

Using SHP Scorecards to Market to Referrers

Webinar Series: Winning Wednesdays



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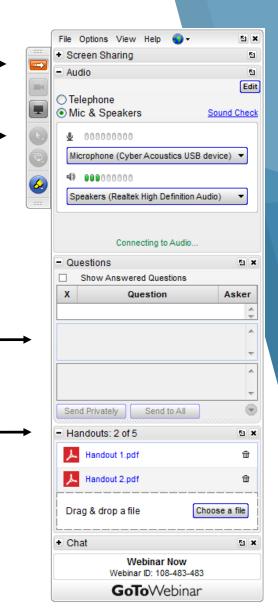
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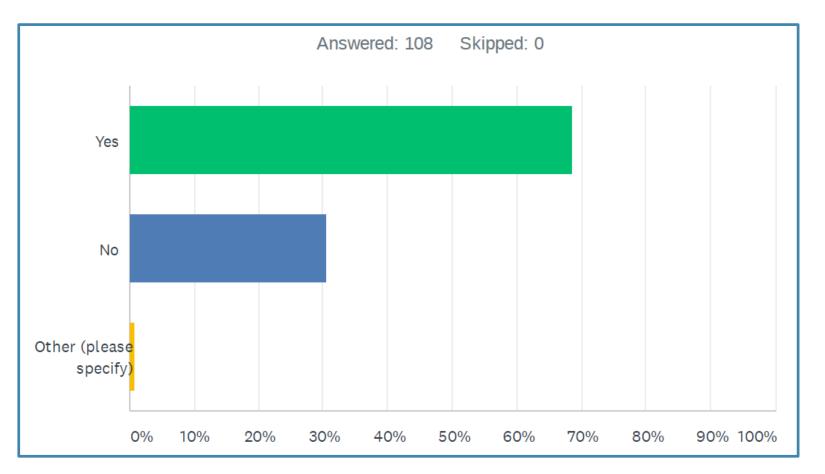


Presentation Outline

- Survey of Customer Insights
- Using Scorecards to Show Your Value
- Latest Updates on the SHP Scorecard
- Other SHP Reports to Support Your Partnership
- Customer Testimonials

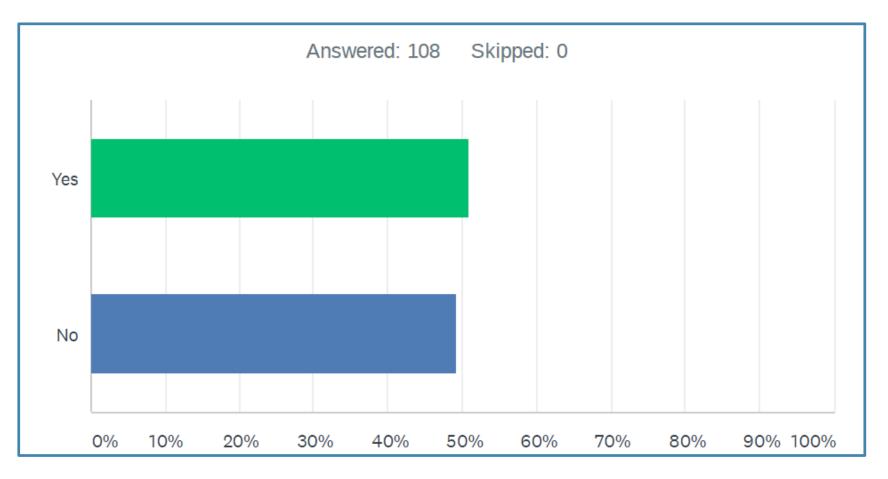


Q1: Do you use SHP reports for marketing your agency to hospitals / referring entities?



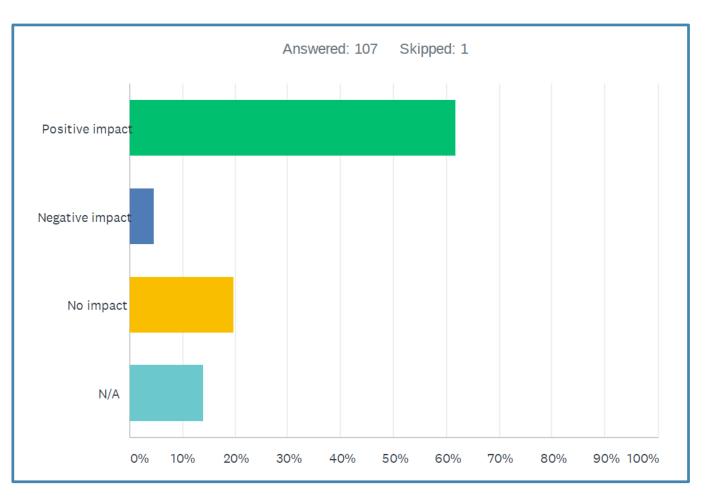


Q2: Do hospitals ask you to bring performance data to your meetings with them?





Q4: How has Participation in hospital / health system networks affected your business?





- Sources are already using the SHP scorecards to share with their referrers
- It is a sking for your data
- It is to show you as an essential partner
- Solution Easy to run and shows the scores that are important to them



- Provides real-time quality outcomes instead of outdated Home Health Compare (HHC) scores – Oct 2020 reflects:
 - 60-day Hospitalizations from CY 2019
 - Quality scores 12 months ending Dec 2019
 - HHCAHPS surveys from Jan 2019 Dec 2019
- Provides consistent and reliable data from a recognized benchmark leader
 - Close to 70% of all Medicare OASIS payment episodes are in the SHP Database
- Sharing outcomes demonstrates you are a vital partner

- CMS announced that data from the "Excepted" quarters will require them to hold the data constant (i.e., freeze the data) following the October 2020 refresh for one full year.
- The affected Compare site refreshes that were scheduled to contain CY 2020 COVID-19 data (Q1 2020, and Q2 2020) include: Jan 2021, April 2021, July 2021 and Oct 2021

| Quarter Refresh | Home Health Compare OASIS – Assessment-Based Measures Claims-Based Measures | Home Health Compare CAHPS® |
|--------------------|---|---|
| October 2020 | Normal refresh (includes Q4 2019 data) | Normal refresh (includes Q4 2019 data) |
| January 2021 | Freeze | Freeze |
| April 2021 | Freeze | Freeze |
| July 2021 | Freeze | Freeze |
| October 2021 | Freeze | Freeze |
| January 2022 | Public reporting resumes* | Public reporting resumes* |
| April 2022 | Normal refresh | Normal refresh |

