



# Post-Acute Care Optimization for ACOs

Why Post-Acute  
Care (PAC) Matters

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PAC Optimization

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Why ACOs Should  
Partner With  
naviHealth

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# Introduction

As health care evolves toward fee for value, more than 12 million Medicare beneficiaries are covered by an Accountable Care Organization (ACO) today, with each ACO having a strong incentive to improve care quality while reducing cost.

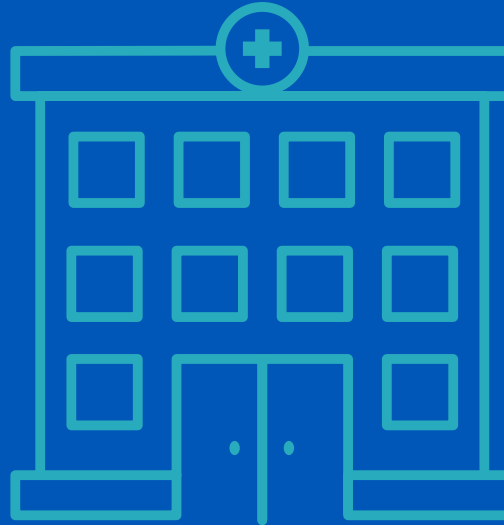
Driven by these Centers for Medicare and Medicaid Services incentives, ACO investments in practice innovation and care redesign have yielded significant improvements in many cases, but major opportunity remains to more effectively manage post-acute care (PAC) utilization.

To optimize PAC utilization, a Smart-Touch, Smart-Tech clinical model has proven effective in improving outcomes while reducing overall cost by leveraging both evidence-based decision support, as well as additional clinical resources across the care continuum.

This document illustrates the opportunity and the benefits of working with a partner like naviHealth who has extensive experience deploying a unique operating model.

# The Importance of Optimizing Post-Acute Care

## Why PAC Matters



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# The PAC Opportunity in Value-Based Care (VBC)

There is an increasing focus on **PAC** to deliver better **value**:

**\$60  
BILLION**

In 2017, the Medicare fee-for-service program spent about **\$60B** across the four PAC settings, that represents **50%** of total spend for a typical 90-day episode of care<sup>1</sup>

**43%**

In 2016, about **43%** of Medicare fee-for-service patients discharged from an acute care hospital were discharged to PAC<sup>3</sup>

**73%**

**73%** of the variance in Medicare spending per beneficiary is attributable to PAC<sup>2</sup>

**5.4%**

From 2001 to 2015, Medicare PAC spending increased on average **5.4%** per year<sup>4</sup>



<sup>1</sup>MedPac, 2019 Report, Chapter 9, Payment Issues in Post-Acute Care <sup>2</sup>Institute of Medicine, "Variation in Health Care Spending: Target Decision Making Not Geography"  
<sup>3</sup>MedPac, 2019 Report, Chapter 9, Payment Issues in Post-Acute Care <sup>4</sup><https://www.cms.gov/Medicare/Quality-Initiatives-Patient-Assessment-Instruments/Post-Acute-Care-Quality-Initiatives/Downloads/IMPACT-Act-MSPB-MLN-Connects-Call-September-2017.pdf>

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# Navigating PAC in a Value-Based Care Culture

## The Problem:

Post-acute care (PAC) is one of the least-managed areas of health care, leading to unnecessary utilization and poor patient outcomes

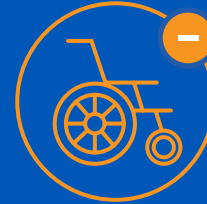
## The Solution:

Ensure patients discharge to the appropriate post-acute setting, receive the right therapy in that setting, and transition safely back to the community without readmitting

## The Approach:

Smart-Touch, Smart-Tech operating model: decision support technology combined with dedicated clinical staff

## Demonstrated Results:



Reducing unnecessary readmissions



Better functional recoveries



Significant cost savings

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# PAC Optimization

## Keeping Patients at the Center of Care



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# A Proven Care Model that Embraces Technology, While Keeping Boots on the Ground

naviHealth ensures patients receive the optimal care in the optimal setting with a Smart-Touch, Smart-Tech model – resulting in better quality outcomes, faster recoveries, and lower medical expenses

## Smart-Touch



Innovative PAC management process fueled **by dedicated clinicians** who steward patients through their post-acute recovery journey

## Smart-Tech



**Decision support tools** that predict patients' post-acute needs and generate individualized care plans for each patient



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# Optimizing PAC to Drive Success

## Key Success Factor

## Method

Determining Appropriate PAC Level of Care

Using clinical decision support analytics and claims-based referral pattern data to empower **evidence-based discharge decisions**

Forming and Managing High-Quality PAC Networks

Employing a **data-driven approach** to evaluate PAC providers on quality and efficiency metrics

Reducing Unnecessary Readmissions

Delivering **tailored interventions** based on clinical condition to minimize the likelihood of readmission

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# Why Partner With naviHealth?



