



HOMECARE & HOSPICE
National Association for Home Care & Hospice
PDGM IN REAL TIME
DATA ANALYTICS
March 18, 2020
Christine Lang, Director, Simone Healthcare Consultants
M. Aaron Little, Managing Director, BKD, LLP
Chris Attaya, VP of Product Strategy, SHP
Wes Little, Chief Analytics Officer, WellSky
Ryan Plummer, Product Manager, Forcura
Rob Simone, Director, Simone Healthcare Consultants

1

Tips for Getting the Data You Need

- Understand what you have available to you today
- If you aren't sure, ask your EMR or analytics vendor!
 - Look for educational resources – manuals or training videos
 - Call and ask your service representative
- If you don't have what you need, before investing in something new (building or buying), be thoughtful:
 - How you are going to use the data
 - Exactly what information you need to inform decisions

2

2

Be Informed

- Understand exactly what data is included
 - What care periods? What does the date range represent?
 - Only completed care periods or active care periods?
 - Care periods with finalized data collection or those still waiting for codes?
 - Which payers are represented? Medicare PDGM only?
- Can you filter the report to meet your needs?

3

3

Use Caution When Analyzing

- Keep timing in mind – it's still early:
 - PDGM only applies to care periods that started during Q1 and reports may only include those that ended during Q1 (or a specific month)
 - Total volume/care period count could be impacted
 - 2nd period counts will be *very* low

4

4

Use Caution When Analyzing

- It is still early, part 2:
 - Learning curve, deliberate adjustments being made within your organization may change results as you move from Q1 to later in the year
- Early indicators shouldn't be ignored if they cause concern or are positive, but should be evaluated in the right light

5

5

Time of Transition

- Trending PPS to PDGM often doesn't make sense
- If a report doesn't look right
 - Listen to your gut
 - Examine the data
 - If you can't reconcile differences, contact your vendor and ask about it—they may explain the variability or there may be a problem with the report

6

6

PDGM KPIs

- Based on CMS Limited Data Set (LDS) for all home health agencies per 2020 final rule
- Incorporates 2018 OASIS & paid claims data
- Unless otherwise noted, all data before application of CMS behavior adjustments

KPI	PPS	PDGM
Average margin*	16.4% per episode*	16.4% per period*
Average case-mix weight*	1.0322 per episode*	1.0001 per period*
Average payment*	\$3,313 per episode*	\$1,927 per period*
Average cost*	\$2,769 per episode*	\$1,610 per period*
LUPAs	8.1% of episodes	7.4% of periods

Source: CMS LDS data for all agencies per 2020 final payment rule. All "*" represents non-LUPA data. All data before application of behavior adjustments.

KPI	PDGM*	
Average case-mix weight	Admission source	75% Community 25% Institutional
1.0001 per period	Admission timing	32% Early 68% Late
	Clinical grouping	22% MMTA – Cardiac 19% MS Rehab
	Functional impairment level	35% Low 32% High 33% Med.
	Comorbidity adjustment	56% None 8% High 36% Low

Source: CMS LDS data for all agencies per 2020 final payment rule. All "*" represents non-LUPA data. All data before application of behavior adjustments.

© 2020 National Association for Home Care & Hospice

KPI*	PDGM*	
Average payment	Case-mix weight	1.0001 per period
\$1,927 per period	Location of service	21% rural periods 79% urban periods
↓ 4.36% reduction for behavior adjustment	Average episode length	47 days 1.6 payment periods
\$1,843 per period	Average payment periods per patient	2.9 payment periods per patient
	Average payment per patient	\$5,883 per patient

Source: CMS LDS data for all agencies per 2020 final payment rule. All "*" represents non-LUPA data. All data before application of behavior adjustments.

© 2020 National Association for Home Care & Hospice

KPI*	PDGM*	
Average cost	Average visits, total	10.5 per period
\$1,610 per period	Average cost, total	\$153 per visit
	Average visit length	47 minutes per visit <i>(excludes travel time)</i>
	Average visits, nursing & therapy	4.8 nursing per period 4.8 therapy per period
	Average visits, social worker & aide	0.1 social worker 0.8 aide per period

Source: CMS LDS data for all agencies per 2020 final payment rule. All "*" represents non-LUPA data. All data before application of behavior adjustments.

