CLIENT WEBINAR / WED, AUG 28 | 2 PM CT

SimpleCORE[™] Training

Unlock your SNF referral data

Utilizing your data to gain insights for referral success

simple.

Hospital Discharges to SNF	SNF Referrals to Hospitals	Hospital Pain Points
	Contractor	
		are fizirer are estimated bared on CORE's re
Hospital A Discharges to Skilled Nursing This table quantifies the number of acute referrals to Medicare claims file.	PACHITIES o SNF (by SNF) and associated financial/clinical outcomes. Th	ese figures are estimated based o

Name	Distance (Miles Away)®	Amt Paid to SNE®	# Discharges to SNE®	% Discharges to SNE [©]	# Distinct Patients	SNF ALOS	Re-Admit from SNE	Five-Star Rating	Action
Facility 1	0.1	\$439,666	36	14.5%	33	29.6	8.0%	**	View Details
Facility 2	29.3	\$645,388	35	14.1%	33	34.8	6.5%	****	View Details
Facility 3	6.5	\$242,964	16	6.5%	16	28.8	21.4%	**	View Details
Facility 4	3.8	\$225.606	14	5.7%	11	28.6	25.0%	**	View Details
Facility 5	5.8	\$151,041	14	5.7%	13	24.4	18.2%		View Details

YOUR SPEAKER

simple. Netsmart

a Netsmart solution



Sarah Scott

Senior Client Success Coordinator

Hospital A

Hospital Discharges to SNF	SNF Referrals to Hospitals	Hospital Pain Points

Hospital A Discharges to Skilled Nursing Facilities

This table quantifies the number of acute referrals to SNF (by SNF) and associated financial/clinical outcomes. These figures are estimated based on CORE's review of the Medicare claims file.

View: 2023 - Through Q3 - 🔀 🔾

Showing Top 30 Referring SNFs

Name	Distance (Miles Away)	Amt Paid to SNE [©]	# Discharges to SNE [®]	% Discharges to SNE [®]	# Distinct Patients	SNF ALOS	Re-Admit from SNE®	Five-Star Rating ⁽⁾	Action
Facility 1	0.1	\$439,666	36	14.5%	33	29.6	8.0%	**	View Details
Facility 2	29.3	\$645,388	35	14.1%	33	34.8	6.5%	****	View Details
Facility 3	6.5	\$242,964	16	6.5%	16	28.8	21.4%	**	View Details
Facility 4	3.8	\$225,606	14	5.7%	11	28.6	25.0%	**	View Details
Facility 5	5.8	\$151,041	14	5.7%	13	24.4	18.2%		View Details

POLL #1

Did you know SimpleCORE has Market Data?

- Yes
- No

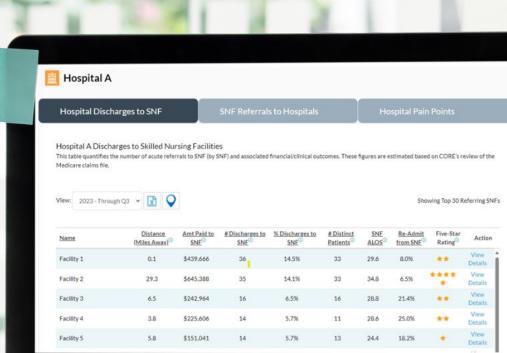
How confident do you feel utilizing the Market Data in SimpleCORE?

- Very
- Somewhat
- Not at all



TODAY'S AGENDA

- Explore the referrals tab for Hospitals, Physicians, Home Health and Hospice
- Locate and learn about the VPAX tab for current Part A information
- Locate and learn about the MAPAX tab for current Managed Care information



Netsmart

simple.

a Netsmart solution

Why Referral Data is Important

Build Referral Partnerships

Hospitals
MDs at Hospital
MDs at SNF

○ Hope for the best → Data Driven



SimpleCORE's Market Data

		CORE Healthcare								
محم الملل МАРАХ	Gene	neral Users Associated Facilities								
E laims Admin		General Information								
Referrals		<u>ID</u> 10454	<u>Name</u> CORE Healthcare	<u>Addres</u> 123 Ma						
PDPM enchmarking				Atlanta 30301	ı, Georgia					
PDPM Logic Tests		Corporate	Users							
PDPM Rate Simulator		13 Users								

