

The logo for PDGM (Patient-Driven Groupings Model) is displayed in white text on a teal rectangular background.

Under PDGM

Add Up the Benefits of Contract Therapy

HEALTHPRO[®]  HERITAGE
at Home

A common assumption among home health providers is that outsourcing rehab services is costly. But a close look at the benefits of contracted therapy demonstrates a very different perspective.

Hear us out...

For HHAs that manage their own therapy team, it's important to also factor in costs associated with key success drivers such as PDGM readiness strategy, management, education, documentation training, recruiting, and staffing.

These elements are often baked in to contracted therapy rates – and the specific reason why outsourced rates – at first glance – are higher.

This is the case with HealthPRO[®] Heritage at Home: a reputable, data-driven, outcomes-based company that provides all these valuable things at an upfront, well-defined, predictable cost to 1000+ clients nationwide. Yes, contracted rates are typically higher. Now more than ever given the clear impacts of PDGM, it's important to consider the benefit of contracting for a variable cost vs. absorbing the fixed cost associated with in house therapists and their associated overhead.

Let's Do the Math

To illustrate, consider an agency with an in-house therapy team with 50 patients receiving 2 therapy visits per week... Costs for therapy managers, schedulers, onboarding, back office, payroll, and education may be \$11.48 additional for overhead per visit. Compound this by adding benefit load plus mileage equal to \$27.15 on top of the per visit rate paid (\$67.50). As such, the average agency is operating at an all-in cost of \$106.13 per visit!

In this example, assume 400 therapy visits per month, and potential annual savings could add up to \$72,624.

The Pressure is On

Under PDGM – where the conversion to 30-day payment periods and the regulatory changes with RAP processing will likely pose significant cash flow and revenue cycle concerns – contracted therapy may be an advantage. The fixed cost of contract therapy supports a streamlined budget process. Moreover, predictable costs enable HHAs to accurately track therapy cost for financial analysis and forecasting. The add-on services embedded in HealthPRO® Heritage's partnership model alleviates the burden of recruiting, onboarding, training and oversight of therapy -- allowing leadership teams to focus instead on higher level, strategic business opportunities and growth objectives.

Learn More About HealthPRO® Heritage at Home

As the home health industry prepares for the most significant change in 20+ years, savvy home health agencies are evaluating opportunities and mitigating risks. An important part of the analysis: consider the impact and ROI of investing in a partnership with HealthPRO® Heritage at Home. Read on for details related to our team's unique resources, tools and subject-matter-expertise designed to help HHAs succeed under PDGM & Beyond!

PDGM Readiness and Expertise

HealthPRO® Heritage was among the first in the industry to take the lead in prepping clients and clinicians alike for PDGM success. Our proactive approach: comprehensive education x 6 months RE: clinical care pathways to support utilization management based on the clinical characteristics of patients and to drive outcomes and best practices. The HealthPRO® Heritage care pathways to success drive clinical outcomes while ensuring operational success of our partners.

Recruiting & Hiring

HealthPRO® Heritage offers a dedicated team of experienced recruiters with demonstrated expertise in sourcing home care candidates via progressive strategies. A multi-step onboarding process ensures only qualified clinicians are hired, and all staff participates in mandatory, ongoing training to assure compliance with CMS standards and each client's accrediting body.

Orientation & Ongoing Training

Orientation training covers home health regulations and clinical practice guidelines (CMS requirements). Ongoing training focuses on market and regulatory changes. HealthPRO® Heritage leverages abundant resources and expansive clinical expertise to model best practices for clinical application, utilization, and documentation.

Specifically, HealthPRO® Heritage understands the significance of accurate OASIS scoring; as such, HealthPRO® Heritage continues to invest in unique resources and training (for the majority of our clinicians/managers) to assure OASIS competency and effective interdisciplinary collaboration.

Scheduling and Documentation Compliance

Simply forward the referral, and we'll take care of the rest! A team of schedulers assure timely processing of new referrals and address patient concerns or complete necessary authorizations. A back office team assures delivery of services in conjunction with established plans of care, and that documentation is completed/submitted in a timely manner. Proprietary tools support effective interdisciplinary care coordination. (For instance, as a patient nears the end of a certification period, your team receives a weekly update to support interdisciplinary collaboration RE: appropriateness of re-certification or discharge.)

Documentation

HealthPRO® Heritage offers web-based therapy management software that provides easy access for unlimited agency use (at no additional cost) and features useful scheduling and documentation functions. Real-time updates support quick turnaround time for accurate billing, and training ensures all every evaluation and treatment note are fully defensible. Quarterly therapist-focused audits are completed to assure consistent quality documentation.

Management

HealthPRO® Heritage is best known for therapy management and operational expertise. Regional and national teams provide oversight of therapy professionals based on state-specific practice guidelines and require completion of annual competencies. HealthPRO® Heritage's Compliance (QAC) and Clinical Strategies divisions provide clinical teams with extensive resources to provide only quality care. This is reflected in above-board documentation practices as well as demonstrable outcomes and patient satisfaction.

For more information on our innovative contracting models reach out to your local Business Development Specialist or contact us at: homehealth@healthpro-heritage.com