


**Innovative PPS/P4P  
Strategies An  
Interactive Demo**

Arnie Cisneros, P.T. 

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**Medicare Home  
Health**



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**What are we?**

A self-funded Federal  
entitlement benefit program



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**“ROUNDING  
FOR  
INTERVENTIONS”**



Home Health Strategic Systems

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**CLINICAL  
SYNTHESIS**



Home Health Strategic Systems

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**CLINICAL SYNTHESIS**

- **SERVICE UTILIZATION REVIEW  
for CARE in the HOME  
(S.U.R.C.H.)**
- **OBQI CASE CONFERENCE**



Home Health Strategic Systems

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# NEW RULE REIMBURSEMENT



hksm  
Home Care & Hospice Solutions

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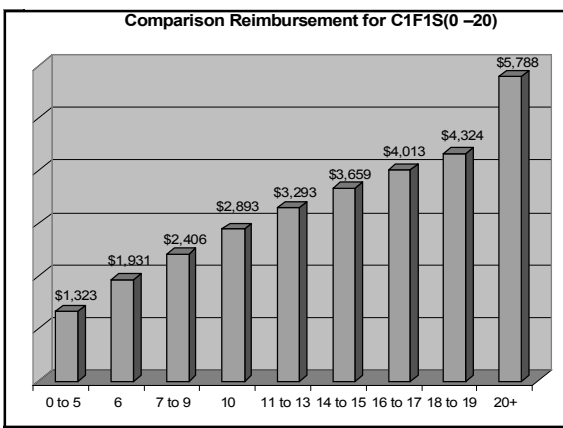
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## S.U.R.C.H.

- Employs best practices
- Like DRG management in hospitals
- Not a component of traditional QA dept.
- Watch-dog approach for clinical services
- Accurate billing on RAP



hksm  
Home Care & Hospice Solutions

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**OASIS ANALYSIS**

- MO 175
- MO 340 - 370
- MO 650 - 700
- MO 826



Home Health Systems, Inc.

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**OASIS ANALYSIS**

- MO 420
- MO 490
- MO 520 - 530



Home Health Systems, Inc.

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**FUNCTIONAL DOMAIN**

MO 650 DRESSING UPPER - OT  
MO 660 DRESSING LOWER - OT  
MO 670 BATHING - OT  
MO 680 TOILETING - OT/PT  
MO 690 TRANSFERS - OT/PT  
MO 700 AMBULATION - PT



Home Health Systems, Inc.

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**S.U.R.C.H.  
DEMO CASE #1**



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**Patient Profile SURCH #1**

- 74 y/o patient
- Hospital DC (MO 175)
- Diagnoses - COPD-Diff Walking
- Spouse in home (MO340)
- Level 2 assist (MO 370)



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**S.U.R.C.H.  
DEMO CASE #1**

MO 650 - U E DRESSING	0 ---- 1
MO 660 - L E DRESSING	1 ---- 2
MO 670 - BATHING	1 ---- 3
MO 680 - TOILETING	1 ---- 1
MO 690 - TRANSFERS	0 ---- 1
MO 700 - AMBULATION	0 ---- 2



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**S.U.R.C.H.**

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**DEMO CASE #1**

**SN 3x1, 2x3, 1x5**  
**PT 2x2, 1x1**  
**OT 1x1**

**6 Rehab Visits**



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**HHRG RESULT**

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**C2 F2 S2**



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**CLINICAL COMPARE**

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**PT 2x2, 1x1 vs. 3x3**  
**OT 1x1 vs. 2x2**  
**SN 3x1, 2x3, 1x5 vs. 3x1, 2x3**



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**6 vs. 13**



Home Health of Sonoran Arizona

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**HHRG RESULT**

**C2 F2 S5**



Home Health of Sonoran Arizona

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**FISCAL REALITIES – DEMO CASE #1**

Multiple functional changes

- PT 5 vs. 9 visits
- OT 1 vs. 4 visits
- SN 14 vs. 9 visits



Home Health of Sonoran Arizona

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**HHRG COMPARE**

**C2 F2 S2**  
vs.  
**C2 F2 S5**



Home Health in Strategic Alliances

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**S.U.R.C.H.**  
**DEMO CASE #2**



Home Health in Strategic Alliances

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**Patient Profile SURCH #2**

- 82 y/o patient
- Hospital DC (MO 175)
- Diagnoses – Femur FX/Fixation
- Spouse in home (MO340)
- Max assist (MO 370)



Home Health in Strategic Alliances

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<b>S.U.R.C.H.</b>	
<b>DEMO CASE #2</b>	
MO 650 - U E DRESSING	0 ---- 1
MO 660 - L E DRESSING	1 ---- 2
MO 670 - BATHING	1 ---- 3
MO 680 - TOILETING	1 ---- 3
MO 690 - TRANSFERS	0 ---- 2
MO 700 - AMBULATION	0 ---- 2



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<b>S.U.R.C.H.</b>	
<b>DEMO CASE #2</b>	
SN 1x9	
PT 1x1, 2x4	
OT 1x1, 2x2	
HHA 1x1, 2x4, 1x5	
14 Rehab visits	



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<b>HHRG RESULT</b>	
<b>C2 F3 S1</b>	
Equation 2	



