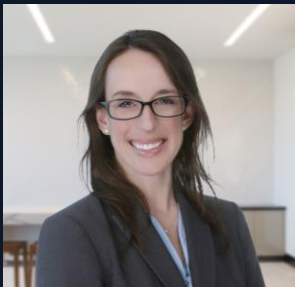


# CareForum 2022

The WellSky® Conference

Analytics Summit at CareForum 2022

## Enabling success in value-based care with analytics



Yancey Bond

Director, Solutions Management, WellSky

# Agenda

- WellSky Value-Based Insights: Past, Present, & Future
- WellSky Client Panel



2021

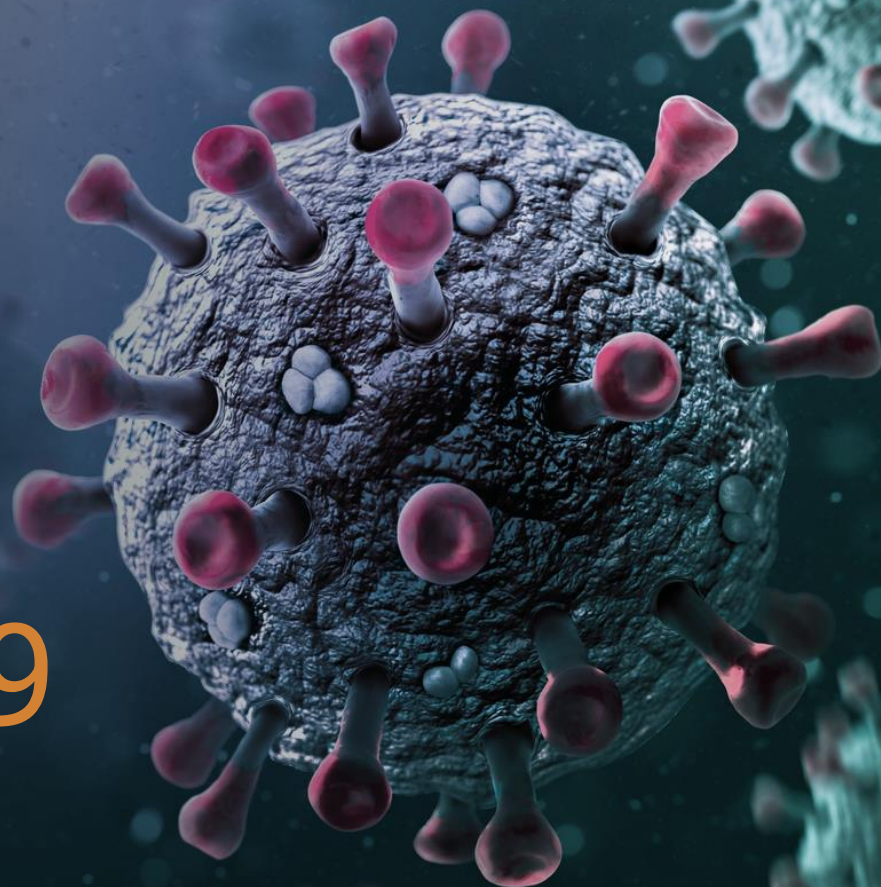


# Home Health Value-Based Purchasing Expansion

Financial impact of -5 to 5%



# Long-lasting impact of COVID-19



Increased complexity of  
patient populations





# Official WellSky Value-Based Insights for Home Health Launch

March 2021

### Demo Home Health Agency

You are currently viewing 4 agencies and 15 branches.

