

Delivering critical healthcare analytics to positively impact every care path in America

Excel Health



Impact of Home Health Adherence on Readmission Rates

HHFMA Update with the Experts 5.16.18

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Who is Excel Health?

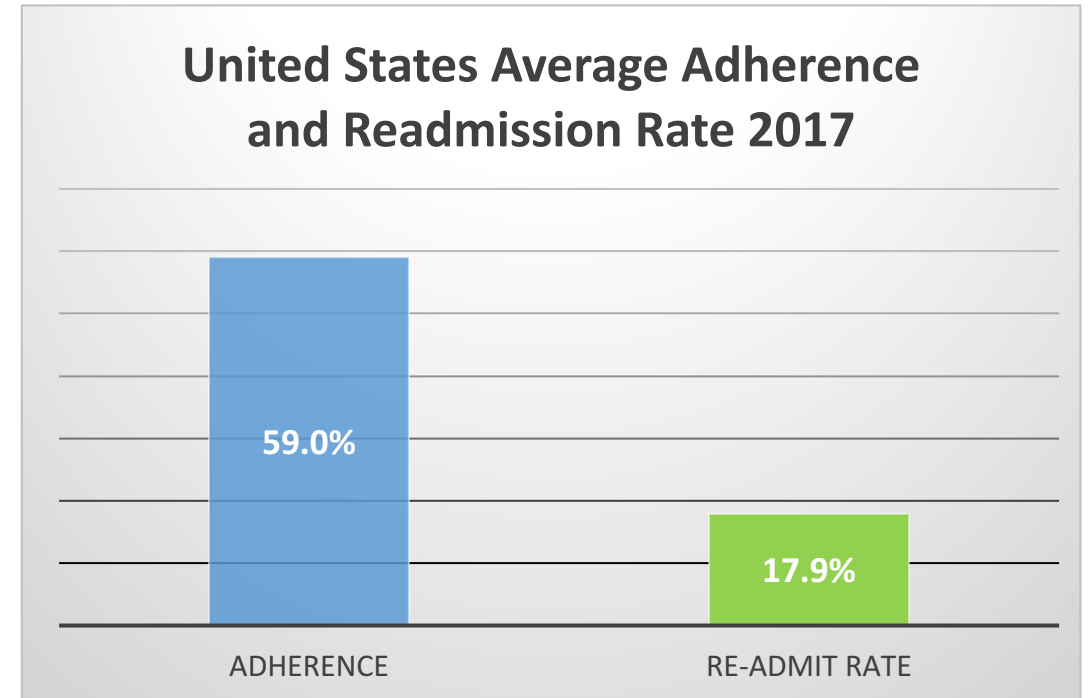


- Excel Health was organized in 2015 with a primary goal of bringing transparency to healthcare
- We have access to all CMS Part A and Part B Medicare FFS claims housed in the Chronic Conditions Warehouse; our data has about a one-quarter lag
- Excel Health tracks patients across the entire continuum of care
- Part of our mission is to use this data to drive transparency and a better understanding of healthcare economics and quality

Why is adherence to home health instruction so important?



- Of the 2 million discharge instructions issued for home health care, patients got care about 60% of the time
- National average readmission rate is approximately 18% for home health patients
- Adherence to post-acute instructions can dramatically impact readmit rates
 - And there are differences based on race, gender, socio-economic class and geography



Adherence: The rate at which patients coded for post-discharge home health services following an inpatient hospital stay end up receiving home health services.