Easy to run and shows the scores that are important to them

- 30-Day Readmissions
- Hospital Readmission Penalty Groups
- All Acute Hospitalization (ACH) rates
- Timely Initiation of Care results
- HHCAHPs scores

SHP

- Important since you are an extension of their care
- Quality Scores based on Diagnostic Category
 - Help match to their programs like CHF, COPD, Bundled payments, BPCI

| Superior Home Health | | • | - | | | Report Date: 1/21/ |
|--|--------------------------|----------------|-------------|------------------|----------------------------|--------------------|
| 92% Quality Score | Referral | Source: | | | or Hospital - Ve | ntura |
| Caseload | Referral | Source | You Avg | r Org I Total | Referral Src % of Total | |
| SOCs (01) | ~~~ | 581 | 5.3 | 7,700 | 7.5% | |
| ROC6 (03) | ~~ | 118 | 2.9 | 1,143 | 10.3% | |
| Transfers (06), (07) | \sim | 194 | 3.2 | 2,154 | 9.0% | |
| Discharges (07), (08), (09) | \sim | 302 | 4.1 | 4,654 | 6.5% | |
| Top Primary Diagnosis Categories | Referral | Source | Your Org | SHP St | ate (CA) | SHP National |
| Musculoskeletal: Joint Replacement | | 21.2% | 13.2% | 6 | 5.0% | 5.9% |
| Factors Influencing Status | M | 16.1% | 12.0% | | 2.3% | 10.4% |
| injury/Polsoning | ~~~ | 9.0% | 7.3% | | 5.1% | 4.5% |
| Musculoskeletal: Other (not Joint Rpic) | VA | 7.6% | 15.9% | | 3.7% | 13.6% |
| infection: Other (not COVID, Pneu, Sepsis, UTI) | $\mathcal{A}\mathcal{M}$ | 7.4% | 4.6% | 4 | 1.0% | 4.6% |
| Payer Mix | Referral | Source | Your Org | SHP St | ate (CA) | SHP National |
| Medicare Traditional | \sim | 53.1% | 54.5% | - | .3% | 51.4% |
| Medicare HMO/Advantage | m | 30.3% | 28.8% | | .2% | 34.7% |
| Non Medicare | $\sim\sim\sim$ | 16.7% | 16.7% | 6 | 5.5% | 14.3% |
| Medicare Traditional High/Low Financial Performance/RAC Metrics Better(+/-) | Referral | Source | Your Org | SHP St | ate (CA) | SHP National |
| PPS Case Wt (38 Pymt Eps) na | a 🚶 | 1.115 | 1.115 | 1 | .083 | 1.029 |
| PPS LUPAs - | 1 | 2.6% | 5.4% | | .9% | 6.4% |
| PDGM Case Wt (761 Periods) na | \sim | 1.157 | 1.095 | | .075 | 1.068 |
| PDGM LUPAs - | m | 7.9% | 8.9% | | 3.1% | 9.1% |
| Recert Rate (Recerts / SOCs) | \sim | 0.20 | 0.35 | | 9.04 | 0.27 |
| Length of Stay (LOS) | SM | 41.01 | 52.30 | 4 | 9.04 | 50.61 |
| Hospitalization / Utilization High/Low Better(+/-) |) Neleitai | | Your Org | | ate (CA) | SHP National |
| 30-Day Rehosp - All Dx Groups - | \sim | 12.1% | 10.7% | | 2.9% | 12.9% |
| 30-Day Rehosp- Penalty Dx Groups - | AA ~ | 5.4% | 2.8% | | 5.7% | 6.6% |
| 50-Day Hospitalization C 🖈 V - All Acute Care Hospitalization - | \sim | 16.0% 39.6% | 13.5% | | 1.9% | 15.3% |
| Discharged to Community (Risk-Adj) | | 63.7% | 51.2% | | 3.5% | 23.8% |
| | | 03.776 | 09.176 | | 5.376 | 12.0% |
| Process Measures High/Low Better(+/-) | Referral | | Your Org | | ate (CA) | SHP National |
| Timely Initiation of Care C 💌 + | $\sim \sim \sim$ | 97.7% | 97.3% | | .5% | 96.2% |
| Drug Education All Meds C + | N N | 99.8% | 99.2% | | .3% | 99.1% |
| Fall Risk Asmt Conducted C + | w | 99.7% | 99.8% | | .8% | 99.7% |
| Depression Asmt Conducted C + | N.W | 98.4% | 98.0% | | 7.4% 7.0% | 97.8% 80.3% |
| Flu Vac Received - Cur Season C V + PPV Received - Ever C V + | | 75.0% | 87.8% | | .0% | 80.3% |
| Diabetic Foot Care & Education C + | 1 | 100.0% | | | .6% | 96.4% |
| Diabetic Pool Care & Education + Drug Regimen Review w/ Follow-Up C X + | men | 95.7% | 95.9% | | 5.8% | 95.8% |
| Rollup + | | 95.6% | 95.2% | | 3.6% | 94.3% |
| IMPACT Cross-Setting Measures Better(+)- | Referral | Source | Your Ora | SHP St | ate (CA) | SHP National |
| - Detter(+/-) | · | | | | 3.2% | |
| Asmt & Care Plan: Function X + Skin Integrity C X - | ~~~~ | 97.7% | 97.6% | | 0.2% | 97.6% |
| | | | | | | |

- Referral Source, Primary Payer Name and Prior Inpatient Facility are pulled via our interfaces with many of our EMR partners
- Besides these fields, Attending Physician and Primary Diagnosis
 Category are available as reporting fields regardless from any EMR
- Use the multi-select parameters to choose different breakouts
 - Run by Referral Source to show their specific patient population
 - Share details such as Payer breakouts based on Hospital/ACO Risk Contracts
- Provide transparency on scores you are working to improve
 - Share trends on your quality improvement initiatives
- Use Payer Mix to show you are taking a fair share of non-Medicare patients
- Use Case Weight to reflect the acuity of the patients you are servicing