Episodes Ending Between: 11/23/2019 - 2/28/2020

Region: National

Your Total Episodes 15,900

Patients with Outcomes 10,597

#### Reducing Hospitalizations

Hospitalization Risk at Start of Care  
**18%**  
WellSky National Avg: 15%

Hospitalization Rate Observed  
**12%**  
WellSky National Avg: 12%

Hospitalization Rate Risk-Adjusted  
**11%**  
WellSky National Avg: 11%

**75th**  
Risk-Adjusted Hospitalization Rate Percentile

#### Driving Patient Improvement

Patient Improvement Value - % Met or Exceeded  
**62%**  
WellSky Network Median: 50%

**60th**  
Patient Improvement Mountain Percentile

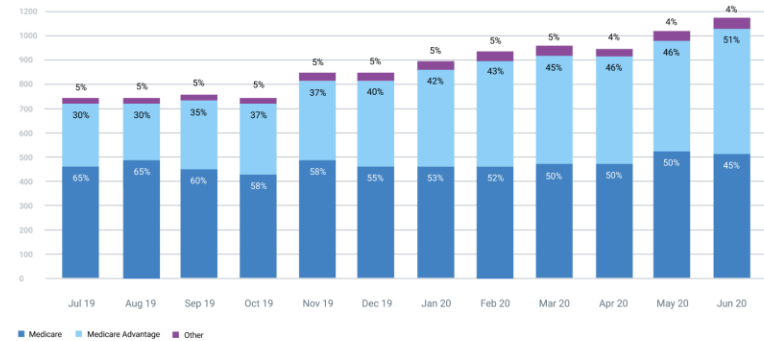
#### Increasing Efficiency

Median Visits per Episode  
**13**  
WellSky Network Median: 12

**55th**  
Efficiency Median Visits per Episode Percentile

### Admissions Trend

Make a selection...



### Real Time Performance Details

+ REFERRAL SOURCE GROUP

EXPORT SUPPORTING DATA

Referral Source	By Referral Source		By PDGM		By Agency		MARKET COMPARISON PERCENTILE						
	Current Patients	Total Episodes	Patients with Outcomes	Revenue Est. per Episode	Revenue Est. per Visit	Hosp Risk at Start of Care	Hosp Rate Observed	Hosp Rate Risk Adjusted	Patient Improv - % Met or Exceeded	Efficiency - Median Visits/Episode	Hosp Rate	Patient Improv	Efficiency
Mercy South	6	18	10	\$2,725	\$162	24.8%	23.1%	16.6%	38.9%	19.0	53rd	63rd	17th
Saint Lukes North Hospital - Barry Road	2	18	8	\$3,456	\$204	14.3%	23.1%	27.0%	29.4%	17.0	9th	47th	27th
Mercy West	0	18	17	\$3,546	\$262	8.4%	0.0%	9.9%	83.3%	12.0	87th	99th	62nd



▼ TN - Memphis

Medicare Certification:  
05/23/2015

Cohort Size:  
Large

Quality Episodes:  
327

Est. Total Perf. Score:  
66.783 ↗

WS National:  
59th

Est. Final % Payment Adjustment:  
+3%



Value-Based Purchasing Quality Measure	Agency Performance (Improvement Threshold 2019)	All Agency Median (Achievement Threshold 2019)	All Agency 95th Percentile (Benchmark 2019)	Current Value	Achievement Score (Compared to All Agencies, 0-10)	Improvement Score (Compared to Self, 0-9)	Performance Score (Highest, 0-10)	Performance Score WS National Percentile	Weight
TNC Self-Care	2.122	1.683	2.344	2.218 ↘	8.104	3.903	8.104 ↘	85th	8.8%
TNC Mobility	0.690	0.582	0.829	0.721 ↘	5.638	2.008	5.638 ↘	76th	8.8%
Improvement in Management of Oral Medications	89.3%	72.1%	92.8%	83.9% ↘	5.694	0.000	5.694 ↘	75th	5.8%
Improvement in Dyspnea	88.3%	80.8%	95.9%	87.2% ↘	4.212	0.000	4.212 ↗	60th	5.8%
Discharged to Community	89.2%	82.7%	94.0%	76.6% ↘	0.000	0.000	0.000 →	0th	5.8%
60-Day Hospitalization	18.1%	15.0%	8.3%	16.2% ↘	0.000	1.782	1.782 ↘	48th	26.3%
60-Day Emergency Department Use	12.7%	12.8%	5.6%	1.6% ↗	0.328	3.146	3.146 ↗	36th	8.8%
HHCAHPS Professional Care	89.0%	86.0%	93.9%	89.0% →	3.786	0.000	3.786 →	47th	6.0%
HHCAHPS Communication	89.0%	86.0%	93.9%	89.0% →	3.786	0.000	3.786 →	63rd	6.0%
HHCAHPS Team Discussion	82.0%	84.0%	93.5%	82.0% →	0.000	0.000	0.000 →	0th	6.0%
HHCAHPS Willingness to Recommend	85.0%	80.0%	92.4%	85.0% →	4.028	0.000	4.028 →	71st	6.0%
HHCAHPS Overall Rating	90.0%	85.0%	95.7%	90.0% →	4.672	0.000	4.672 →	69th	6.0%