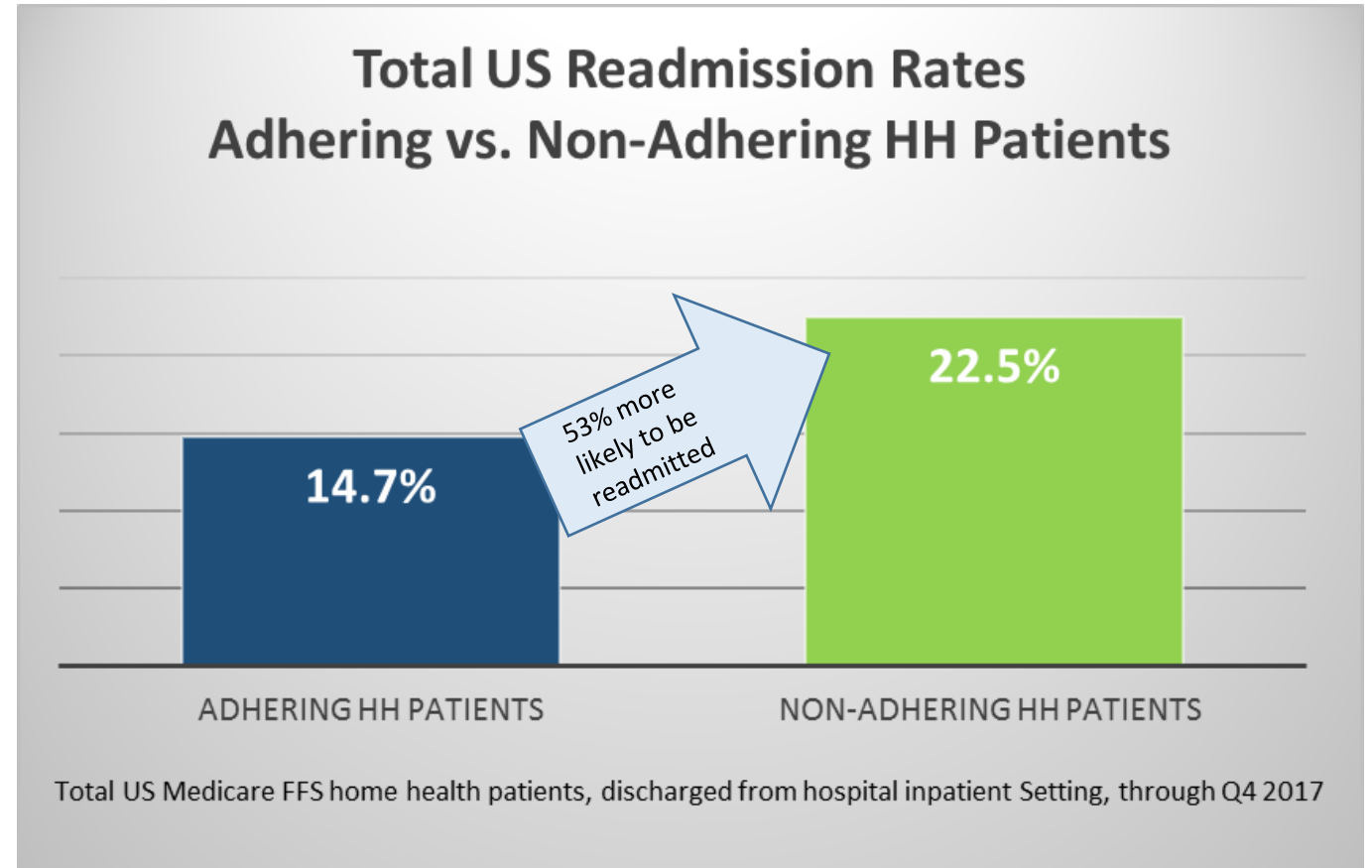
Readmit Rate: The percent of patients who received home health discharge instructions from a facility and were readmitted to any inpatient facility within 30 days of the original discharge

Source: Excel Health Group Market Intelligence Portal for Home Health, latest four quarters of data through December 31, 2017 extracted from CMS Chronic Conditions Warehouse.