Data Type

SOC/ROC Clinician Current Clinician SOC/ROC Case Manager Current Case Manager Team Provider CCN Referral Source Primary Payer Name Primary Dx Category Prior Inpatient Facility Physician Custom Group

"Patient Source" Scorecard Details

Patient Source Layout

- Overall HHC Score
- Caseload
 - SOCs
 - ROCs
 - Recerts
 - Transfers
 - DCs
- Top Primary DX Categories
 - Case Weight
 - Visits (All)

Payer Mix

- Medicare Traditional
- Medicare HMO/Adv
- Non-Medicare
- Medicare Traditional
 - Case Weight (including PDGM)
 - LUPAs

SHP

- Recert Rate
- Avg. Length of Stay

- Hospitalizations
 - 30-Day Rehospitalizations
 - 30-Day Rehospitalizations (Rev DX)
 - 60-Day Acute Care Hospitalizations (HHC)
 - All Acute Care Hospitalizations
 - Discharged to Community (Risk Adjusted)
- HHC Process Measures
 - 13 Individual Measures
 - Rollup Score
- IMPACT Cross-Setting Measures
 - Assessment & Care Plan
 - Skin Integrity
 - Falls w/ Major Injury
 - Drug Regimen Review w/ Follow-Up

- HHC Outcomes
 - Actual (Non-Risk-Adjusted)
 - Risk-Adjusted
- Potentially Avoidable Events
 - ► 8 Individual Measures
 - Rollup Score
- HHCAHPS Measures
 - 5 Public Measures
 - Rollup Score
- Trended Performance
 - Process Measure Rollup
 - Outcome Improvement Rollup
 - HHCAHPS Rollup
 - Potentially Avoidable Event Rollup
- Average Visits by Episode Type
 - PT, OT, ST, All Therapy
 - SN, MSW, HHA
 - All Visits

Running the "Patient Source" Scorecard

| Data Type | | Referral Sources | |
|--|---|--|----------|
| Referral Source 🗸 | | Search Q | |
| SOC/ROC Clinician | | | |
| Current Clinician | | Select All Show Selected (1 Selected) | |
| SOC/ROC Case Manager Current Case Manager | | Facility: Superior Rehab Center - Ventura | |
| Team | | Facility: Superior Hospital - Ventura | |
| Provider | | | |
| CCN | | Facility: Superior Assisted Living - Ventura | |
| Referral Source | | Facility: Superior Rehab Hospital - Santa Barbara | |
| Primary Payer Name | | Facility: Superior Hospital - Thousand Oaks | |
| Primary Dx Category | | Facility: Superior Senior Living - Camarillo | |
| Prior Inpatient Facility Physician | | Facility: Superior Retirement Community - Oxnard | |
| Custom Group | | 🔲 Facility: Superior Hospital - Ojai | |
| | 1 | Facility: Superior Retirement Community - Santa Barbara | |
| | | | • |
| | | | |
| | | Advanced Parameters | |
| | | 30-Day Rehosp - Exclude CMS Ineligible Inpatient Dx Categories | |
| | | Sub Report Layout Patient Source Staff & Agency | |
| | | Staff & Agency Patient Source ype Display 2 Default | |

🔁 Report User Guide Training Video: Parameterizing Your Report Training Video: Understanding Your Data

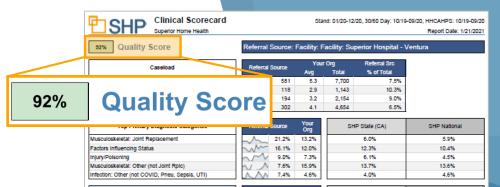
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Latest Updates to the Scorecard

 The updated Caseload section shows patient volume for SOCs, ROCs, Transfers, and Discharges, along with the percent of your total referrals



IMPACT Cross-Setting Measures

X X

С

MMM 97.7% 97.6%

0.0% 0.1%

0.6% 1.1%

Asmt & Care Plan: Function

Falls with Major Injury

Skin Intearity

| Constant | Deferrel 0 | | You | r Org | Referral S | FC (CA) | SHP National 51.4% |
|-----------------------------|------------|-------|-----------------|---|---|-------------------|-------------------------------|
| Caseload | Referral S | ource | Avg | Total | % of Tota | al × | 34.7% 14.3% |
| SOCs (01) | \sim | 581 | 5.3 | 7,700 | | 7.5% ³ | SHP National 1.029 6.4% |
| ROCs (03) | \sim | 118 | 2.9 | 1,143 | 1 | 0.3% | 1.068 9.1% 0.27 |
| Transfers (06), (07) | \sim | 194 | 3.2 | 2,154 | | 9.0% | 50.61 SHP National |
| Discharges (07), (08), (09) | Ŵ | 302 | 4.1 | 4,654 | | 6.5% | 12.9% 6.6% 15.3% |
| | | | | ute Care Hospitalization arged to Community (Risk-Adj) | - 39.6% 31.2% | 23.5% | 23.8% 72.8% |
| | | | | Process Measures | High/Low Better(+/-) Referral Source Your Org | SHP State (CA) | SHP National |
| | | | | y Initiation of Care C 😿 Education All Meds C | + 97.7% 97.3% + 99.8% 99.2% | 97.5% 99.3% | 96.2% 99.1% |
| | | | | Isk Asmt Conducted | + 99.0% 99.2% | 99.8% | 99.7% |
| | | | | ession Asmt Conducted | + 1/**** 98.4% 98.0% | 97.4% | 97.8% |
| | | | | ac Received - Cur Season C Received - Ever C | V + 77.9% 77.8% V + 75.0% 87.8% | 77.0% | 80.3% 83.9% |
| | | | | tic Foot Care & Education | + 100.0% 100.0% | 96.6% | 96.4% |
| | | | Drug I Rollu | Regimen Review w/ Follow-Up C | X + 95.7% 95.9% + 95.6% 95.2% | 96.8% 93.6% | 95.8% 94.3% |
| | | | Rolla | r | | 20.070 | |