2022



# Clinician shortage



Proposed  
Home Health Value-Based  
Purchasing baseline year shift  
from 2019 to 2022



# New publicly reported measures for hospice

- Hospice Care Index
- Hospice Visits Last Days of Life



Value-based Care Performance

Filter

### Value-based Care Performance

Closed episode data from 1/1/2021 and 7/31/2021

EXPORT PDF

EXPORT SPREADSHEET

Est. Weighted Avg. Payment Adjustment:



Location	Medicare Certification:	Cohort Size:	Quality Episodes:	Est. Total Perf. Score:	WS National:	Est. Final % Payment Adjustment:	QoPC Star Rating:
TN - Knoxville	11/24/2009	Large	289	78.152	72nd	+4%	★★★★★
TN - Memphis	05/23/2015	Large	327	66.783	59th	+3%	★★★★
TN - Nashville	01/13/2016	Large	421	69.219	76th	+5%	★★★★★
TN - Murfreesboro	No Date Available	Large	302	49.024	68th	+4%	★★★★★
TN - Chattanooga	No Date Available	Large	510	-			★★★★★
TN - Atlanta	03/22/2014	Large	456	70.005	70th	+3%	★★★★
TN - Savannah	06/03/2016	Large	339	59.342	45th	-1%	★★★★★
TN - Huntsville	02/14/2018	Large	275	40.229	43rd	+1%	★★★★
TN - Mobile	09/17/2017	Large	301	59.014	15th	+5%	★★★★★

# TN-Memphis Scorecard

Closed episode data from 07/29/2021 – 08/22/2021

EXPORT SUPPORTING DATA



OVERALL PERFORMANCE

HOME HEALTH VALUE-BASED PURCHASING

CMS STAR RATING

## Quality of Patient Care CMS Star Rating

Per CMS, the official star rating requires at least 20 quality episodes. However, you have an option to run with fewer quality episodes here in order to see a real-time estimation of your star rating and proactively drive performance excellence.

For a performance period of less than 12 months, the monthly average of quality episodes will be used in the statistical test to prevent skewed ratings due to fewer than the agency's typical annual quality episodes.

Quality Episodes

327

Estimated Star Rating



Measures	Current Value	Initial Decile Rating	National Median (% Point Difference)	Statistical Test Results (>0.05?)	Adjusted Rating
Timely Initiation of Care	99.4%	4.0	97.9 (+1.5)	Yes	4.0
Improvement in Bathing (Risk-adjusted)	-	-	66.4 (-2.9) ●	-	-
Improvement in Ambulation (Risk-adjusted)	84.1%	3.5	81.1 (+3.5)	No	3.5
Improvement in Bed Transferring (Risk-adjusted)	76.0%	1.5	82.7 (-6.7) ●	Yes	2.0
Improvement in Dyspnea (Risk-adjusted)	82.2%	2.5	83.2 (-1.0) ●	Yes	2.5
Improvement in Management of Oral Medications (Risk-adjusted)	97.9%	2.5	77.6 (+0.4)	Yes	2.5
Acute Care Hospitalization During the First 60 Days of Home Health (Risk-adjusted)	14.5%	3.0	15.0 (-0.5) ●	Yes	3.0

