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Ways Hospices Can Use Data To Improve Performance.

As a hospice organization, you want to provide holistic care at the right time and in the most comfortable environment for your patients. Data management may seem out of place in a discipline that relies on listening, critical thinking, and compassion. But technology can be incredibly effective when you know why you're using it and have the right tools for the job.

Nearly 40 years after Congress initiated the Medicare Hospice Benefit, one of the biggest challenges for hospice organizations is getting referrals early enough to provide the humane care that seriously ill patients deserve. Data provides a solution, giving you the power to build relationships with primary care providers and work together as a team to improve the quality of your patients' end-of-life journeys.



63%

The amount a Florida hospice reduced emergency utilization with the support of meaningful data.

FOLLOWING ARE FIVE WAYS THAT DATA CAN HELP YOU BECOME A MORE EFFECTIVE AND SUSTAINABLE HOSPICE ORGANIZATION.

1

IDENTIFY ALL SERIOUSLY ILL PATIENTS IN YOUR REGION.

Emerging technologies can now capture relevant end-of-life data, such as providers' electronic medical records (EMRs), medication compliance, ED admissions, and other documented patient behaviors, and apply complex algorithms to predict when a seriously ill patient has 6 to 12 months left to live (with 95% accuracy).

For hospice organizations, this visibility is a game changer. With a technology platform that can easily provide you with a view into seriously ill patient populations by location, you can now quickly identify which patients in your service area will most likely benefit from palliative or hospice care.



2

PROVIDE PHYSICIANS THE DATA IN TERMS THEY UNDERSTAND.

In our fragmented care system, many physicians are unaware of their patients' true health status. When they do try to prognosticate mortality, they overestimate by a factor of 5.3, contributing to the fact that more than half of Medicare patients die without receiving any hospice benefits.

Believing their patients have more time, providers often attempt to manage their chronic conditions with medical treatments, leading to unnecessary pain and suffering and wasteful Medicare spending.

When a hospice organization can share relevant data with doctors in a format they understand, you help them accept the prognoses of their patients, and initiate difficult end-of-life conversations with patients and their families. You become a valuable partner and likely recipient of their hospice referrals.

85%

The amount a Florida ACO reduced hospital admissions with the help of better data.

3

SHARE HEALTH INFORMATION FOR BETTER OUTCOMES.

Ideally, if your patient population data lives on a shared platform that the entire care team can access, you can create a connected care community for end-of-life care. In a connected care community, hospice, primary and palliative care providers, specialists, ACOs, patients, and families work together to provide the right care at the right time in the right care settings. It is the most effective way to honor patients' goals and reduce unnecessary utilization of acute care settings.

Not all seriously ill patients will want to enter hospice when they're told they have six months to live, but they still need physical, emotional, and spiritual support. Sharing data provides transparency and may allow you to develop a sustainable non-hospice palliative care program in partnership with providers. They can continue to manage their patients' care and you can expand your scope of practice. This collaboration also facilitates referrals and transitions, making the entire referral process simpler and faster.

4

BETTER MANAGE YOUR HOSPICE'S WORKFLOW.

When you have a real-time view of the number of patients who are seriously ill in your region, you're better prepared for their transition to hospice. Your hospice organization can anticipate staffing and equipment requirements and be ready to do intakes on new referrals within hours instead of days.

90 Days

A Florida connected care community boosted its average hospice length of stay to 90 days after using Acclivity data.

5

IMPROVE THE QUALITY OF YOUR CARE.

A technology platform that lets you view past events can be used to evaluate how those events were handled and how well you are meeting your care quality goals, including clarity of communications, the breadth of service and care, timeliness of transitions, the effectiveness of patient education, and level of patient satisfaction. You want to focus on key factors that are linked to the success of your business. Measuring past performance is key to improving the future impact you can have on the lives of your patients and the health of your organization.