© 2020 National Association for Home Care & Hospice

11

11

KPI	PDGM	
LUPAs	Period sequence	49% initial period 51% sub. period
7.4% of periods	Clinical groupings <i>(top two)</i>	19% MS Rehab 18% MMTA – Cardiac
	Primary diagnoses <i>(top two)</i>	3.3% Z47.1 2.8% Z46.6
Z47.1 Aftercare following joint replacement	Average visits	1.7 visits per period
Z46.6 Encounter for fitting and adjustment of urinary device	Average payment	\$283 per period

Source: CMS LDS data for all agencies per 2020 final payment rule. All "*" represents non-LUPA data. All data before application of behavior adjustments.

© 2020 National Association for Home Care & Hospice

12

12

Early Benchmarking Data

- Based on PDGM 30-Day Periods (including Pending)
- Compares SHP National Database with CY'20 Periods Starts to CMS '20 Final Rule stats which was based on CY 2018 Claims data (paid through July 31, 2019)
- Bias exists for higher Early and Institutional Period percentages
- Based on Later of either Final Claims or OASIS
- QE's are not included

PDGM Components – National

Clinical Group	SHP	CMS
MMTA - Other	3.0%	3.0%
Neuro / Stroke Rehabilitation	10.3%	10.2%
Wounds - Post-Op Wound Aftercare	13.2%	11.9%
Complex Nursing Interventions	3.4%	4.4%
Musculoskeletal Rehabilitation	20.6%	18.8%
Behavioral Health	3.0%	3.1%
MMTA - Surgical Aftercare	4.6%	3.4%
MMTA - Cardiac / Circulatory	16.9%	21.9%
MMTA - Endocrine	5.3%	7.1%
MMTA - GI / GU	5.1%	4.1%
MMTA - Infectious Disease	5.5%	3.8%
MMTA - Respiratory	9.0%	8.3%
Grand Total	100.0%	100.0%

Comorbidity	SHP	CMS
None	54.7%	56.4%
Low	34.9%	35.5%
High	10.4%	8.1%
Grand Total	100.0%	100.0%

Functional Impairment	SHP	CMS
Low	28.0%	35.1%
Med	32.3%	33.4%
High	39.6%	31.5%
Grand Total	100.0%	100.0%

Source & Timing	SHP	CMS
Community – Early	13.4%	13.3%
Institutional – Early	28.0%	18.5%
Community – Late	56.9%	61.4%
Institutional – Late	1.8%	6.8%
Total	100.0%	100.0%

Source: Strategic Healthcare Programs (SHP) National Database Period Start Dates in CY 20 – 2,394,921 Periods (as of March 9, 2020)

PDGM Components – CMS Regions

Clinical Group	Medicare Region									
	Region I - New England	Region II - Northeast	Region III - East	Region IV - South	Region V - Central	Region VI - Southwest	Region VII - Midwest	Region VIII - Mountain	Region IX - West	Region X - Northwest
MMTA - Other	3.1%	2.8%	3.0%	3.0%	3.1%	2.8%	3.2%	4.5%	3.1%	3.1%
Neuro / Stroke	8.6%	9.2%	9.9%	10.3%	10.1%	10.5%	10.5%	13.0%	10.9%	14.7%
Wounds	10.8%	15.0%	13.7%	13.9%	12.7%	11.4%	12.1%	11.1%	15.1%	14.1%
Complex Nursing	2.2%	4.2%	3.8%	2.8%	4.0%	2.2%	4.2%	4.1%	4.5%	6.0%
MS Rehabilitation	20.4%	20.8%	21.0%	19.2%	22.2%	18.3%	21.9%	23.7%	22.4%	23.6%
Behavioral Health	11.3%	2.3%	1.6%	2.6%	1.8%	2.5%	2.3%	3.5%	1.6%	2.4%
MMTA - Surgical Aftercare	5.2%	7.4%	5.9%	3.8%	5.2%	2.9%	4.5%	3.4%	4.0%	3.6%
MMTA - Cardiac / Circulatory	13.9%	15.1%	16.1%	18.9%	15.7%	22.6%	15.3%	11.8%	14.4%	12.0%
MMTA - Endocrine	5.1%	4.5%	3.9%	5.8%	4.6%	7.9%	5.3%	7.5%	4.3%	4.2%
MMTA - GI / GU	4.9%	5.1%	5.7%	5.0%	5.5%	4.7%	5.2%	4.7%	5.7%	4.3%
MMTA - Infectious Disease	5.8%	6.1%	6.2%	5.1%	5.8%	4.8%	5.4%	5.2%	5.9%	4.6%
MMTA - Respiratory	8.7%	7.7%	9.3%	9.6%	9.5%	9.2%	10.3%	7.4%	8.1%	7.3%
Grand Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Strategic Healthcare Programs (SHP) National Database Period Start Dates in CY 20 – 2,394,921 Periods (as of March 9, 2020)