# TN-Memphis Scorecard

Closed episode data from 07/29/2021 – 08/22/2021

EXPORT SUPPORTING DATA



OVERALL PERFORMANCE

HOME HEALTH VALUE-BASED PURCHASING

CMS STAR RATING

< Back to All Measures

## Acute Care Hospitalizations - During the First 60 Days of HH (Risk-adjusted)

AGENCY

### CarePort Hospital Admissions During HH Care

The hospital admissions presented here represent 35% of your total 60-day hospitalizations. For more comprehensive diagnosis insights, WellSky has included all CarePort facility hospitalizations during home health stays within the performance period.



CarePort, now a part of WellSky, is the leading care coordination network with thousands of providers connected across the U.S. WellSky will continue to expand the value of CarePort data within Value-Based Insights.

Acute Care Diagnosis	Hospitalizations
Sepsis, with Comorbidities	26
Congestive Heart Failure	16
Chronic Obstructive Pulmonary Disease	8
Cerebral Infarction, unspecified	7



### Medicare Performance and Referral Patterns

Based on the most recently available CMS Medicare Claims and Home Health Compare Data from 01/01/2021 - 12/31/2021

#### Medicare Performance Profile

Facility Type: Short Term Accute

EXPORT REFERRAL PATTERN

Total Medicare Discharges	<b>3,153</b>	HH Medical Discharges	<b>289</b>	Readmission Rate	<b>15.7%</b>	CMS Compare Overall Rating	★★★★☆
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#### Medicare Referral Patterns

**Home Health Agency Performance within Medicare Market**  
Represents performance across entire Medicare patient population for the home health agency

Agency	HH Compare Star Rating	Total Admissions	Market Share	30-day Readmission Rate	60-day Hospitalization Rate	Median Visits	Discharge to SOC <= 1 day	Discharge to SOC <= 2 days	Length of Stay (Days)
DFW Home Health	★★★★★	56	19.4%	6.3%	12.1%	11	42.3%	67.6%	29
Encompass Health Home Health	★★★★☆	31	10.7%	4.7%	10.9%	12	60.5%	79.5%	29
Demo Home Health Agency	★★★★☆	32	10.5%	4.5%	10.5%	13	60.1%	78.8%	29

Metric	QoPC	HHVBP	Your Result	Trend	Target	WELLSKY NETWORK			Your Result in the Medicare Home Health Compare Distribution	Your Percentile
						Medicare Avg	Medicare Advantage Avg	Overall Avg		
Acute Care Hospitalization During the First 60 Days of Home Health	●	●	12.4%		Not Set	15.6%	14.9%	15.1%		TOP 20
Emergency Department Use Without Hospitalization During the First 60 Days of Home Health		●	7.3%		Not Set	12.8%	13.1%	12.9%		TOP 10
30-day All Cause Rehospitalization		●	6.1%		Not Set	6.2%	6.5%	6.3%	NOT APPLICABLE	
Patients Successfully Discharged to Community			72.5%		Not Set	59.7%	58.2%	59.5%		TOP 30
Timely Initiation of Care 24 hours			32.2%		Not Set	32.1%	33.3%	32.5%	NOT APPLICABLE	
Timely Initiation of Care 48 hours	●	●	98.1%		Not Set	95.5%	96.7%	95.8%		TOP 10
Improvement in Ambulation Locomotion	●	●	80.7%		Not Set	78.6%	78.1%	78.5%		TOP 20
Improvement in Dyspnea	●	●	84.6%		Not Set	81.3%	80.2%	81.2%		TOP 20
Improvement in Management of Oral Medication	●	●	76.9%		Not Set	72.1%	73.2%	72.1%		TOP 30

## Medicare Referral Source Market

Represents performance across entire Medicare patient population for the home health agency

### Growth Opportunities

This data is based on 10 counties which you have served in the last 12 months.