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<b>CLINICAL COMPARE</b>			
PT 1x1, 2x4	vs.	1x1, 3x4	
OT 1x1, 2x2	vs.	1x1, 2x4	
SN 1x9	vs.	1x4	
HHA 1x1, 2x4, 1x5	vs.	1x1, 2x3	



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<b><u>14 vs. 22</u></b>



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<b>HHRG RESULT</b>
<b>C2 F3 S1</b>



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**FISCAL REALITIES – DEMO CASE #2**

Multiple functional changes

- PT 9 vs. 13 visits
- OT 5 vs. 9 visits
- SN 9 vs. 4 visits
- HHA 14 vs. 7 visits



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**HHRG COMPARE**

**C2 F3 S1**  
(equation 2)  
**VS.**  
**C2 F3 S1**



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**OBQI  
CASE  
CONFERENCE**



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MULTIDISCIPLINARY  
CONFERENCES  
DON'T WORK



Home Health in Strategic Risk Agency II

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CASE CONFERENCE  
FORMATS



Home Health in Strategic Risk Agency II

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MULTIDISCIPLINARY CASE CONFERENCE



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graph TD; TS[TEAM SUPERVISOR] --- RN; TS --- PT; TS --- OT; TS --- ST; TS --- MSW;
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ALL MEET AT ONCE



Home Health in Strategic Risk Agency II

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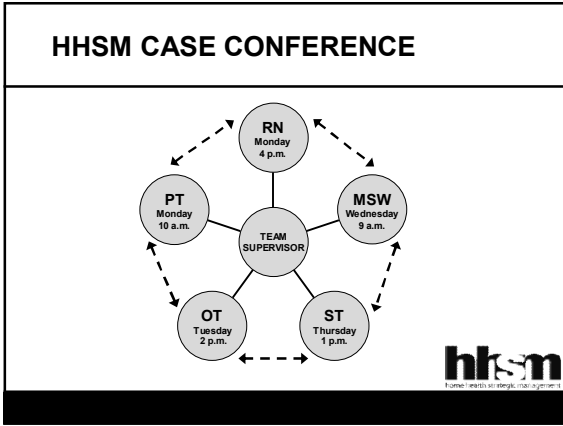
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## OBQI Indicators

**hksm**  
Home Health Services of Maricopa County

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Percentage of patients who get better  
at walking or moving

National Average 42%

**hksm**  
Home Health Services of Maricopa County

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**M0700 Locomotion**

- Box 0 – Walks independently
- Box 1 – Uses device (cane, walker, etc.)
- Box 2 – Walks only with assistance / supervision
- Box 3 – Chair fast but wheels independently
- Box 4 – Chair fast & unable to wheel self
- Box 5 – Bedfast
- UK - Unknown



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Percentage of patients who are short of  
breath less often

National Average 61%



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**M0490 Dyspnea**

- Box 0 – Never short of breath
- Box 1 – When walking >20ft.
- Box 2 – With moderate exertion
- Box 3 – With minimal exertion
- Box 4 – At rest



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**Protocol Interventions – MO 490**

- Written home respiratory programs
- Skilled progression every visit
- Home program compliance
- Caregiver training



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**S.U.R.C.H.  
DEMO CASE #3**



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**Patient Profile SURCH Interactive**

- 86 y/o patient
- No admission (MO 175)
- Diagnoses – Pneumonia/Hypoxia
- Spouse in home (MO340)
- Max assist (MO 370)



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<b>S.U.R.C.H.</b>	
<b>DEMO CASE</b>	
MO 650 - U E DRESSING	0 ---- 2
MO 660 - L E DRESSING	0 ---- 2
MO 670 - BATHING	0 ---- 2
MO 680 - TOILETING	0 ---- 2
MO 690 - TRANSFERS	0 ---- 2
MO 700 - AMBULATION	0 ---- 2
	

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<b>S.U.R.C.H.</b>
<b>DEMO CASE</b>
<b>SN 1x9</b>
<b>PT 2x7, 1x1</b>
<b>OT 2x2, 1x1</b>
<b>HHA 1x1, 2x9</b>
<b>20 Rehab visits</b>


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<b>HHRG RESULT</b>
<b>C2 F3 S1</b>


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<b>CLINICAL COMPARE</b>		
PT – 2x7, 1x1	vs.	3x5
OT – 2x2, 1x1	vs.	2x4
SN – 1x9	vs.	2x2, 1x1
HHA – 1x1, 2x9	vs.	2x4



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<b><u>20 vs. 23</u></b>
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<b>HHRG RESULT</b>
<b>C2 F3 S1</b>



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FISCAL REALITIES			
Multiple functional changes			
• PT	15	vs.	15 visits
• OT	5	vs.	8 visits
• SN	9	vs.	5 visits
• HHA	19	vs.	8 visits



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HHRG COMPARE
<b>C2 F3 S1</b>
vs.
<b>C2 F3 S1</b>



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CLINICAL COMPARE
2-4 week decline
vs.
9 week program



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**CLINICAL COMPARE**

Clinical focus  
vs.  
Standard programming



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**INSTALL  
S.U.R.C.H.**



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**SCHEDULE &  
BEGIN OBQI CCs**



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**CHANGE YOUR  
AGENCY TODAY!**



Home Health Strategic Management

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**Home Health Strategic Management**

**1-877-449-HHSM**

[www.homehealthstrategicmanagement.com](http://www.homehealthstrategicmanagement.com)



Home Health Strategic Management

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