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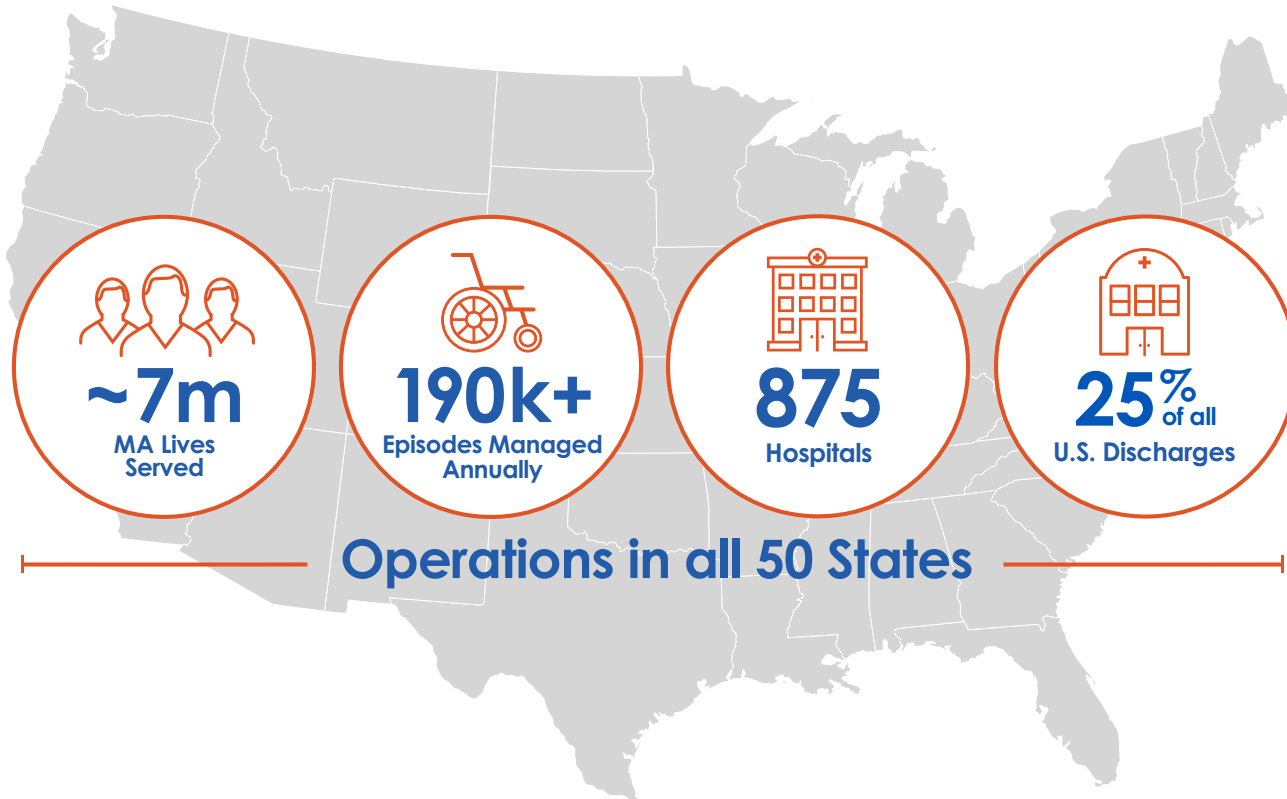
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# naviHealth Is the Leader in Post-Acute Care Management and Care Transitions



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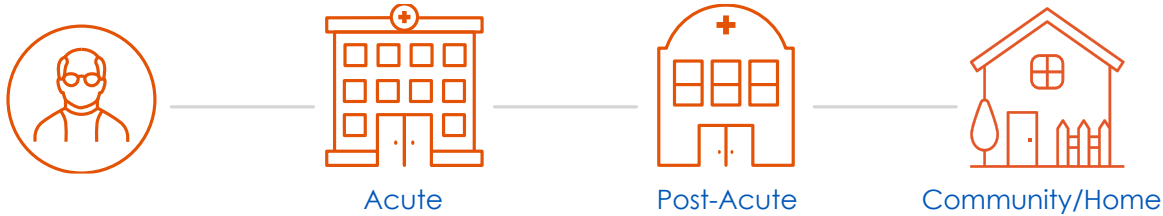
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# Patient Centered Solutions Enable Improved Outcomes Across an Episode of Care



## Post-Acute Care Management Services

### Care Coordinators

naviHealth Care Coordinator performs **nH Predict** assessment to determine optimal PAC placement and works with hospital discharge planning to:

- Influence PAC placement
- Ensure ongoing change management for acute to PAC discharge planning processes

### Telephonic Patient Follow-Up

- Follow up with patients at home to reinforce discharge plan, perform medication reconciliations, and check on key health indicators

### Post-Acute Care Network

- Form high-performing PAC networks using quality and efficiency data, and drive ongoing network management and collaboration
- Hold PAC provider town hall meetings and establish accountability amongst the PAC community

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# Optimize Post-Acute Care Utilization to Find Success in VBC

nH Predict is the foundation of our post-acute care management service offering

Proven results in decreasing unnecessary PAC utilization and practice variation, engaging patients on PAC recovery journey, and ensuring maximum functional recovery for patients

- Brings **evidence-based clinical decision support** to post-acute care decisions based on historical outcomes of similar patients in our database
- **Care management application for clinicians rounding in hospitals and post-acute care facilities** to assist in discharge planning and monitor recovery progress
- Informs clinical decisions and **sets realistic expectations with patients and families**

## Predicts:



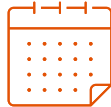
Optimal First PAC Setting



Burden of Care Following PAC Discharge



Expected Functional Improvement



PAC Length of Stay



Appropriate Therapy Intensity



Readmission Risk

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# Let's Connect

For more information, visit [naviHealth.com](https://naviHealth.com).

