

MAKING THE CHANGE

TEN FREQUENTLY ASKED QUESTIONS FOR NURSING HOMES ABOUT TRANSITIONING TO VALUE-BASED CARE



If you have questions about value-based payments and what they mean for your skilled nursing facility, you're not alone. This resource shares 10 value-based performance questions frequently asked of Primaris by nursing homes. Read through the questions and answers below to learn more about value-based payments and Primaris' value-based services.



1. WHAT IS VALUE-BASED PERFORMANCE ANYWAY? Value-based performance is a new way of delivering payments to healthcare providers based on the value of the services they provide. Unlike traditional fee-for-service payment models that tie reimbursements to the quantity of services delivered, value-based performance models offer incentives for meeting a whole host of quality measures. For nursing homes, for example, this could mean delivering cost savings, meeting hospital readmission goals, making quality improvements over time, and so on. The goal behind value-based payments is better, more efficient care.



2. HOW WILL THE MOVE FROM FEE-FOR-SERVICE TO VALUE-BASED PAYMENTS IMPACT LONG-TERM CARE FACILITIES? For starters, long-term care providers will see a financial impact as they earn bonuses and face penalties. Of course, the full impact of the move to value-based performance – particularly for long-term care – is yet to be determined. That's because Medicare's Skilled Nursing Facility Value-Based Purchasing Program (SNFVBP) hasn't gone into effect yet. This program, which will be tailored specifically to long-term care facilities, will not take effect until 2019. But Medicare has already said that under this program payments will be reduced slightly and the savings will be delivered as rewards for provider organizations that meet performance requirements for things like hospital readmissions and incremental improvements.



3. HOW ARE NURSING HOMES PAID UNDER VALUE-BASED PAYMENT PROGRAMS? There are a number of value-based payment models. ACOs, bundled payments, and the Skilled Nursing Facility Value-Based Purchasing Program are a few examples. Most payment models will pay long-term care facilities a base amount and then assign bonuses or deductions.



4. WHAT ARE SOME OF THE TACTICS OTHERS HAVE USED TO SUCCESSFULLY TRANSITION TO VALUE-BASED PAYMENTS? Since value-based payments started gaining traction a handful of years ago these areas have emerged as important focal points for providers:

- Data management, reporting and analysis
- Care coordination
- EMR adoption
- Cultural innovation

For more detailed information on these value-based payment success factors dig into [Adapting To Change: A Value-Based Care Guide for Nursing Homes](#).

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5. WHAT TOOL OR TECHNOLOGY WILL HELP MY ORGANIZATION BE SUCCESSFUL UNDER VALUE-BASED MODELS?

One piece of technology that can make a huge difference for nursing homes is an EMR system. Electronic medical records make it easy to access resident data quickly. They are more efficient than paper records, and they help teams share information internally, monitor high-risk individuals, lookup health history info and more. Right now there is a big push to improve the interoperability of EMR systems and it won't be long before EMRs become the main link that connects nursing homes with every other external healthcare provider. Unfortunately, nursing homes have been slow to adopt EMR systems due to cost.



6. WHY IS CARE COORDINATION SUCH A BIG DEAL? The days of operating independently from the other provider organizations in your community are gone. Medicare has made it clear that it expects healthcare providers to share accountability for health outcomes, and it is now offering value-driven incentives for care coordination. (Look at the recently launched Comprehensive Care for Joint Replacement program.) With health outcomes part of what drives reimbursement, nursing homes need to collaborate with other providers – like acute care, primary care physicians, home health and even pharmacies – to find ways to achieve the best outcomes for the individuals under their care.



7. WHAT CULTURAL CHANGES ARE NEEDED WHEN PREPPING FOR A MOVE TO VALUE-BASED PAYMENTS?

Value-based performance represents a significant change in how healthcare providers are paid. That change requires new ways of thinking. Nursing home leaders need to be flexible, accepting of change, and open to finding fresh and innovative ways of doing things as they embrace new payment models. If managers can take on these attitudes themselves, they can then work to spread them throughout their organizations. Another important cultural change involves training staff to be proactive instead of reactive. This simple adjustment can reduce medical errors, prevent unnecessary hospitalizations, and improve care transfers.



8. WHERE CAN NURSING HOMES GO FOR HELP WITH VALUE-BASED IMPROVEMENTS? Truthfully, not all nursing homes are equipped to manage quality improvements and value-based performance efforts on their own. That's okay. A lot goes into running a nursing home. Immediate resident needs, staffing issues, and other daily duties can get in the way of larger improvement efforts. Nursing homes that don't have the bandwidth or experience to tackle quality improvement on their own can pair with an advisor or vendor that will help them analyze their performance, make strategic plans and execute them.



9. WHAT VALUE-BASED PERFORMANCE SERVICES DOES PRIMARIS OFFER? Data analytics, financial assessments, clinical workflow analysis, change management, quality improvement planning, goal and budget setting, strategy planning, implementation and execution – these are just a handful of the services we offer to help healthcare providers meet cost, quality and outcomes measures that are the basis of value-driven care models. Primaris has decades of experience in quality and data management, along with years of involvement helping healthcare organizations meet their value-based care goals.



10. WHERE CAN I FIND MORE INFORMATION ABOUT VALUE-BASED PERFORMANCE AND PRIMARIS?

You can browse the resources on our website or visit our blog to find more value-based performance info. Primaris also offers free 30-minute phone consultations. Contact us at online@primaris.org if you would like to schedule a consultation and discuss value-based performance.