SHP National

97.6%

0.3%

1.0%

SHP State (CA)

98.2%

0.2%

1.0%

Latest Updates to the Scorecard

- New PDGM Metrics have been added
- Drill-downs will provide access to the PDGM Period Detail report, as well as the revised **HHRG** Worksheet

High/Low

Better(+/-)

na

na

Your

Org

-

-

1.084

1.9%

M

67.72

1.068

6.8%

1.009

8.0%

0.54

458/3,853 = 11.89% - Click to

SHF

Primary Dx Category

| | 1 SF | Clinical Scorecard | Stan | nd: 01/20-12/20, 30/60 Day: 10/19-0 | 9/20, HHCAHPS: 10/19-09/20 Report Date: 1/21/2021 |
|-------|--|---|---|---|--|
| | 32% Qu | ality Score | Referral Source: Facility: Fa | acility: Superior Hospital - Ve | |
| | | Caseload | Referral Source Your (Avg | Org Referral Src Total % of Total | |
| | SOCs (01) | | 581 5.3 | 7,700 7.5% | |
| | ROC5 (03) | | 118 2.9 | 1,143 10.3% | |
| | Transfers (06), (| | 194 3.2 | 2,154 9.0% | |
| | Discharges (07) | , (08), (09) | 302 4.1 | 4,654 6.5% | |
| | Тор | Primary Diagnosis Categories | Referral Source Your Org | SHP State (CA) | SHP National |
| | | I: Joint Replacement | 21.2% 13.2% | 6.0% | 5.9% |
| | Factors Influence | | 16.1% 12.0% | 12.3% | 10.4% |
| | Injury/Poisoning | | 9.0% 7.3% | 6.1% | 4.5% |
| | | I: Other (not Joint Rpic) | 7.6% 15.9% | 13.7% | 13.6% |
| | Infection: Other | (not COVID, Pneu, Sepsis, UTI) | 7.4% 4.6% | 4.0% | 4.6% |
| | | Payer Mix | Referral Source Your Org | SHP State (CA) | SHP National |
| | Medicare Traditi | ional | 53.1% 54.5% | 64.3% | 51,4% |
| | Medicare HMO// | Advantage | 30.3% 28.8% | 29.2% | 34.7% |
| | Non Medicare | | 16.7% 16.7% | 6.5% | 14.3% |
| | | | | SHP State (CA) | SHP National |
| (CA) | | SHP Na | tional | 1.083 | 1.029 |
| (0.0) | | 0111 110 | tronta | 4.9% | 6.4% |
| | | | | 4.5% | 1.058 |
| 030 | | 1.0 |)29 | 8.1% | 9.1% |
| .030 | | 1.0 | 129 [/ | 0.25 | 0.27 |
| | | | | 49.04 | 50.61 |
| .3% | | 6.4 | 4% | | |
| .064 | | 10 |)68 | SHP State (CA) | SHP National |
| .004 | | 1.0 | ,00 | 12.9% | 12.9% |
| 007 | | | 10/ | | |
| .0% | | 9. | 1% | 14.9% | 15.3% |
| | | l | / | 23.5% 73.5% | 23.8% 72.8% |
| 0.27 | | 0 | 27 | 10.076 | 12.076 |
| | | | | | |
| | tails in th | ne PDGM Period [| | SHP State (CA) | SHP National |
| | | | Detail report | 97.5% | 96.2% |
| | Drug Education | All Meds C | Detail report | 97.5% | 96.2% 99.1% |
| | Drug Education Fall Risk Asmt C | All Meds C | Detail report | 97.5% 99.3% 99.8% | 96.2% 99.1% 99.7% |
| | Drug Education Fail Risk Asmt C Depression Asm | All Meds C + | Detail report | 97.5% 99.3% 99.8% 97.4% | 96.2% 99.1% 99.7% 97.8% |
| | Drug Education Fail Risk Asmt C Depression Asm Flu Vac Receive | All Meds C + Conducted C + If Conducted C + ed - Cur Season C V + | Detail report 99.8% 99.7% 99.7% 99.8% 99.8% 99.8% 99.8% 99.8% 99.8% | 97.5% 99.3% 99.8% 97.4% 77.0% | 96.2% 99.1% 99.7% 97.8% 80.3% |
| | Drug Education Fail Risk Asmt O Depression Asm Flu Vac Receive PPV Received | All Meds C + Conducted C + mt Conducted C + ed - Cur Season C V - Ever C V | Detail report | 97.5% 99.3% 99.8% 97.4% 77.0% 77.6% | 96.2% 99.1% 99.7% 97.8% 80.3% 83.9% |
| | Drug Education Fail Risk Asmt C Depression Asm Flu Vac Received PPV Received - Diabetic Foot C | Al Meds C + Conducted C + mt Conducted C + ed - Cur Season C V = Ever C V + are & Education C V + | Detail report 98.8% 99.2% 99.7% 99.8% 77.9% 97.8% 77.9% 97.8% 100.0% 100.0% | 97.5% 99.3% 99.8% 97.4% 77.0% 77.6% 96.6% | 96.2% 99.1% 99.7% 97.8% 80.3% 83.9% 96.4% |
| | Drug Education Fail Risk Asmt C Depression Asm Fiu Vac Receive PPV Received Diabetic Foot C Drug Regimen F | Al Meds C + Conducted C + nt Conducted C + ed - Cur Season C V + - Ever C V + are & Education C + + Review w/ Follow-Up C X + | Detail report 98.8% 99.2% 99.7% 98.8% 77.9% 77.8% 75.0% 67.8% 98.5% 95.5% | 97.5% 99.3% 97.4% 97.4% 77.0% 77.6% 96.6% 96.5% | 96.2% 99.1% 99.7% 97.8% 80.3% 83.9% 96.4% 95.8% |
| | Drug Education Fail Risk Asmt C Depression Asm Flu Vac Received PPV Received - Diabetic Foot C | Al Meds C + Conducted C + mt Conducted C + ed - Cur Season C V = Ever C V + are & Education C V + | Detail report 98.7% 99.7% 99.7% 99.7% 99.7% 99.7% 98.5% 98.5% 98.5% 97.7% 97.7% 97.7% 95.7% 95.7% | 97.5% 99.3% 99.8% 97.4% 77.0% 77.6% 96.6% | 96.2% 99.1% 99.7% 97.8% 80.3% 83.9% 96.4% |
| | Drug Education Fall Risk Asmt O Depression Asm Fiu Vac Received PPV Received - Diabetic Foot C: Drug Regimen F Rollup | Al Meds C + Conducted C + nt Conducted C + ed - Cur Season C V + - Ever C V + are & Education C + + Review w/ Follow-Up C X + | Detail report 98.8% 99.2% 99.7% 99.8% 77.9% 77.8% 75.0% 67.8% 100.0% 95.7% 95.9% | 97.5% 99.3% 97.4% 97.4% 77.0% 77.6% 96.6% 96.5% | 96.2% 99.1% 99.7% 97.8% 80.3% 83.9% 96.4% 95.8% |
| | Drug Education Fall Risk Asmt O Depression Asm Fiu Vac Received PPV Received - Diabetic Foot C: Drug Regimen F Rollup | Al Meds C Conducted C ed - Cur Season C V ever C vv rever C vv rever C vv exet Cur Season C vv exet C exet C | Source Source< | 97.5% 99.3% 97.4% 97.4% 77.0% 96.6% 96.6% 96.8% 93.6% | 96.2% 99.1% 99.7% 80.3% 83.9% 96.4% 95.8% 94.3% |
| | Drug Education Fail Risk Asmt O Depression Asm Fiu Vao Receive PPV Received Diabetic Foot C; Drug Regimen F Rollup | Al Meds C + Conducted C + Conducted C + ed - Cur Season C V Ever C V + are & Education C + Review w/ Follow-Up C IX1 ses-Setting Measures HighLow Betler(#/ | Detail report 98.8% 99.2% 99.7% 99.8% 77.9% 77.8% 75.0% 77.9% 77.8% 75.0% 77.9% 77.8% 90.00% 95.7% 95.9% 95.5% 55.2% | 97.5% 99.3% 97.4% 97.4% 77.0% 96.6% 96.6% 96.6% 93.6% | 96.2% 99.1% 97.7% 80.3% 83.9% 96.4% 95.8% 94.3% SHP National |

