

# Preparing Operations *for the* Patient Driven Grouper Model (PDGM)

## Date and Times

**Tuesday, April 9, 2019**

Registration: 8:30 to 9:00 am

Conference: 9:00 am to 4:30 pm

Lunch: Noon to 1:15 pm

## Location

**The Conference Center**

170 W. Dewey

Wichita, KS

## Registration Fees

KHCHA Members – \$120/day

Non-Members – \$240/day

## Target Audience

Home Health Leadership,  
Financial Managers, Clinical  
Managers

## CNE Credit

Kansas Home Care & Hospice Association is approved as a provider of CNE by the Kansas State Board of Nursing. This course offering is approved for 6.9 contact hours applicable for APRN, RN, or LPN relicensure.

Kansas State Board of Nursing provider number: LT0287-0314.

## Program Abstract

Medicare Certified Home Health agencies in 2020 will be undergoing the largest change in reimbursement with the new Patient Driven Grouper Model (PDGM) proposed by the Centers for Medicare and Medicaid services. Agencies must prepare operationally and financially to ensure they are able to provide quality care in the patient's home while being financially responsible. Simione Healthcare Consultants will present an overview of the new PDGM model and how to prepare the various operational and financial departments for this reimbursement change. This will include:

- Overview of the significant changes between PDGM and PPS.
- Impact analysis of Kansas Home Care agencies compared to National benchmarks using the CMS Limited Data Set for 2017.
- Management of clinical operations including case management, visit utilization, LUPA Management, and coding.
- Review of the importance around coding of primary diagnosis around questionable encounters.
- Key impacts to the referral management process.
- Development of marketing strategies to achieve a positive financial impact.
- Key changes to the financial reporting process, including budgeting and key performance indicator reports.
- Impact on cash flow and the revenue cycle management processes.
- How to best ensure your information technology vendor is prepared for the reimbursement change and also other resources that are available to assist with the PDGM model.



# Case Management *and* Clinical Data to Drive Financial Success

## Date and Times

Wednesday, April 10, 2019

Registration: 8:30 to 9:00 am

Conference: 9:00 am to 4:30 pm

Lunch: Noon to 1:15 pm

## Location

The Conference Center

170 W. Dewey

Wichita, KS

## Registration Fees

KHCHA Members – \$120/day

Non-Members – \$240/day

## Target Audience

Clinical and Financial  
Management

## CNE Credit

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## Program Abstract

With the shift to value-based care, better health outcomes are critical. How do we drive improved clinical outcomes and stronger financial performance? The data to improve home care clinical operations and lower hospitalization risk are buried in our EMRs. We just need to know where to look, and how. Analyzing our own data can help us determine hotspots and develop opportunities and build operational strategies. Operationalizing that data helps us sell the home health/hospice value proposition to partners. Agencies that successfully leverage their clinical data will see improved health outcomes, increased revenue, savings and quality scores.

## Program Objectives

At the completion of this workshop, the participant will be able to:

- Outline how to structure and implement a case management model in home care
- Examine home health financial reporting and key performance indicators
- Analyze clinical reporting and key performance indicators
- Review agency case study on using financial and clinical data to drive outcomes and financial performance



*KHCHA greatly appreciates the time and effort on the part of our speakers/vendors in providing information for our attendees. The Kansas Home Care & Hospice Association feels an obligation to present the widest possible viewpoints represented in the home care and hospice arena. However, the participation of any speaker/vendor/product in our presentations does not constitute an endorsement by this association. As always, you are strongly advised to seek further counsel and exercise diligence in making any decisions that affect your business or the quality of services you provide.*

## Materials

Handouts will be made available online prior to the conference.

**Participants will be required to print and bring a copy of the handouts with them to the conference.**

## Lodging

The Fairfield Inn & Suites Wichita Downtown (located next door to The Conference Center) has reserved a block of rooms at the special KHCHA rate of **\$119 per night** (single and double, tax not included). The room block will be held until **March 18, 2019**.

Reservations may be made by calling the hotel directly at (877) 206-0072 and asking for the Kansas Home Care & Hospice Association group rate, or by using our [direct reservation link](#). Reservations made after the cut-off date will be accepted on a space or rate available basis.

## Brought to you by...



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## Speakers

### Robert V. Simione, CPA, Director of Data Analytics



Rob is Director of Data Analytics at Simione Healthcare Consultants, where he focuses on building solutions to manage, analyze and operationalize data resources related to benchmarking, cost reporting, market intelligence and financial risk assessment. Prior to leading collaborative activities with a variety of information technology companies for Simione, he served more than 10 years in financial consulting, and in corporate and tax accounting. A CPA in the State of New York,

Rob has been instrumental as an interim financial executive for home care and hospice agencies and health networks, and in developing the firm's industry leading benchmarking tool, the Simione Financial Monitor.

### Julia Mahoney, RN, MHSA, HCS-D, COS-C, Director of Clinical Operations



Julia is a nursing leader with more than 25 years of total nursing experience, including 15 years in home care and hospice nursing management experience and 10 years in home care and hospice executive management. Her background includes agency achievements with national recognition for cost and quality, a pristine record of results with the Joint Commission, Medicare and State program surveys, and a passion for quality improvement and operationalizing regulatory requirements.

## Registration Information

Registrations should be made online... [click here](#) to register.

### Fees:

**KHCHA Members – \$120/person/day \***

**Non-Members – \$240/person/day \***

\* If the same individual registers for both days, they will receive a **\$20 discount**.

The registration fee includes breaks and [online access to handouts](#). Lunch will not be served. Attendees may go off-site to one of the many nearby restaurants.

**Registration Deadline: Tuesday, April 2, 2019.** A confirmation e-mail will be sent upon receipt of registration. **Cancellations:** Refunds, less a \$25 processing fee, are available for cancellations received by April 2. No refunds will be given for cancellations received after April 2. No-shows will be held responsible for payment.

## Questions?

Contact Kristen Ada, KHCHA Director of Programs & Member Services (913) 669-0460 or [kada@kshomecare.org](mailto:kada@kshomecare.org)