PDGM Components – CMS Regions

PDGM Components	Medicare Region									
	Region I - New England	Region II - Northeast	Region III - East	Region IV - South	Region V - Central	Region VI - Southwest	Region VII - Midwest	Region VIII - Mountain	Region IX - West	Region X - Northwest
Comorbidity										
None	61.99%	59.2%	53.9%	53.2%	52.3%	52.7%	51.8%	59.8%	57.3%	49.6%
Low	30.22%	31.2%	35.4%	35.9%	36.5%	36.6%	37.1%	32.0%	33.0%	37.7%
High	7.80%	9.5%	10.7%	10.9%	11.2%	10.7%	11.1%	8.2%	9.8%	12.7%
Grand Total	100.00%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Functional										
Low	39.80%	24.4%	27.5%	23.4%	28.5%	25.8%	29.8%	41.6%	33.0%	27.5%
Med	28.35%	31.3%	31.9%	31.7%	35.6%	34.8%	31.9%	30.3%	32.8%	29.2%
High	31.86%	44.3%	40.7%	44.9%	35.9%	39.4%	38.2%	28.0%	34.2%	43.4%
Grand Total	100.00%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Source & Timing										
Community Early	10.9%	12.0%	12.2%	14.6%	13.4%	12.0%	12.7%	14.6%	15.3%	16.7%
Community Late	59.0%	49.7%	52.4%	59.2%	53.4%	67.1%	54.8%	58.9%	52.5%	56.9%
Institutional Early	28.3%	36.3%	33.3%	24.4%	31.4%	19.2%	30.6%	25.3%	30.8%	25.2%
Institutional Late	1.8%	1.9%	2.1%	1.8%	1.8%	1.7%	1.8%	1.2%	1.4%	1.2%
Grand Total	100.00%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Strategic Healthcare Programs (SHP) National Database Period Start Dates in CY 20 – 2,394,921 Periods (as of March 9, 2020)

Case Mix Weight – CMS Regions

Clinical Group	Medicare Region										Grand Total
	Region I - New England	Region II - Northeast	Region III - East	Region IV - South	Region V - Central	Region VI - Southwest	Region VII - Midwest	Region VIII - Mountain	Region IX - West	Region X - Northwest	
MMTA - Other	0.986	1.024	1.024	0.988	0.999	0.933	0.983	0.906	0.995	1.001	0.988
Neuro / Stroke	1.157	1.220	1.206	1.171	1.191	1.138	1.178	1.110	1.192	1.182	1.177
Wounds	1.180	1.223	1.203	1.194	1.195	1.179	1.203	1.148	1.185	1.199	1.194
Complex Nursing	0.835	0.837	0.830	0.843	0.836	0.832	0.836	0.795	0.842	0.836	0.836
MS Rehabilitation	1.147	1.203	1.166	1.140	1.159	1.099	1.158	1.118	1.141	1.120	1.147
Behavioral Health	0.604	0.781	0.922	0.837	0.827	0.801	0.728	0.747	0.904	0.899	0.760
MMTA - Surgical Aftercare	1.010	1.051	1.019	1.026	1.025	1.009	1.041	1.001	1.003	1.011	1.023
MMTA - Cardiac / Circulatory	0.961	1.063	1.021	0.964	0.995	0.884	0.988	0.912	0.991	1.013	0.971
MMTA - Endocrine	0.948	1.102	1.138	1.077	1.077	1.005	1.042	0.941	1.080	1.107	1.055
MMTA - GI / GU	0.971	1.017	0.991	0.974	0.975	0.922	0.987	0.922	0.971	0.982	0.973
MMTA - Infectious Disease	0.951	1.025	0.984	0.978	0.996	0.928	1.014	0.951	0.987	0.993	0.980
MMTA - Respiratory	1.002	1.077	1.033	0.995	1.016	0.926	1.012	0.972	1.022	1.020	1.003
Grand Total	1.003	1.111	1.088	1.058	1.074	1.003	1.068	1.014	1.073	1.078	1.058