Medicare Traditional

PPS LUPAs

PDGM LUPAS

Length of Stay (LOS)

PD

PPS Case Wt (0 Pymt Eps)

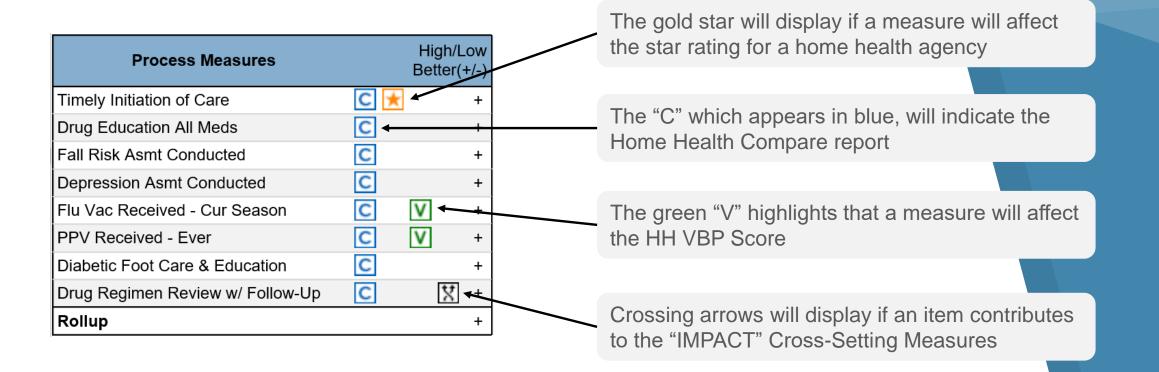
Recert Rate (Recerts / SOCs)

Financial Performance/RAC Metrics

(5.108 Periods)

Latest Updates to the Scorecard

 Icons indicate which metrics are used for Home Health Compare, Star Ratings and Value-Based Purchasing



Other Key Metrics to Highlight

 Explore the IMPACT Cross-Setting Measures for those that affect multiple areas of Post-Acute Care

| Process Measures | | High/L Better(| | Referral | Source | Your Org | |
|----------------------------------|-----|-------------------|---|------------------|--------|-------------|--|
| Timely Initiation of Care | С ★ | | + | $\sim \sim \sim$ | 97.7% | 97.3% | |
| Drug Education All Meds | С | | + | V | 99.8% | 99.2% | |
| Fall Risk Asmt Conducted | С | | + | ·····V | 99.7% | 99.8% | |
| Depression Asmt Conducted | С | | + | N.M | 98.4% | 98.0% | |
| Flu Vac Received - Cur Season | С | V | + | 5 | 77.9% | 77.8% | |
| PPV Received - Ever | С | V | + | · · | 75.0% | 87.8% | |
| Diabetic Foot Care & Education | С | | + | • | 100.0% | 100.0% | |
| Drug Regimen Review w/ Follow-Up | С | X | + | ~~~~ | 95.7% | 95.9% | |
| Rollup | | | + | ~~~ | 95.6% | 95.2% | |

| IMPACT Cross-Setting Measures | | High/Low Better(+/-) | Referral S | Source | Your Org |
|-------------------------------|---|-------------------------|------------------|--------|-------------|
| Asmt & Care Plan: Function | | X + | $\sim \sim \sim$ | 97.7% | 97.6% |
| Skin Integrity | С | X - | | 0.0% | 0.1% |
| Falls with Major Injury | | X - | | 0.6% | 1.1% |

