



Maxwell Healthcare
Associates

PDGM Assessment and Optimization

WHO

A home health provider looking for a tailored, hands-on and complete PDGM solution.

WHAT

Maxwell will perform a personalized operational assessment, pinpoint areas for PDGM-specific efficiency gains and implement changes.

WHY

More than 44% of HHAs will experience a decrease in reimbursement under PDGM. We'll ensure you won't be part of that statistic.

RESULT

Improved processes and reporting, which results in improved documentation, increased tech utilization, cost savings and PDGM success.

Challenge: Fewer than 30 percent of home health agencies have a plan for CMS's Patient-Driven Groupings Model (PDGM), according to a recent Home Health Care News survey. That's not to mention the boots on the ground to execute that plan in time for 2020. Considering this is the biggest shift in payment to the industry in the last 20 years, agencies need to get moving. What's hindering that necessary action is a lack of clarity and hands-on assistance. According to a study by SUNY Oswego, agency leaders say they need help understanding the new payment rule's impact on quality outcomes and reimbursements. Further, once agency leaders gain clarity, they need help educating and training staff on the new model.

Solution: The MHA team is well-versed in not only the effects of the new payment model, but also specialize in tailored technology and process optimization — which are key in gaining the efficiencies necessary to succeed in 2020 and beyond. Our PDGM optimization service starts with our personalized operational assessment. This entails pulling various reports to audit your system, users, clinical competencies, processes and documentation. From there, we'll identify key areas of improvement that will generate necessary efficiencies to your operational, technological, regulatory, clinical and financial processes. At that point, we'll work with you to prioritize and execute necessary changes. Once changes are made, we'll re-train your team and continually coach them to success. One area we spend a lot of time on during our PDGM specific assessment and optimization is documentation. Evaluating your processes and your clinicians for appropriate documentation, especially as it pertains to defending comorbidity, is essential and invaluable when it comes to PDGM success.

Results: Agencies who work with MHA to optimize their operations realize significant value in various capacities. In a recent preliminary operational assessment, we identified an opportunity to recoup savings of more than \$4.5 million.

Don't take our word for it. Ask for our references. We'll connect you with MHA clients who can tell you why you need us on your side to optimize your agency to prepare and win in PDGM.

 651.348.2626



info@maxwellhealthcareassociates.com

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