= Referral Source uses Careport

#### Institutional

Referral Source Volume	12,594	Referral Source Percentage	18.45%	HH Claims Volume	7,986	HH Claims Percentage	2.39%
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#### Community

Referral Source Volume	928	Referral Source Percentage	1.58%	HH Claims Volume	302	HH Claims Percentage	1.43%
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Community  Institutional

Referral Source Name	Type	CCN	NPI	REFERRAL SOURCE INFO				AGENCY INFO			MARKET COMPARISON PERCENTILE					
				CMS Compare Overall Rating	Readmission Rate	Total Addressable Medicare Market	Annual HH	Your Medicare Volume	Your Medicare Share	Your RT Admission Volume	Your Medicare Admission Volume	Your Est Share	Hosp Rate	Patient Improv	Efficiency	
North Nursing Home	Skilled Nursing Facility	123568	-	★★★★★	15%	720	144	10	1.4%	7	10	1.4%	50th	30th	32nd	***
Saint Lukes North Hospital...	Acute Facility	1992700983	-	★★★★★	14.9%	10,124	207	25	1.7%	25	25	1.7%	49th	22nd	18th	***
Mercy West	Acute Facility	1699705426	-	★	16.3%	6,755	24	20	1.6%	12	20	1.6%	72nd	40th	42nd	***
Dr. Steven White	Physician	-	1256253721	N/A	N/A	2000	160	25	1.70%	232	146	23.10%	53rd	97th	64th	***
Dr. Jennifer Cross	Physician	-	1369118061	N/A	N/A	1580	197	12	1.68%	798	265	29.40%	53rd	97th	58th	***
Dr. Hannah Moore	Physician	-	1645380537	N/A	N/A	2372	284	27	1.32%	91	41	3.20%	21st	90th	51st	***
Frye Regional Med Center	Acute Facility	1548236524	-	★★★	12.8%	9	7	35	1.7%	35	35	1.7%	75th	82nd	78th	***
Overland Park Med Center	Acute Facility	00456789	-	★★	20.7%	8000	1200	765	2.57%	CONNECT TO YOUR REFERRAL SOURCE DATA						***
Longview Health	Skilled Nursing Facility	122868	-	★★★	18%	500	100	50	1.7%	41	50	1.7%	76th	25th	20th	***
ENCOMPASS	Acute Facility	1932123247	-	★★	15.9%	49,381	74	65	1.6%	57	65	1.6%	78th	24th	24th	***
Kassandra Taylor, ANP	Physician	-	1897504288	N/A	N/A	3	264	86	2.89%	8	2	0.30%	90th	74th	54th	***
Sebastian Tan, RNP	Physician	-	1897707296	N/A	N/A	4,035	247	17	3.00%	9	4	1.70%	12th	71st	10th	***
Texas Health & Rehab	Acute Facility	1699726406	-	★★	16.8%	26,450	423	80	2.0%	74	80	2.0%	70th	60th	69th	***
Good Care LLC	Acute Facility	1801826839	-	★★★	16.2%	3,350	39	60	2.52%	30	30	1.7%	21st	52nd	53rd	***
HCA Shawnee Mission	Acute Facility	1073511762	-	★★★★★	15.8%	12,611	250	130	1.2%	117	130	1.2%	77th	60th	73rd	***

= Referral Source uses Careport



2023



First performance year of nation-wide  
Home Health Value-Based Purchasing Model

---

Launch of OASIS-E

---

Continued growth of Medicare  
Advantage Plans

---

Intensified competitive landscape

---

Rapid growth of Medicare Advantage  
hospice patients



### Demo Home Health Agency

You are currently viewing 4 agencies and 15 branches.  
Episodes Ending Between: 11/23/2019 - 2/28/2020