| Superior Home Health | Deferred | 0 | E | | | Report Date: 1/21 |
|---|-----------------------|---------|--------------|-------|------------------------------------|-------------------|
| S2% Quality Score | Referral | Source: | | | ior Hospital - Vei Referral Src | ntura |
| Caseload | Referral | Source | Avg | Total | % of Total | |
| SOCs (01) | \sim | 581 | 5.3 | 7,700 | 7.5% | |
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| Musculoskeletal: Joint Replacement | | 21.2% | 13.2% | | 6.0% | 5.9% |
| Factors Influencing Status | ~~~ | 16.1% | 12.0% | 1 | 2.3% | 10.4% |
| Injury/Poisoning | ~~~ | 9.0% | 7.3% | | 5.1% | 4.5% |
| Musculoskeletal: Other (not Joint Rpic) | VA | 7.6% | 15.9% | | 3.7% | 13.6% |
| Infection: Other (not COVID, Pneu, Sepsis, UTI) | \sim | 7.4% | 4.6% | | 4.0% | 4.6% |
| Payer Mix | Referral | Source | Your Org | SHP S | tate (CA) | SHP National |
| Medicare Traditional | m | 53.1% | 54.5% | 6 | 4.3% | 51.4% |
| Medicare HMO/Advantage | ni | 30.3% | 28.8% | 2 | 9.2% | 34.7% |
| Non Medicare | ~~~ | 16.7% | 16.7% | - | 6.5% | 14.3% |
| Medicare Traditional High/L | low Referral | Source | Your | SHP S | tate (CA) | SHP National |
| Financial Performance/RAC Metrics Better | (+/-) | | Org | | | |
| PPS Case Wt (38 Pymt Eps) | na | 1.115 | 1.115 | | 4.9% | 1.029 |
| PPS LUPAs PDGM Case Wt (761 Periods) | na | 1,157 | 1.095 | | 4.9% | 1.068 |
| PDGM Case Wit (701 Periods) | - | 7.9% | 8.9% | | 8.1% | 9.1% |
| Recert Rate (Recerts / SOCs) | - | 0.20 | 0.35 | | 0.25 | 0.27 |
| Length of Stay (LOS) | 5 | 41.81 | 52.38 | | 19.04 | 50.61 |
| Hospitalization / Utilization High/ | | Source | Your Org | SHP S | tate (CA) | SHP National |
| 30-Day Rehosp - All Dx Groups | - An And | 12.1% | 10.7% | | 2.9% | 12.9% |
| 30-Day Rehosp- Penalty Dx Groups | | 5.4% | 2.8% | | 6.7% | 6.6% |
| 60-Day Hospitalization | \rightarrow | 16.0% | 13.5% | | 4.9% | 15.3% |
| All Acute Care Hospitalization | | 39.6% | 31.2% | | 3.5% | 23.8% |
| Discharged to Community (Risk-Adj) | + 5 | 63.7% | 69.1% | | 3.5% | 72.8% |
| Process Measures High/ Better | Low Referral | Source | Your | SHES | tate (CA) | SHP National |
| | | 97.7% | Org 97.3% | | 7.5% | 96.2% |
| Timely Initiation of Care C 🙀 | + ~~~~ | 97.7% | 97.3% | - | 9.3% | 90.2% |
| Fail Risk Asmt Conducted | + V | 99.0% | 99.2% | - | 9.3% | 99.1% |
| Depression Asmt Conducted C | + 1/1/1 | 98.4% | 98.0% | - | 7.4% | 97.8% |
| Flu Vac Received - Cur Season C V | + | 77.9% | 77.8% | | 7.0% | 80.3% |
| PPV Received - Ever C V | + | 75.0% | 87.8% | | 7.6% | 83.9% |
| Diabetic Foot Care & Education | + | 100.0% | 100.0% | 9 | 6.6% | 96.4% |
| Drug Regimen Review w/ Follow-Up C X | 1+ | 95.7% | 95.9% | 9 | 6.8% | 95.8% |
| Rollup | + | 95.6% | 95.2% | 9 | 3.6% | 94.3% |
| IMPACT Cross-Setting Measures Better | Low (+/-) Referral | Source | Your Org | SHP S | tate (CA) | SHP National |
| Asmt & Care Plan: Function | + ~~~ | 97.7% | 97.6% | 9 | 8.2% | 97.6% |
| Skin Integrity C X | | 0.0% | 0.1% | | 0.2% | 0.3% |
| - X | | 0.070 | 9.178 | | | w.w.m |

Success Over COVID-19

- ► Run the Scorecard by Primary DX Category → Infection: COVID-19
- Green color-coding highlights positive scores

| Primary Dx (| Categories | |
|--------------|--------------------------------------|---|
| Search | ٩ | |
| Select All | Show Selected (1 Selected) | |
| Genitouri | nary: Kidney Disease/Renal Failure | 1 |
| 🗌 Genitouri | nary: Other (not Kidney/Renal) | |
| Infection: | COVID-19 | |
| Infection: | Other (not COVID, Pneu, Sepsis, UTI) | |
| Infection: | Pneumonia | |
| Infection: | Sepsis/SIRS/Septic Shock | |
| Infection: | Urinary Tract Infection (UTI) | |
| 🗌 Injury/Po | isoning | |
| Mental/B | ehavioral/Mood | |
| | keletal: Joint Replacement | _ |

| Page 2 | | | Primary Dx Category: Infection: COVID-19 | | | | | | | |
|------------------------------------|-------|------------------|--|-------|-------|---|-------|-------|---------------------|------------------------|
| Outcome Measures | | h/Low er(+/-) | Your Actual Primary Dx Category Org | | | Your Risk-Adjusted Primary Dx Category Org | | | SHP State Actual | SHP National Actual |
| Improvement in Ambulation | C ★ V | + | \sim | 89.1% | 85.2% | \sim | 86.1% | 83.6% | 83.9% | 84.0% |
| Improvement in Bed Transfer | C ★ V | + | \sim | 90.1% | 86.8% | M | 85.4% | 82.6% | 86.0% | 86.0% |
| Improvement in Bathing | C ★ V | + | \sim | 90.5% | 86.7% | V~^ | 88.7% | 85.4% | 85.8% | 85.9% |
| Improvement in Pain | V | + | \sim | 87.8% | 87.3% | M | 90.6% | 86.3% | 85.9% | 85.9% |
| Improvement in Dyspnea | C ★ V | + | \sim | 90.1% | 86.7% | M | 89.4% | 86.5% | 86.3% | 86.3% |
| Improvement in Status of Surg Wnds | С | + | • /* | 89.1% | 94.8% | • | 91.5% | 94.6% | 93.0% | 93.0% |
| Improvement in Mgmt of Oral Meds | C ★ V | + | ~~^ | 87.4% | 81.4% | \sim | 82.8% | 79.9% | 80.7% | 80.7% |
| Rollup | | + | \sim | 89.2% | 85.8% | W~ | 87.8% | 85.5% | 84.9% | 84.9% |