Adherence to home health instructions impacts readmit rates

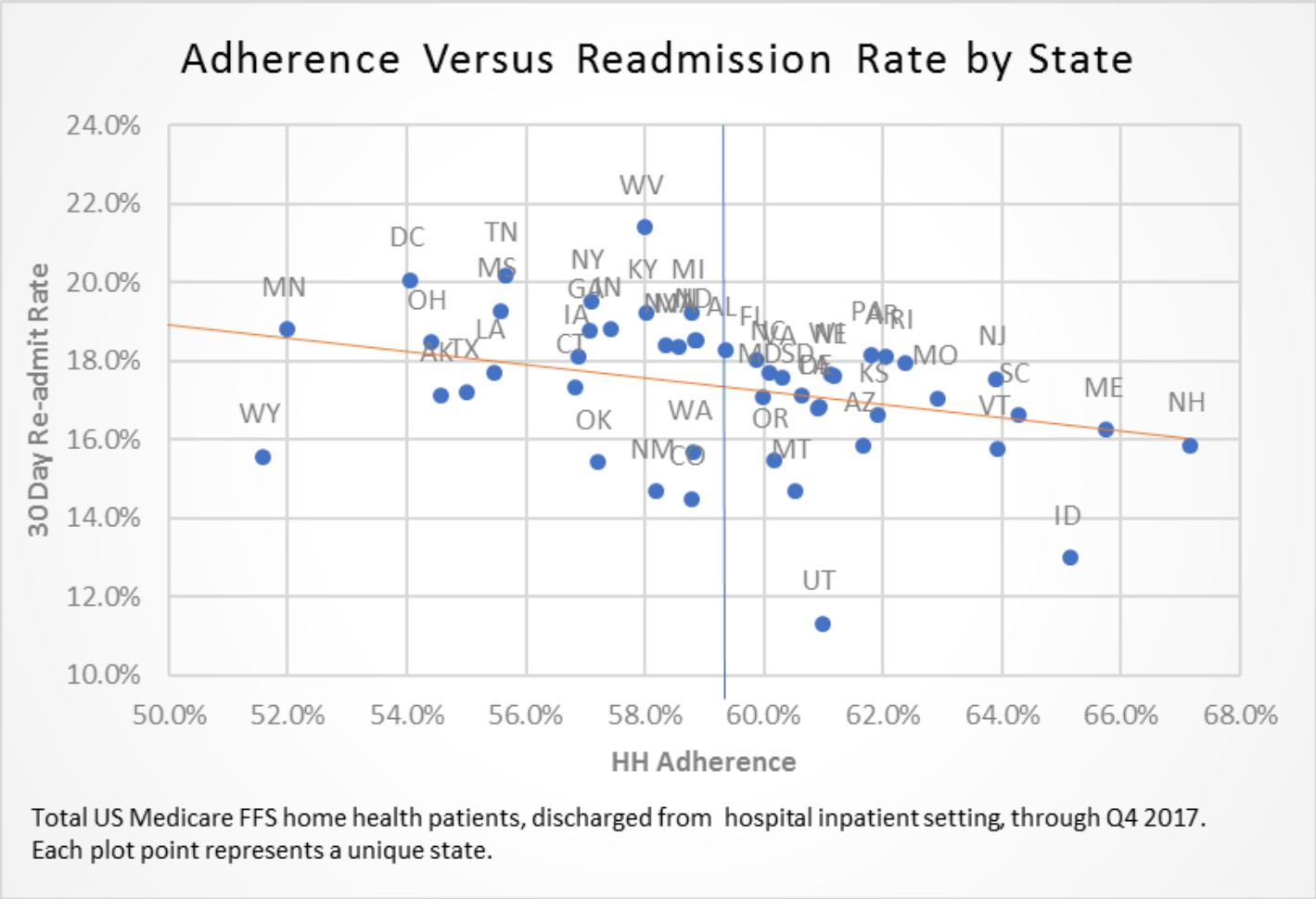


Non-adhering patients 53% more likely to be readmitted to a hospital



Source: Excel Health Group Market Intelligence Portal for Home Health, latest four quarters of data through December 31, 2017 extracted from CMS Chronic Conditions Warehouse.

While other factors certainly impact readmit rates, it appears that states with higher adherence also have lower readmit rates

