

# HSS Performance Advisors



**Assessment accuracy, outcomes, diagnosis codes, HHRG's, reports, RAP's, Therapies... the amount of data that you deal with every day can be overwhelming. At the end of the day, you must analyze this data and make decisions. These decisions can affect state and federal regulatory compliance, fiscal intermediary audits, clinical practice, processes, outcomes, employees, patient/client care and financial performance.**

## **How accurate is the data you are collecting?**

Inaccurate data costs time, resources, quality outcomes, referrals and revenue. It can cause false outcomes that affect how you are reimbursed, evaluated and audited. It can affect the quality of your outcomes and the way you benchmark performance and practice. Data can also be compromised from inaccuracies in coding and documentation, multiple staff input or tools used to gather information. Does compromised data affect your business line profitability?

## **HSS PERFORMANCE ADVISORS:**

- Can put you in the driver's seat in the data-driven world of home health. Accurate, real time data is vital to successful decision-making.
- Work with you to develop a customized information pathway with data captured and benchmarked from your agency.
- Summarize your information pathways, identify variations, drill down to find specific causes, ultimately helps you develop proven business strategies that improve performance, drive compliance and reduce risk.
- Have advanced industry and data analysis expertise and experience. Successfully prepare for Pay for Performance, Home Health Compare, audits and OBQI Guidelines with solutions utilizing your own data as a benchmark for improvement.



# HSS Performance Advisors (continued)



Does your data talk back to you?

LUPA Profile		Paper Analysis Report for Submission		Obv: Cmb=16064 Cmb=161664 Top169876	
Total	Percent	Admitted	Discharge	Episode	Percent
Four Visit LUPA	621 27.8%	1716	45%	\$1,322,367	\$1,322,367
One Visit LUPA	351 15.1%	2,907	11.0%	\$3,371,877	\$2,129,462
Total	972 43.5%	4,623	16.5%	\$4,694,244	\$3,451,829
Avoid 1 and 4	875 90%	PPR16	Cmb=16064	Ep: length	48
Revenue Gain	\$ 1,549,366	106063	1.061601	13070128	260DEP
Visit Cost	\$ 1,206,631	10606725	1.0262951	25	10106188
Net Gain	\$ 342,735				



Accurate Data + Strong Analytical Tool = Excellent Decision-Making Opportunities

## REPORT CARD

**Name:** Home Health Agency  
**Goal:** Increase clinical efficacy  
 Increase net gain  
**Classes:** LUPA Reduction  
 Therapy Utilization  
 Discipline Utilization  
**Instructors:** Performance Advisors  
 The ANALYZER

CLASSES	Baseline	1 <sup>st</sup> QTR Grade	2 <sup>nd</sup> QTR Grade	1 <sup>st</sup> Half Outcomes
<b>LUPA Reduction*</b>	14.79%	11% avg. \$1M net gain	9% avg. \$2M+/- net gain	% 10 average \$3M +/- net gain
<b>Therapy Utilization</b>	\$3000.00 per PPR episode	3% increase \$270K gross revenue PPS increase	5% increase \$973K gross revenue PPS increase	4% increase on average \$1.2M gross revenue PPS increase
<b>Discipline Utilization</b>	18.5 visits per episode	17.5 visits Recognizing \$487K in cost savings	16.5 visits Recognizing \$974K in cost savings from Q1	\$1.46M in cost savings with 2 less visits per episode

## Performance Advisors

### Financial Management

Best practice clinical and quality process and improvement lead to accurate reimbursement, cost effectiveness and improved efficiencies

Internal and external measurements drive outcomes and compliance

### Clinical Practice

Accurate data capture and analysis improve clinical processes, patient care and employee retention

## Program Components

- Best Practice Episode Management.
- ID missed/lost revenue
- Diagnosis coding accuracy
- Outlier episode risks
- Home Health Compare results
- Benchmark alert notification
- Provider performance evaluation

- Identify false outcomes
- Diagnosis coding accuracy
- Outlier episode risks
- OBQI measurements
- Resource utilization analysis
- Provider performance evaluation

- OASIS assessment accuracy
- Diagnosis coding accuracy
- Provider performance evaluation

## Benefits

- Optimize reimbursement opportunities
- Pay for Performance strategy
- Home Health Compare results
- Improve efficiencies
- Enhance profitability

- Improve, measure and benchmark quality outcomes
- Home Health Compare results
- OBQI strategies and goals
- Pay for Performance strategy
- Manage risk
- Drive compliance
- Process improvement
- Data integrity

- Limit clinical practice variation
- Improve patient outcomes
- Clinical process improvement
- Capture and properly analyze OASIS, 485 and assessment data
- Drive compliance
- Manage risk
- Coding accuracy