- Referrals
- VPAX

 \circ Value Based Post-Acute eXchange

• MAPAX

Medicare Advantage Post-Acute eXchange

Claims Admin





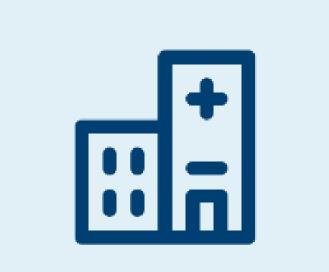
- Quantifies Medicare Part A discharges by provider
- Displays competitor outcomes
- Data is 6-9 months old from the CMS LDS file
- Provider types available:
 - $\circ\,\text{SNF}$
 - $\circ \textbf{Hospital}$
 - \circ Physician
 - \circ Home Health
 - \circ Hospice



Referrals

	Hospitals	GOO Physicians	Correction Home Health	Hospice Health
• 5 • 1 • 1 • (• (Hospital to SNF activity SNF to Hospital activity Hospital "Pain Points" by DRG Quantify market share Compare outcomes	 Physician to SNF activity Filter by: Physician Referral Hospital Distance Attending MD at SNF activity 	 SNF to Home Health activity Hospital to Home Health activity Home Health to Hospital activity Quantify market share 	 SNF to Hospice activity Hospital to Hospice activity Home Health to Hospice activity Quantify market share





Hospitals





Referrals

Referrals Home



Referral data for your selected facility is displayed below.



SimpleSNF



Benchmarking

PDPM Logic Tests

PDPM Rate Simulator Hospital Referrals to SNF

SNF Discharges to Hospitals

Hospital Referrals to SimpleSNF

This table quantifies the number of acute referrals to SNF (by hospital) and associated financial/clinical outcomes. These figures are estimated based on CORE's review of the Medicare claims file.

View:	Year	~	×	Q
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Showing 7 of 7 Top Referring Hospitals

	Name	Distance (Miles <u>Away)</u>	Amt Paid to <u>SNF</u>	# Discharges to <u>SNF</u>	<u>% Discharges to</u> <u>SNF</u>	<u>SNF</u> <u>ALOS</u>	Hosp Re- Admit	Overall Rating	Action
Hospital A		4.1	\$4,709,746	175	66.3%	33.4	18.9%	*	View Details
Hospital B		6.1	\$781,401	33	12.5%	36.9	13.0%	***	View Details
Hospital C		3.4	\$458,007	22	8.3%	27.7	27.8%	*	View Details



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MAPAX

Referrals

Referrals Home

Referral data for your selected hospital is displayed below.



ISI

Referrals

Benchmarking

PDPM Logic

Tests

PDPM Rate Simulator

📑 Hospital A

Hospital Discharges to SNF

SNF Referrals to Hospitals

Hospital Pain Points

Hospital A Discharges to Skilled Nursing Facilities

This table quantifies the number of acute referrals to SNF (by SNF) and associated financial/clinical outcomes. These figures are estimated based on CORE's review of the Medicare claims file.



Showing 30 of 30 Top Referring SNFs

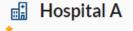
Name	Distance (Miles <u>Away)</u>	Amt Paid to <u>SNF</u>	<u># Discharges to</u> <u>SNF</u>	<u>% Discharges to</u> <u>SNF</u>	<u># Distinct</u> <u>Patients</u> ^①	SNF ALOS	Re-Admit from <u>SNF</u>	Five-Star Rating	Action
Facility 1	0.2	\$1,963,611	87	17.9%	66	33.9	27.3%	****	View Details
Facility 2	5.5	\$2,783,474	84	17.3%	74	40.5	34.2%	****	View Details
Facility 3	6.8	\$1,773,494	59	12.1%	49	41.4	26.7%	****	View Details
Facility 4	0.2	\$937,514	54	11.1%	42	28.7	21.6%	****	View Details
Facility 5	3.0	\$280,107	23	4.7%	20	21.0	38.0%	**	View Details
SimpleSNF	2.4	\$458,007	22	4.5%	20	27.7	17.7%	****	View Details
Facility 7	5.9	\$282,473	14	2.9%	12	30.3	20.0%	****	View Details

Back to Hospita

Referrals

Referrals Home

Referral data for your selected hospital is displayed below.



Hospital Discharges to SNF

SNF Referrals to Hospitals

Hospital Pain Points

⊞ ⊡

Back to Hosp

Hospital A Pain Points

This table displays hospital Medicare claims submitted by Diagnosis-Related Group (DRG) Category, along with associated financial and clinical outcomes. Expand 🚹 the rows to display individual DRGs within each category. These figures are estimated based on CORE's review of the Medicare claims file.