Region: National

#### Reducing Hospitalizations

Your Total Episodes 15,900 Patients with Outcomes 10,597

Hospitalization Risk at Start of Care  
**18%**  
WellSky National Avg: 15%

Hospitalization Rate Observed  
**12%**  
WellSky National Avg: 12%

Hospitalization Rate Risk-Adjusted  
**11%**  
WellSky National Avg: 11%

**75th**  
Risk-Adjusted Hospitalization Rate Percentile

#### Driving Patient Improvement

Patient Improvement Value - % Met or Exceeded  
**62%**  
WellSky Network Median: 50%

**60th**  
Patient Improvement Mountain Percentile

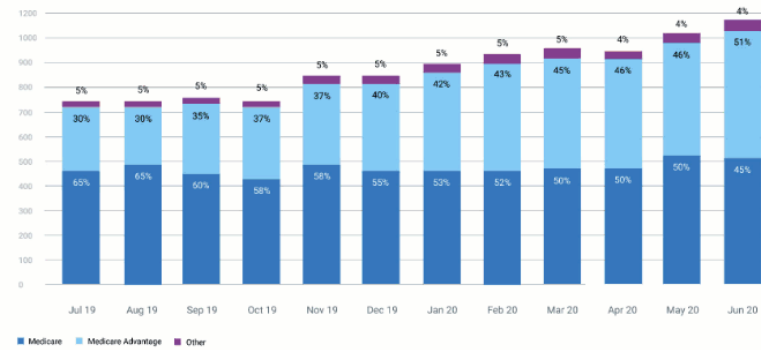
#### Increasing Efficiency

Median Visits per Episode  
**13**  
WellSky Network Median: 12

**55th**  
Efficiency Median Visits per Episode Percentile

### Admissions Trend

Make a selection...



### Real Time Performance Details

+ PAYER GROUP EXPORT SUPPORTING DATA

By Payer Contract		By Referral Source	By PDGM		By Agency					MARKET COMPARISON PERCENTILE					
Payer	Insurance Type	Risk-based Agreement	Current Patients	Total Episodes	Patients with Outcomes	Revenue Est. per Episode	Revenue Est. per Visit	Hosp Risk at Start of Care	Hosp Rate Observed	Hosp Rate Risk Adjusted	Patient Improv - % Met or Exceeded	Efficiency - Median Visits/Episode	Hosp Rate	Patient Improv	Efficiency
Medicare	Medicaid (HMO/Managed Care)	YES	11	92	89	\$1,025	\$98	19.5%	7.7%	6.5%	81.3%	13.0	92nd	99th	53rd
Kaiser Permanente Nor...	Medicare (Advantage/PFFS)	YES	0	91	90	\$1,380	\$106	14.0%	46.2%	50.4%	50.0%	13.0	2nd	80th	36th
BCBS of Florida	Medicaid Traditional	YES	23	91	90	\$811	\$95	17.4%	0.0%	0.9%	83.3%	9.5	97th	99th	71st

		Results				Benchmarks	
		Current Value	Index Provider Points	Trend vs Target	Target	Index Point Threshold	WellSky National Average
Hospice Care Index	<b>Hospice Care Index</b>	8	-		Not Set	-	6.7 (+1.3)
	Continuous Home Care (CHC) or General Inpatient (GIP) Provided	1.2%	+1		Not Set	0.0%	0.9% (+0.03)
	Gaps in Skilled Nursing Visits	11.5%	0		Not Set	10.1% (+1.4) ●	6.0% (+5.5) ●
	Early Live Discharges (within 7 days hospice admission)	11.1%	+1		Not Set	14.3% (-3.2)	8.5% (+2.6)
	Late Live Discharges (after 180 days)	45.6%	+1		Not Set	55.3%(-9.7)	37.3% (+8.3)
	Burdensome Transitions (Type 1) – Live Discharges from Hospice Followed by Hospitalization and Subsequent Hospice Readmission	14.8%	+1		Not Set	16.4% (-1.6)	8.7% (+6.1)
	Burdensome Transitions (Type 2) – Live Discharges from Hospice Followed by Hospitalization with the Patient Dying in the Hospital	0.0%	+1		Not Set	4.8% (-4.8)	2.7% (-2.7)
	Per-beneficiary Medicare Spending	\$9,073	+1		Not Set	\$20,565 (-\$11,492)	\$14,000 (-\$13,990.93)
	Skilled Nursing Care Minutes per Routine Home Care (RHC) Day	8.4	+1		Not Set	8.2 (+0.2)	16.0 (-9.7)
	Skilled Nursing Minutes on Weekends	2.3%	0		Not Set	3.4% (-1.1) ●	9.4% (-3.6)
	Visits Near Death - (R)	97.4%	+1		Not Set	48.3% (+49.1)	95.0% (+2.4)
HVLDL	Hospice Visits Last Days of Life	92.1%	-		Not Set	-	88.6% (+3.5)