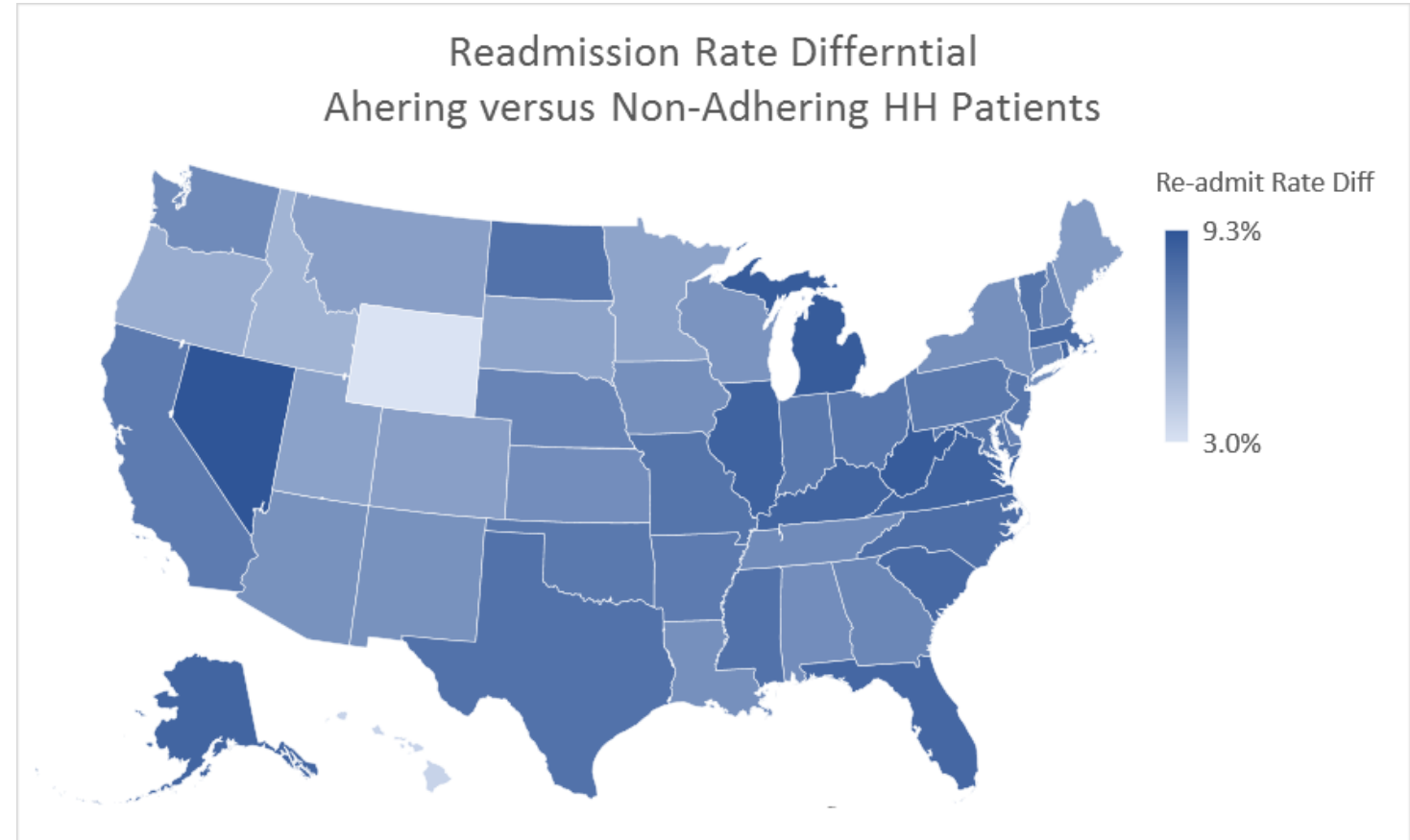


Source: Excel Health Group Market Intelligence Portal for Home Health, latest four quarters of data through December 31, 2017 extracted from CMS Chronic Conditions Warehouse.

Increasing adherence will have a positive impact



There are opportunities in every state to reduce readmit rates by increasing HH adherence



Source: Excel Health Group Market Intelligence Portal for Home Health, latest four quarters of data through December 31, 2017 extracted from CMS Chronic Conditions Warehouse.

Impacting adherence starts at the local level



“Top Performing” SE Community Hospital

- Of those coded for HH, only 46% adhered and got the care
- 54% did not receive home healthcare
 - Worse than the County average by 3 % points
 - Worse than the State average by 14 % points
- Non-adhering patients were 39% more likely to be readmitted
- Potential to readmit 62 fewer patients for a savings of \$900,000

Patients Discharged with Home Health Instructions (Inpatient only)							
	Total	Percent of All patients who received Discharge instructions			% Readmitted: 30 days		
		This Facility	County Average	State Average	This Facility	County Average	State Average
Patients admitted to Home Care	678	46.4%	49.4%	60.5%	20.5%	19.5%	14.3%
Patients not admitted to Home Care	784	53.6%	50.6%	39.5%	28.4%	28.2%	22.7%

Source: Excel Health Group Market Intelligence Portal for Home Health, latest four quarters of data through December 31, 2017 extracted from CMS Chronic Conditions Warehouse.

Becoming a Trusted Advisor

- Understand hospital partner challenges
- Share adherence and readmit data
 - Hospitals do not always know their true readmit rate (which includes readmissions to other hospitals)
 - Hospitals do not know their HH adherence rate
- Earn their business as a trusted advisor and based on your performance
 - Implement programs to increase adherence
- Track your success over time

