

POST-ACUTE CARE:

Network Alignment & Risk Management

Post-acute care constitutes the diverse array of follow-up healthcare services to patients after the acute in-patient encounter. As the healthcare industry moves towards a more integrated delivery model (e.g. ACOs, bundled payments, etc.), creating a dynamic and collaborative care continuum will become more and more valuable to both patients and healthcare providers. Developing and refining these relationships across the patient care continuum can help deliver 1) improved population health; 2) a better patient experience; and 3) reduce healthcare costs.

OVERVIEW

With the U.S. population aging, the number of people receiving post-acute care is expected to increase rapidly. For example, the number of patients receiving home health services increased by almost 10% in 2010. Given the clinical complexity and the frequency with which they transition between medical settings, these repeat patients are particularly vulnerable and costly to our health system.

Our post-acute care alignment consultants assist clients in evaluating their current post-acute care strategy and network to assess how effective it is in improving outcomes, lowering costs (through reducing average length of stay [ALOS] in the acute setting and curbing re-admissions), and reducing leakage of patients outside of the hospital's network. We then design a plan to execute this strategy, and our experts ensure an organized and results-driven post-acute care implementation to provide a more streamline patient care continuum.

Medicare payments for unplanned rehospitalizations in 2004 alone accounted for \$17.4B.

- AHA

Up to 76% of rehospitalizations occurring within 30 days in the Medicare population are avoidable.

- Medicare Payment Advisory Committee

ALIGNMENT OF POST-ACUTE CARE CAN

- ◆ Improve patient care outcomes
- ◆ Reduce costs associated with transitions across the care continuum (ALOS, re-admissions)
- ◆ Increase your system's brand and reduce leakage outside your system



"Coordination between acute-care hospitals and post-acute care providers is essential to reducing healthcare spending and improving overall quality of patient care."

- American Hospital Association

VALUE PROPOSITION

- Deep experience in managing and aligning post-acute care
- Effective alignment with post-acute care providers
- Improved discharge planning and transition processes
- Understanding any compliance risks
- Reducing patient leakage outside hospital system
- Strengthening referral base into hospital system
- Verifying post-acute referral process and data capture
- Improved community presence and market capture
- Progress towards a more integrated delivery model
- Potential cost containment through reduction in length of stay and readmissions
- Identification of best-in-class partners and implementation services,

OUR EXPERIENCE

Harpeth Consulting's Team has held executive ,C-Suite, and Senior Management positions across the continuum of care.

- ◆ Physician Alignment
- ◆ Marketing
- ◆ Home Health
- ◆ Hospital Management
- ◆ Hospital/Payor Consulting
- ◆ Managed Care Contracting (Payor & Provider)
- ◆ Technology Consulting, Implementation & Project Management
- ◆ Program & Project Management
- ◆ Audit

HARPETH CONSULTING'S SOLUTION



Our thorough approach utilizes high-leverage interventions to ensure that you receive results. With our expertise in hospital strategy and networks, Harpeth will provide you with project management services to actually operationalize the alignment process, working through every level of the organization to maximize results.

ABOUT HARPETH CONSULTING

Harpeth Consulting was formed by a group of senior executives, consultants, and healthcare industry veterans who recognized the need to develop a firm that specializes exclusively on the healthcare industry, especially in a healthcare rich geography such as Nashville, TN. Having worked together previously, they were able to assemble a team with great synergy, significant experience, and subject-matter expertise. Now, just a few years later, Harpeth Consulting has grown by leaps and bounds, and stands ready to move into its next phase of growth by continuing to provide value to clients.

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