### Medicare Performance and Referral Patterns

Based on the most recently available CMS Medicare Claims and Home Health Compare Data from 01/01/2021 - 12/31/2021

#### Medicare Performance Profile

Facility Type: Short Term Acute

[EXPORT REFERRAL PATTERN](#)

Total Medicare Discharges	<b>3,153</b>	HH Medical Discharges	<b>289</b>	Readmission Rate	<b>15.7%</b>	CMS Compare Overall Rating	★ ★ ★ ★ ☆
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#### Medicare Referral Patterns

Agency	HH Compare Star Rating	Total Admissions	Market Share	Home Health Agency Performance within Medicare Market					
				30-day Readmission Rate	60-day Hospitalization Rate	Median Visits	Discharge to SOC <= 1 day	Discharge to SOC <= 2 days	Length of Stay (Days)
DFW Home Health	★★★★★	56	19.4%	6.3%	12.1%	11	42.3%	67.6%	29
Encompass Health Home Health	★★★★☆	31	10.7%	4.7%	10.9%	12	60.5%	79.5%	29
Demo Home Health Agency	★★★★☆	32	10.5%	4.5%	10.5%	13	60.1%	78.8%	29

Metric	QoPC	HHVBP	Your Result	Trend	Target	WELLSKY NETWORK			Your Result in the Medicare Home Health Compare Distribution	Your Percentile
						Medicare Avg	Medicare Advantage Avg	Overall Avg		
Acute Care Hospitalization During the First 60 Days of Home Health	●	●	12.4%		Not Set	15.6%	14.9%	15.1%		TOP 20
Emergency Department Use Without Hospitalization During the First 60 Days of Home Health		●	7.3%		Not Set	12.8%	13.1%	12.9%		TOP 10
30-day All Cause Rehospitalization		●	6.1%		Not Set	6.2%	6.5%	6.3%	NOT APPLICABLE	
Patients Successfully Discharged to Community			72.5%		Not Set	59.7%	58.2%	59.5%		TOP 30
Timely Initiation of Care 24 hours			32.2%		Not Set	32.1%	33.3%	32.5%	NOT APPLICABLE	
Timely Initiation of Care 48 hours	●	●	98.1%		Not Set	95.5%	96.7%	95.8%		TOP 10
Improvement in Ambulation Locomotion	●	●	80.7%		Not Set	78.6%	78.1%	78.5%		TOP 20
Improvement in Dyspnea	●	●	84.6%		Not Set	81.3%	80.2%	81.2%		TOP 20
Improvement in Management of Oral Medication	●	●	76.9%		Not Set	72.1%	73.2%	72.1%		TOP 30

# WellSky Client Panel



+1.82%  
+5.724%





# Panel Participants



**Leslie J. Spencer, RN**

Corporate Director of  
Clinical Services  
Medical Services of  
America



**Roger Tilmon,  
RN-BSN, MS**

Program Coordinator  
Lake Regional Health  
System

**Benjamin Dimas**

Senior Director, Clinical  
Development, Applications  
and Education

# CareForum 2022

The WellSky® Conference

# Thank you

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Learn more about  
**WellSky analytics solutions**  
for home-based care



**Request a consultation today!**