View:	Year	~ ×

Expand Rows

	DRG Category Description	Amt Received by Hosp	Total Medicare Claims	₽ ↓	Re- ⁽¹⁾ Admit	ALOS	GLO	D S	SNF Total ^① Medicare Claims	SNF Re- ^① Admit	SNF [®] ALOS
	Sepsis	\$5,672,387	325		19.1%	6.7	7	.2	91	16.5%	28.9
DRG	Description		Amt Received by <u>Hosp</u>		<u>Medicare</u> Claims	<u>Re-</u> Admit	<u>ALOS</u>	<u>GLOS</u>	<u>SNF Total Medicare</u> <u>Claims</u>	<u>SNF Re-</u> <u>Admit</u>	<u>SNF</u> <u>ALOS</u>
871	Septicemia Or Severe Sepsis W/O Mv MCC	96+ Hours W	\$4,482,354		263	18.6%	6.8	5.0	76	17.1%	28.1
870	Septicemia Or Severe Sepsis W Mv 96	+ Hours	\$794,372		16	31.3%	12.2	13.2	<11	N/A	N/A
872	Septicemia Or Severe Sepsis W/O Mv W/O MCC	96+ Hours	\$395,661		46	17.4%	3.9	3.5	15	13.3%	32.8
+	Mental, Behavioral & Neurodevelopmental	\$3,154,512	273		17.9%	9.7	4	.7	<11	N/A	N/A
•	Pneumonia	\$1,691,924	139		21.6%	5.3	3	.4	31	19.4%	22.1
8	Heart Failure (HF)	\$1,406,641	131		25.2%	4.8	3	.5	24	39.2%	29.9



Physicians





Referrals

Referrals Home



Referral data for your selected facility is displayed below.



SimpleSNF

ISI Referrals

Benchmarking

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PDPM Logic Tests

PDPM Rate Simulator MD Referrals to SNF

View:

MD Referrals by Location

Attending MD at SNF

Physician Referrals to SimpleSNF

x

Year 🗸

This table quantifies the number of Medicare Part A referrals to SNF (by Attending Physician on the hospital claim) and associated financial/clinical outcomes at the SNF. These figures are estimated based on CORE's review of the Medicare claims file.

- c	ollapse					
/	MD Name		MD NPI	Amt Paid to SNF \downarrow	SNF ALOS	Hosp Re-Admit
•	Dr. A		00000001	\$1,047,930	34.0	11.8%
Г	Hosp Name	Name Hosp Provider # Amt Paid to SNF 🗸		# Referrals to SNF	SNF ALOS	Hosp Re-Admit
	Hospital A	000001	\$1,047,930	38	34.0	11.8%
•	Dr. B		00000002	\$497,241	31.6	23.5%
Г	Hosp Name Hosp Provider #		Amt Paid to SNF \downarrow	# Referrals to SNF	SNF ALOS	Hosp Re-Admit
	Hospital B	000002	\$497,241	19	31.6	23.5%



Referrals

Referrals Home



Referral data for your selected physician is displayed below.

😥 Dr. A



Referrals

PDPM Benchmarking

PDPM Logic Tests

PDPM Rate Simulator NPI 000000001 Primary Taxonomy Pulmonary Disease Physician Primary Practice Address 1 HOSPITAL DR SUITE 1A SIMPLE, NY 00001 Phone Number (555) 555-5555 Back to Referrals

Physician Discharges to Skilled Nursing Facilities

This table quantifies the number of acute referrals to SNF (by Attending Physician on the hospital claim) and associated financial/clinical outcomes. These figures are estimated based on CORE's review of the Medicare claims file.



Expand All Rows

Name 🛧	Amt Paid to SNF	SNF ALOS	Hosp Re-Admit
Facility 1	N/A	N/A	N/A
Facility 2	\$72,221	24.3	N/A
Facility 3	\$133,947	37.5	N/A
Facility 4	N/A	N/A	N/A
Facility 5	\$137,178	7.1	37.5%
Facility 6	N/A	N/A	N/A
Facility 7	N/A	N/A	N/A
SimpleSNF	\$1,047,930	34.0	11.8%

	eferrals						
Pe	aferral data for y	our selected facility is	displayed below				
Re	erenaruataror y	our selected facility is	uispiayed below.				
	Simples	SNF					
*1	k##						
	MD Refe	rrals to SNF	MD Referrals by Location	n Attendin	g MD at SNF		
	Simple SNF	Attending Physiciar				review of the Medicare cla	aims file.
	Simple SNF	Attending Physician	ıs			review of the Medicare cla	aims file.
	Simple SNF This table disp ^{View:} Year	Attending Physician	ıs			review of the Medicare cla <u>SNF ALOS</u>	
	Simple SNF This table disp	Attending Physician plays the attending physici	ns ans at Complete Care At Green Acres and t	heir patient counts. These figu	rres are estimated based on CORE's		aims file. <u>Hosp Re-Admir</u> 15.0%

