

Unlock the Value of Primary Care First

How To Ensure Profitability From The New Medicare Program

CMS has created a new payment model designed to improve quality of care for Medicare patients while reducing costs. A major focus of the program is providing whole-person care to seriously ill patients who aren't being well managed by primary care. Under the new Primary Care First-Seriously Ill Population (SIP) Option, CMS will assign SIP patients to participating organizations and pay those providers a fixed monthly fee to coordinate these patients' care and keep them home when possible. Within twelve months, CMS expects the patient to be referred out of the SIP program, either to primary care or to hospice.

Hospice and palliative organizations are well positioned to support SIP patients and reap the financial rewards. Hospices can participate on their own or by partnering with a primary care practice.

THE BENEFITS TO PARTICIPANTS CAN BE SIGNIFICANT:

- **Bonus opportunities in addition to the monthly reimbursement when patients are well-managed.**
- **Earlier access to hospice ready or soon-to-be hospice appropriate patients.**
- **Experience working with Medicare Advantage payers, giving you an advantage over other hospices.**
- **Reimbursement for services you can't bill for today.**
- **Increase hospice utilization from CMS Attribution for seriously ill populations.**

Is The Program A Good Fit For You?

Before you make a final decision, you'll want to know how the PCF-SIP Option will affect your bottom line and what it will take to make the program profitable. Acclivity Health has developed an assessment package that gives you the information you need to evaluate the program and make an informed decision about participation. Because the applications are due this fall, you don't want to wait. As a health-care technology company dedicated to advanced illness management and end of life care, Acclivity has the expertise, knowledge and tools to set you up for success.



The Acclivity Assessment



APPLICATION SUPPORT

We make the application process fast and easy with templated responses that address key CMS requirements.



DATA ANALYSIS

We'll provide an analysis of the data provided by CMS so you have the most information possible about the patients you'll be managing.



FINANCIAL ANALYSIS

We help you predict staffing needs, costs, hospice conversion rates, and financial returns based on complex modeling developed by Acclivity's team of experts.



PARTNERSHIP SEARCH

We will help identify and support outreach to community providers to fill any gaps in your care delivery model.



IT GAP ANALYSIS

We will help you determine whether the technology you have in place now meets the CMS requirements and is sufficient for managing these SIP patients. We'll also make recommendations on how you can address any gaps we uncover.



BEST PRACTICES

We will offer guidance and access to industry thought leaders and other hospice organizations embarking on the same journey as you.



ONGOING SUPPORT

Once the program begins in January, we will provide ongoing support, analytics, workflow, and reporting capabilities to ensure your success.

To learn more about our Assessment Package and associated fees, please email us at: info@acclivityhealth.com.

ABOUT ACCLIVITY HEALTH

Built on a foundation of compassionate care, Acclivity delivers the technologies providers need to ensure patients with serious illness receive the right care at the right time in the right setting – while honoring the patient's dignity, goals and values. Our Acclivity platform utilizes analytics, machine learning, and workflow management to uncover insights needed to help patients avoid unnecessary emergency department and hospital stays. With clients across 16 states and the District of Columbia and data from more than 1.2 million patients on our platform, Acclivity has quickly grown to be the leader in this market.