HHCAHPS Results



Happy Patients, will make happy referral partners

| HHCAHPS Quality Measures | | High/Low Better(+/-) | | F | Referra | Your Org | |
|-----------------------------------|---|-------------------------|---|---------|----------|-------------|-------|
| Care of Patients | С | V | + | \land | ~ 1 | 91.4% | 91.4% |
| Comm Between Providers & Patients | С | V | + | 2 | \sim | 89.4% | 89.4% |
| Specific Care Issues | С | V | + | ~ | \sim | 91.8% | 91.8% |
| Overall Rating of 9 or 10 | С | V | + | \sim | \sim | 86.9% | 86.9% |
| Would Recommend the HHA | С | V | + | ~ | -11 | 84.6% | 84.6% |
| Rollup (Eligible Surveys: 285) | | | + | ~ | 3 | 90.2% | 90.2% |



Adding to the Conversation

- Re-Hospitalization Patient Detail
 - From the Referral Source Scorecard, drill-down to the Re-Hospitalization Patient Detail report to to identify which patients that were re-hospitalized within 30 days of the SOC

| Hospitalization / Utilization | High/Low Better(+/-) | Primary Dx | Primary Dx Category | | | SHP Multistate | SHP National | |
|------------------------------------|-------------------------|------------|---------------------|-------------|-----|----------------------------------|-------------------------------------|-------|
| 30-Day Rehosp - All Dx Groups | - | \sim | 12.4% | 13.6% | Г | 12.9% | 12.9% | |
| 30-Day Rehosp- Penalty Dx Groups | - | _ | <u>d</u> .)- | 79/636 - 12 | 42% | - Click to view details in the F | Rehospitalization Patient Detail re | enort |
| 60-Day Hospitalization | C ★ V - | | 14.5% | 10.0% | | 13.4% | 13.370 | cport |
| All Acute Care Hospitalization | - | h- | 32.4% | 31.9% | | 24.0% | 23.8% | |
| Discharged to Community (Risk-Adj) | V + | \sim | 69.7% | 67.4% | | 72.6% | 72.8% | |

 Coordinate with your partner to identify the root causes for each hospitalization

20

Adding to the Conversation

- New Hospitalization Impact reporting and SHP Risk of Hospitalization alerts
 - Share how your agency addresses the POC based on the risk level of the patient
 - Use the Hospitalization Impact report to show the risk level and risk factors for their specific patients
 - Research by drilling-down to the Risk of Hospitalization
 Patient Detail, then to the SHP Risk of ACH alert detail

