




Envision. Everything.



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Agenda: Envision. Everything.

Common Themes in SNF + CA
See the Opportunity in Everything
How to Envision Everything



The Triple Aim

HEALTHPRO HERITAGE

Themes in CA Skilled Nursing Today & Beyond

- Value Based Care
- Population Health
- Social Determinants of Health
- Payment Reform
- Medicare Advantage
- CMMI: Medicare Innovation
- CalAIM: Medi-Cal Innovation
- Choose Home Care Act of 2021

IMPOSSIBLE



Agenda: Envision. Everything.

See the Opportunity in Everything



Survival of the SNFist



What do we do in a hospital-less system?

Primary Care + Home Health become upstream referral sources: Choose Home legislation

Managed Care growth drives occupancy + payment (OptumCare, Humana, Aetna)

Diversification of SNF offerings with increased clinical capabilities are a MUST + outcomes & quality matter

Survey Ready 24/7!
Proposed Changes for SNFs Mandated RN 24/7 + 40 hour/week Infection Preventionist

Be Prepared for Episodic Payment

Medicare Advantage + Direct Contracting Entities (DCEs)

Episodic case rate over 17 days



Reimbursed at 90% of Medicare FFS rate

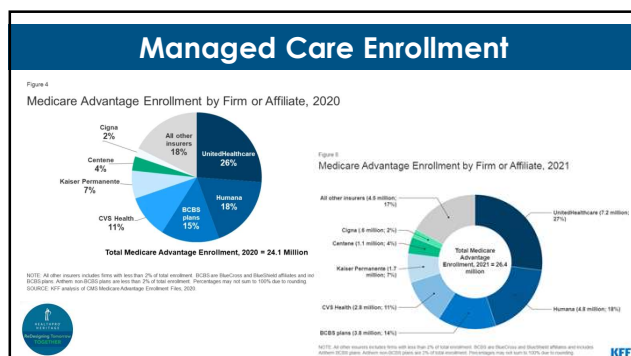
Quarterly reconciliation
Shortfall payment
Surplus pay back

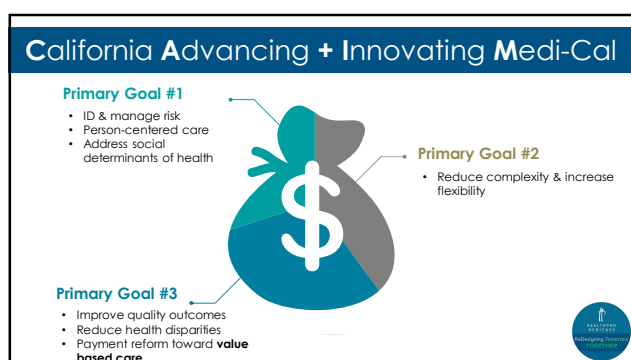
14 day LOS Target

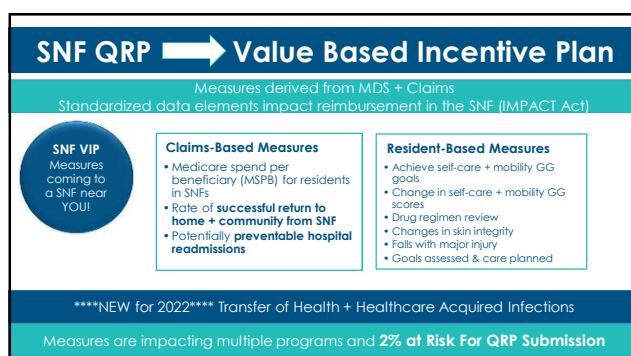
Top Preferred Providers ranked by 90-day Readmission Rate for incentive compensation up to 105% of the Medicare Fee For Service rate

Safe Transitions









Envision. Everything.

- ID "Who's Doing it?"**
 - Ensure systems are in place
 - New hires are trained and ready to be a part of
 - Meaningful data is being collected and produced
 - Identify the individual who provides oversight and leadership of the champions
- Implement Proactive Frameworks**
 - Safe Transitions Type of Framework
 - Implement a Clinical/Operational Rounding Program
- Change Activities from Leisure to Proactive Wellness & Leisure Across the Spectrum**

- Leverage your current QAPI to move you towards Proactive/Value Based Care**
 - Quality - QRP Outcomes Focus
 - Reimbursement
 - Quality/ Clinical Grand Rounds occurring
 - Impact of Proactive Wellness through Activities Programming
 - Safe Transitions Outcomes
 - Infection Prevention + Survey Readiness
 - Staff Retention + Opportunities
- Initiate Competency Based Intentional Training for Clinical Teams**
 - Leverage staff development role to be on the floor
- Reimbursement + QRP: Projection Pre-transmission Review**

