, technology and the technical expertise and that will cover 100% of the cost.

**No cost and minimal work** to your agency.



# Don't just survive but thrive financially with PPH

01

Invest in data backed chronic disease management programs.

Track your organization's rehospitalization rates and know your score.

02

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.

03

Implement AI solutions to help predict trends for patients who are eligible for hospitalization.

Implement real-time monitoring and discharge risk alerts.

04

Focus on rapid intervention to significantly prevent hospitalizations.

05

Train staff to detect early signs of care as patient decompensation.

Tight and consistent communication with physicians and families.



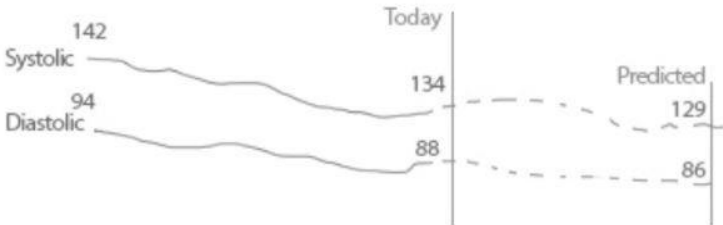
	A	B	C	D	E	F	G	H	I	
1	Patient Name	Admission Date	MRN	Diagnosis	Risk Factors	PCP	Other MD	Eval for Hospice	Spotlight Color	
2	Angela Vazquez	2023-03-16	6181098	Hypertension, Diabetes	Non-compliant with readings, Dialysis and Wound not healing	Dr Emily Green	Dr Olivia Davis	No	Green	
3	Rebecca Collins	2021-01-20	3847802	COPD, Cancer	Dialysis and Wound not healing	Dr Emily Green	Dr Olivia Davis	Yes	Green	
4	Adrienne Griffin	2025-03-13	3801239	Diabetes	Non-compliant with readings	Dr Emily Green	Dr Olivia Davis	Yes	Green	
5	Bradley Conrad	2021-05-03	8379059	CHF, Diabetes, Cancer	Out of range readings	Dr Emily Green	Dr Michael Jordan	Yes	Green	
6	Sierra Wiggins	2021-09-11	3824599	Renal Failure, Diabetes, C	Non-compliant with readings, Dialysis and Wound not healing, Out of range readings	Dr Emily Green	Dr Sarah Lee	Yes	Green	
7	Ms. Linda Garret	2023-11-21	9083049	Diabetes	Non-compliant with readings	Dr Emily Green	Dr Lawrence Smith	Yes	Green	
8	Joshua Gibson	2022-12-21	1368274	Cancer	Frequent falls, Dialysis and Wound not healing, Out of range readings	Dr Emily Green	Dr Lawrence Smith	Yes	Green	
9	Nathan Singleton	2021-07-05	2627134	CHF, Diabetes, Cancer	Recent admission to home health, Frequent falls, Non-compliant with readings	Dr Emily Green	Dr Michael Jordan	No	Green	
10	Alicia Garcia	2023-08-29	5410394	Diabetes, COPD	Recent admission to home health, Non-compliant with readings	Dr Emily Green	Dr Michael Jordan	Yes	Red	
11	Debbie Smith	2020-04-11	5879038	Diabetes, Renal Failure	Dialysis and Wound not healing, Frequent falls	Dr Emily Green	Dr Michael Jordan	Yes	Red	
12	Carrie McCoy	2025-01-13	4117388	CHF, COPD	Out of range readings, No family members at home	Dr Emily Green	Dr Olivia Davis	Yes	Red	
13	Isaac Olsen	2022-07-21	7828373	COPD, CHF, Diabetes	Dialysis and Wound not healing	Dr Emily Green	Dr Robert Brown	Yes	Red	
14	Carmen Holmes	2020-12-31	7925556	Cancer, CHF	Dialysis and Wound not healing, Recent admission to home health, Frequent falls	Dr Emily Green	Dr Olivia Davis	No	Red	
15	Brian Gutierrez	2023-05-26	3145791	Cancer, Diabetes	Dialysis and Wound not healing	Dr Emily Green	Dr Sarah Lee	No	Red	
16	Andrea Walsh	2024-05-12	2588443	Cancer	Out of range readings	Dr Emily Green	Dr Michael Jordan	No	Red	
17	Jonathan Moore	2023-12-09	6268518	Diabetes, CHF, Hypertensi	No family members at home	Dr Emily Green	Dr Lawrence Smith	Yes	Red	
18	Andrew Meza	2023-10-25	4877471	COPD	Recent admission to home health	Dr Emily Green	Dr Sarah Lee	No	Yellow	
19	John Nielsen	2022-01-09	1390215	Diabetes, COPD	Recent admission to home health	Dr Emily Green	Dr Robert Brown	No	Yellow	
20	William Summer	2022-01-01	5958195	Diabetes, Hypertension, C	Recent admission to home health, Non-compliant with readings, Frequent falls	Dr Habi Majib	Dr Michael Jordan	No	Green	
21	Michael Lee	2025-02-08	6967691	Renal Failure	No family members at home, Dialysis and Wound not healing	Dr Habi Majib	Dr Michael Jordan	No	Green	

# Sarah Jane



## High Risk Factors

- Out of range readings for more than 4 out of the last 10 days
- Newly admitted patient
- Organ Transplant recipient
- Dialysis
- Wound not healing
- Within 30 days of Home Health discharge
- Non compliant with antibiotic medication



Sarah's Blood Pressure Rate is down 3 % from the high and 1% over the last 30 days

Sarah has engaged with careteam 6 times in last 30 days

Sarah had 14 measurements in the last 30 days

Sarah has automatic reminders set for misses enabled

Sarah has 2 family members that engaged with the care team in the last 30 days

Patient's matching her profile continue to lower their blood pressure over the next 6 months, then regress slightly and need encouragement to continue



Sarah has routine contact with careteam

Sarah has initiated contact on her own via SMS (twice) and Phone (3 times)

Sarah's 30 day HHCAHPS responses (32 out of 34 perfect results)

- Rate Home Health 1 - 10 (Sarah response 10 out of 10)
- Would you recommend to a friend (Sarah's response definately yes)



Sarah has had a kidney transpant

Sarah has lost 6 pounds in the last 30 days

Sarah reports being lethargic and not wanting to get out of bed

Sarah has a stage 2 wound that is not healing

Sarah does not have routine support / interaction from family

PCP interventions have not improved sarahs condition

Model shows patient appropriate for Hospice evaluation







EDUCATIONAL RESOURCES

# Thank you

Michael Connelly

CEO Insight Healthcare

[mconnelly@myinsighthealth.org](mailto:mconnelly@myinsighthealth.org)

Phone: 714-905-9503



HOME HEALTH



HOSPICE



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