| | | | | | | | | · · · · · · | | | | | | | | → | Rehospitalizatio | n |
|---|---|----------------|-------------------|--------------|-----------------|-----------------------|-------------------|---------------------|----------------------|---------|--------------------|----------|-----------|------------------|----------------|--------------------------|--------------------|-----------|
| | ization Impac | t | | | | | | | | | | | 01/0 | 01/2020 - 1 | 2/31/2020 | → | Rehospitalizatio | n Patient |
| USHP Opport Display 2010 Higher 10 (1001/2020 - 12/31/2 Superior Outcomes Home Health Report Date: 1/21/2 | | | | | | | | | | | | | 1/21/2021 | | Detail | | | |
| E Filters: 2 | | | | | | | | | | | | | | | | → | 60-Day Hospital | ization |
| [X] Minimum Episodes: 5 [X] Referr | al Source - Name: Fa | acility: Super | ior Hospital | - Ventura | l. | | | | | | | | | | | | Patient Detail | |
| Risk-Adjusted ACH | Risk of ACH | | Risk-Adj | Actual | Episodes | 120.0 | % | | | | | | | | | | Hospitalization I | mpact |
| 40.9% | 9 (High) | + | | 66.7% | 3 | 100.0 | % | | <u>A</u> . | | | | | | | | riospitalization i | Im |
| 40.9% | 8 (High) | 4 | 16.9% | 66.7% | 3 | 80.0 | % | | \mathcal{N} | 0 | | | | | | → | Risk of Hospitali | ization |
| | 7 (High) 6 (High) | ተተ ተ | 61.3% 48.0% | 100.0% | 18 | 60.0 | % | 2 | | 6 | <u>~</u> | p | -0. | | | | Patient Detail | |
| | 5 (Moderate) | ጥ ተተተ | 60.7% | 80.6% | 36 | 40.0 | % | -jp | _ | | -Y | -ip- | 000 | | 8 | | | |
| Actual ACH | 4 (Moderate) | TTT VV | 33.6% | 43.8% | 48 | 20.0 | % | ~ | | | | | | | | | | |
| Actual ACT | 3 (Moderate) | 4 | 34.5% | 35.0% | 40 | 0.0 | | | | | | · | | | | | | |
| 50.2% | 2 (Low) | 4 | 33.9% | 24.3% | 37 | | Jan | Feb Mar | Ap | May | Jun | Jul Aug | Sep Oct | Nov D | ec | | | |
| 50.270 | 1 (Low) | 1 | 43.7% | 25.0% | 8 | | | | 🛶 P <mark>i</mark> i | sk-Adju | usted | Actual | | | | | | |
| Provider | | Impact | Risk-Adi | Actual | Episodes | | • | OC/ROC CI | iniciar | | | Impact | Risk-Adi | Actual | Episodes | | | |
| (99999) Superior Home Health - Ventur | 9 | impaci | 40.9% | 50.2% | 201 | Caring. | | | mician | | | 111pact | | 58.8% | 34 | | | |
| (asasa) Superior Home Health - Ventur | a | | 40.370 | 50.270 | 201 | | Hannah | | | | | 11 | | 64.7% | 17 | | | |
| | | | | | | Jovial, | | | _ | | | 1 | | 71.4% | 7 | | | |
| | | | | | | | y, Francis | | | | | 1 | | 80.0% | 10 | | | |
| | | | | | | | | | | _ | | | _ | | | | | |
| Team Team A | | Impact | Risk-Adj 45.1% | Actual 52.9% | Episodes 70 | Friendl | y, Francis | ROC Case | Manag | r | | Impact | | Actual 61.1% | Episodes 18 | | | |
| Team B | | T T | 45.1% | 52.9% | 119 | Jovial, | | | | | | 11 11 | | 69.2% | 13 | | | |
| Team C | | 444 T | 6.0% | 8.3% | 12 | Caring. | | | | | | 11 11 | | 83.3% | 6 | | | |
| lean C | | | 0.070 | 0.370 | 12 | | Hannah | | | | | 11 | | 75.0% | 12 | | | |
| | | | Dist. A.F. | A | E to day | | | | | | | | _ | | | | | |
| Referral Source Facility: Superior Hospital - Ventura | | Impact | Risk-Adj 40.9% | Actual 50.2% | Episodes 201 | Physici | ian, Paul (0123 | Physicia 456790) | an | | | Impact | | Actual 100.0% | Episodes 7 | | | |
| 40.99 | | | 40.576 | 50.276 | 201 | | on, Sally (01234 | | | | | 11 | | 85.7% | 7 | | | |
| | | | | | | - | Carly (0123456 | | | | | 1 | | 57.1% | 7 | | | |
| | | | | | | | Henry (01234 | | | | | | | 60.0% | 5 | | | |
| | | | - | | • | | , (- | , | | | | | | | | | | |
| ADL/IADLs > Toilet Transfer | 4 - Totally de | pondont | RU | sk Factor | | | | | | _ | | Impact | | Actual 75.6% | Episodes 45 | | | |
| ADL/IADLs > Bed Transfer | 4 - Totally dependent 3 - Unable to transfer self and unable to bear | | | | woight or niv | (ot | | | | | | 1111 | 50.3% | 76 704 | 40 | | | |
| Elimination > Bowel Incont Freq 1 - Less than once weekly | | | | e to bear | Episodes | s: 6 | | | | | | 🕀 Prio | r Fac | ÷ | Primary | / Dx | E Other | Dx |
| ADL/IADLs > Toilet Hygiene | 3 - Totally de | | ., | | | | | | | | | | | | | | | |
| Paymt Src > Medicare HMO | Yes | | | | | | | | | | | | | | | | | |
| Self-Care > Self-Care Avg | 0 - 1 | | | | | | | | | Risk | | DC | | | | | | Highest |
| Cognitive > Confused | 3 - During the day and evening, but not consta 2 - Yes, observ stasis ulcers ONLY | | | | | SOC/ROC (M0030/32) | TRF/DC (M0906) | Days | | ACH | Prior to HH SOC | Summary | Category | | ICD | Highest Risk Category | Risk | |
| Integumentary > Stasis Ulcer | | | | | | | | | | | | | | | | | ICD | |
| ADL/IADLs > Grooming | 3 - Totally dependent | | | | | | | | | | | | | | | | | |
| ADL/IADLs > Dress Lower | 3 - Totally de | ependent | | | | | | | | | | | | | | | | |
| | | | | | 1 | | : | • | : | : | \$ | • | \$ | | \$ | \$ | ÷ . | • |
| | | | | |) | | 04/21/20 | 04/30/20 | 10 | 5 | 0 | 04/19/20 | Hosp | Gu: Kidr | ey/Renal | 113.0 | Blood/Blood Organs | D63.1 |
| | | | | | ſ | | 04/21/20 | 04/30/20 | 10 | | 0 | 04/21/20 | Hosp | Infectn: | | N13.6 | Gu: Other | Z46.6 |
| | | | | | | | 03/11/20 | | | | ŏ | 03/10/20 | | | Inf Status | Z48.3 | Neoplsm: Malig | C34.32 |
| | | | | | | | 02/20/20 | | | | 0 | 02/19/20 | | | ey/Renal | 113.0 | Blood/Blood Organs | _ |
| | | | | | , | | 02/20/20 | 04/17/20 | | | 0 | | | - | Inf Status | | | J96.11 |
| | | | | | | | | | | 4 | - | 01/16/20 | | | | Z48.812 | Resp: Other | _ |
| | | | | | 01) | | 03/29/20 | 04/01/20 | 4 | 5 | 0 | 03/27/20 | SNF | Endo: D | M | E11.65 | Gu: Kidney/Renal | 113.0 |

Agencies

- Clinical Scorecards
- > HHC and Star Ratings
- > Quality Measures
- Hospital Utilization
- → Hospitalization Patient Detail
- Rehospitalization

Reference: https://www.shpdata.com/video/webinar-hh-hospitalization-reports/



SHP

Quotes from our Customers

"Using SHP's reports and benchmarking to compare their performance to top performers in SHPs benchmarks, the agency brought data to the table and demonstrated to hospitals and ACOs with hard numbers why they should be the preferred provider."

- LA/Ventura County Proprietary HHA

"I travel my region presenting" outcomes of joint venture home health and hospice agencies to hospital partners. Our partners are continuously impressed with the quality and value of our data. SHP *helps our agencies monitor quality* and service outcomes in real time, so interventions can be deployed, as needed, to keep our quality and service scores at the top of the nation."

- National Proprietary Senior Director

Story from one Customer

"I met with one orthopedic physician who would not recommend our agency for 8 years due to one referral that didn't go well. Even after my spiel, and our branch scorecard data, he said he would continue not to refer to us. I came armed with data from the SHP Physician Scorecard and one based on the other Doctors in his *practice.* I showed him our better than national timely initiation of care scores and better *readmission rates* by penalty groups for patients in his practice. He was intrigued with the data but still wasn't convinced. He didn't realize that some of his patients choose our agency for care, and so I showed him his SHP Physician scorecard of the 30 patients he accidentally referred to us. It showed similar results including 100% satisfaction rates and that none of his patients had readmitted! By showing him the data, I was able to *remove his misconceptions of our agency. He has now become a great proponent of our* agency and we have seen a doubling of referrals ever since."

- Rod Plunkett, PT,DPT,AT,C

Vice President, Population Health Management



Questions?





Thank you for attending!

Question? Please Contact Us At:

Support@SHPdata.com or call (805) 963-9446