Source: Strategic Healthcare Programs (SHP) National Database Period Start Dates in CY 20 – 2,394,921 Periods (as of March 9, 2020)

LUPA Rates

- Based on Claims Only data by Clinical Group (Biased to Claims Submitted)
- Nuance of First Period LUPA rates if continued to a 2nd Period

Clinical Group	All Periods		Jan '20 Only		1st Period Only (Jan '20)		Sequence 1 of 2 (Jan '20)	
	Claims	LUPA Rate	Claims	LUPA Rate	Claims	LUPA Rate	Claims	LUPA Rate
Behavioral Health	5,679	8.9%	4,506	7.0%	889	16.9%	1,564	3.4%
Complex Nursing	6,410	25.8%	5,423	25.8%	371	17.3%	616	9.7%
MMTA - Cardiac	43,360	9.2%	34,886	6.7%	8,127	17.7%	12,510	4.0%
MMTA - Endocrine	12,147	9.8%	10,019	6.9%	1,822	16.8%	3,195	4.6%
MMTA - GI / GU	12,085	11.1%	9,737	8.6%	3,080	15.2%	3,631	3.7%
MMTA - Infectious	12,978	12.3%	10,422	9.8%	3,206	14.0%	3,432	3.9%
MMTA - Other	7,398	10.4%	5,910	7.9%	1,798	15.1%	2,336	4.9%
MMTA - Respiratory	23,892	9.7%	19,276	6.9%	5,984	15.8%	7,992	3.2%
MMTA - Surg Aftcr	10,512	13.3%	8,175	9.6%	4,056	14.4%	3,063	5.2%
MS Rehab	56,839	10.7%	44,139	8.4%	22,130	12.9%	14,685	4.6%
Neuro Rehab	25,650	10.6%	20,470	8.1%	5,456	18.9%	8,304	4.6%
Wounds	30,821	10.3%	25,479	7.4%	4,576	22.0%	7,256	3.6%
Grand Total	247,771	10.8%	198,442	8.3%	61,495	15.6%	68,584	4.2%

Source: Strategic Healthcare Programs (SHP) National Database Period Start Dates in CY 20 – 2,394,921 Periods (as of March 9, 2020)

Open Online Discussion

Use Q/A Text

PDGM 2020 National Summits

- Boston area, MA (3/30)
- Seattle, WA (3/30)
- Kansas City, MO (3/31)
- Charlotte, NC (3/31)
- Riverside, CA (4/1)
- Houston, TX (4/7)
- Columbus, OH (4/7)
- Orlando, FL (4/7)
- Salt Lake City, UT (4/7)
- New Orleans, LA (4/8)
- Minneapolis, MN (4/8)
- Philadelphia area, PA (4/14)

PDGM 2020 NATIONAL SUMMITS
MARCH - APRIL 2020 | 12 STRATEGIC LOCATIONS ACROSS THE US

Learn more: pdgm.NAHC.org

PDGM In Real Time Webinar Series

Access past webinars on-demand by visiting: nahc.org/webinars

- February 12, 2020:** EMR Readiness
- February 19, 2020:** Coding in PDGM
- February 26, 2020:** Cash Flow & LUPAs
- March 4, 2020:** Therapy in PDGM
- March 11, 2020:** Clinical Management of Patient Episode
- March 18, 2020:** Data Analytics

21

21

Upcoming Events

Virtual Advocacy Day

March 24

Across the US

2020 Financial Management Conference & Expo

July 26-28

Las Vegas, NV

2020 Home Care and Hospice Conference and Expo

October 18-20

Tampa, FL

22

22

Contact Information

Christine Lang

Director, Simone Healthcare Consultants

clang@simione.com

Wes Little

Chief Analytics Officer, WellSky

wes.little@wellsky.com

M. Aaron Little

Managing Director, BKD, LLP

mlittle@bkd.com

Ryan Plummer

Product Manager, Forcura

rplummer@forcura.com

Chris Attaya

VP of Product Strategy, SHP

cattaya@shpdata.com

Rob Simone

Director, Simone Healthcare Consultants

robsimione@simione.com