Shift from a REACTIVE state to PROACTIVE

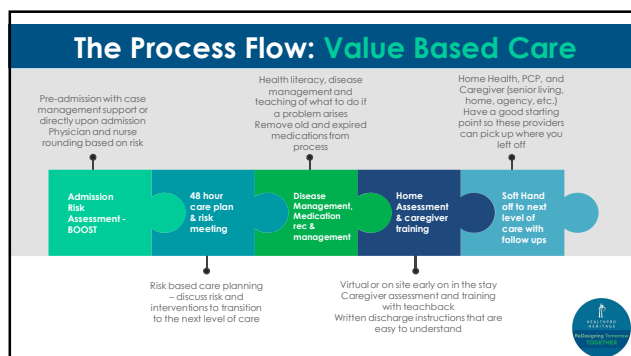
REDESIGNING TOMORROW TOGETHER

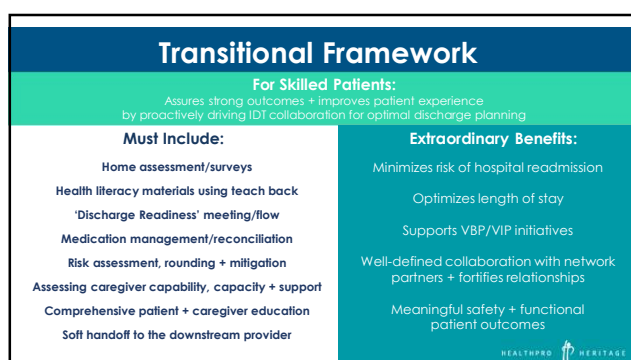
11

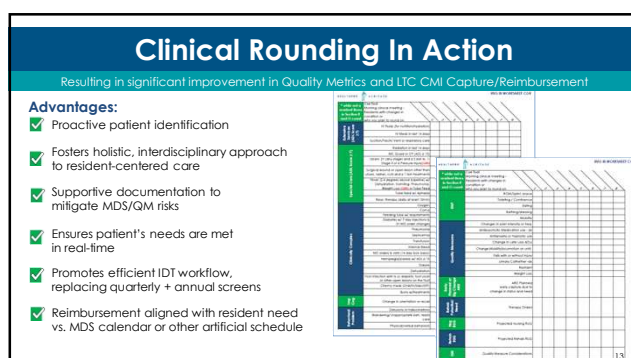
Pivot: Reactive to Proactive Approach

- Put education + competency first
- Communicate the why before the how
- Focus on proactive identification of signs & symptoms
- Focus on Wellness
- Get Leadership on the floors: Trust but VERIFY

12







Proactive Wellness: Wellness for LIFE!

A Holistic Approach to Wellness!

DESIGN YOUR ACTIVITIES TO:

Practice a preventative wellness approach to care

Promote active participation of residents' health management through ongoing **engagement + education**

Facilitate residents' abilities to safely engage in all **community activities**

Focus on maintaining independence for successful **aging in place**

REDESIGNING TOMORROW TOGETHER

Clinical Competency + Revenues

- Let's Talk Rising Acuity: A Balancing Act
 - Increase competency required
 - Return demonstration + intentional training required
 - Leverage hospital partners
 - Increased per diems
 - Carve outs or additional payment for hard to place residents
- Clinical + Ops Leadership rounding – Trust but Verify staff competency
- Redesign your clinical meeting and IDT responsibilities
- Focus on Nursing assessment and early warning of signs or symptoms of adverse effects
- Get Physician partnerships and increase frequency
 - In person
 - telehealth

Opportunity: Acuity is Rising

REDESIGNING TOMORROW TOGETHER

Infection Control + Prevention

- System Training with Return Demonstration
- Ongoing Assessment + Early ID of Signs/Symptoms
- Act Quickly to Follow the Process
- Trust but Verify: Observation of Systems
- Leverage Your Staff Development on the Units

Reimbursement Systems

MDS Orientation and Competency:
Accuracy of Coding Impact


The New Clinical Meeting + Projections

Pre-Transmission Review

Clinical Grand Rounds

Prescriptive Analytics + Proactive
Auditing

Admitting higher acuity



19

Proactive QAPI Approach

Lower Cost	Increase Outcomes	Increase Satisfaction
<ul style="list-style-type: none"> Right-size LOS Decrease SNF Readmissions Select Quality Downstream Partners 	<ul style="list-style-type: none"> Decrease 90-day Readmissions Prevent Infections 5 star Quality/QRP Measures Increase in Discharges to the Community Participation in Therapeutic Activities/Wellness 	<ul style="list-style-type: none"> Person-Centered Care Increase Communication + Beneficiary Involvement in Care

20

Let's Revisit: Envision. Everything.

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Pre-transmission Review

Shift from a REACTIVE state to PROACTIVE

REDESIGNING TOMORROW TOGETHER

21

THANK YOU
for joining us today at CAHF!



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