Referral data for your selected p	physician is displayed below.			Back to
😥 Dr. A				
NPI	Primary Taxonomy	Primary Practice Address	Phone	Number
000000010	Internal Medicine Physician	111 DOCTOR DR SIMPLE, NY 00001	(555)	555-5555
Skilled Nursing Faci	lities			
Skilled Nursing Faci This table lists the SNFs t Medicare claims file. View: Year V	lities hat Dr. A is listed as the attending physician on the SNF clain	n, and the associated SNF financial/clinical out	comes. These figures are estimated	based on CORE's review of the
This table lists the SNFs t Medicare claims file.		n, and the associated SNF financial/clinical out <u>Amt Paid to SNF</u>	comes. These figures are estimated	I based on CORE's review of the <u>Hosp Re-Admit</u>
This table lists the SNFs t Medicare claims file. View: Year V	hat Dr. A is listed as the attending physician on the SNF clain			
This table lists the SNFs t Medicare claims file. View: Year V	hat Dr. A is listed as the attending physician on the SNF clain <u>Total Patients Treated</u>	Amt Paid to SNF	SNF ALOS	Hosp Re-Admit

PDF

PD Sir



Home Health





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MAPAX

Referrals

Referral data for your selected facility is displayed below.



। 🕙 Referrals

PDPM Benchmarking

PDPM Logic Tests

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PDPM Rate Simulator

SimpleSNF

SNF Referrals to Home Health	Hospital Referrals to Home Health	Home Health Referrals to Hospitals	
SimpleSNF Referrals to Home Health This table quantifies the number of discharges from Sim Medicare claims file.	pleSNF to home health providers without an intervening acute i	inpatient admission. These figures are estimated based on CORE's revie	ew of the
View: Year 🗸		Showing 6 of 6 To	op Referring HHAs

Name	# Discharges to Home Health	% Discharges to Home Health	Re-Admit from Home Health
Home Health Care 1	51	51.5%	9.8%
Home Care and Hospice	39	39.4%	15.4%
At Home Care	N/A	N/A	N/A







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MAPAX

Referrals

Referrals Home

Referral data for your selected facility is displayed below.



Referrals

Benchmarking

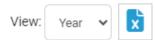
PDPM Logic Tests

PDPM Rate Simulator

SNF Referrals to Hospice	Hospital Referrals to Hospice	Home Health Referrals to Hospice	

SimpleSNF Referrals to Hospice

This table quantifies the number of discharges from SimpleSNF to hospice providers without an intervening acute inpatient admission. These figures are estimated based on CORE's review of the Medicare claims file.



Showing 16 of 16 Top Referring Hospices

Name	# Discharges to Hospice	% Discharges to Hospice	Hospice ALOS ⁽¹⁾	<u>1-60 Day Discharges</u> ⁽⁾	61+ Day Discharges ⁽¹⁾
Hospice Care 1	20	43.5%	18.4	13	3
Home Care and Hospice	20	43.5%	18.4	13	3
Healthcare and Hospice	<11	N/A	2.0	<11	<11



- Medicare dashboard
- Financial & clinical outcomes
- Current data to the month billed
- Leverage data with:
 - $\circ \text{Hospitals}$
 - **o Bundled Payment**
 - \circ ACOs
 - \circ "At Risk" payers



Baby Boomer Nursing & Rehab View Facility Details مر MAPAX 56 Admissions **07/01/2023 - 07/01/2024**

Nation

State

CBSA

County



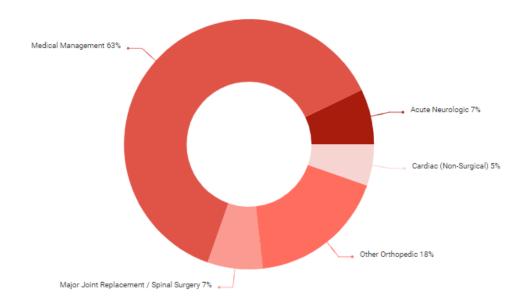
Facility



画 🖄

\$742

Category O	Admissions	Revenue Per Admission	30-Day Re-Hosp Rate	Avg Length of Stay	Community Discharge Rate	Non-Therapy Ancillary Costs	Total Therapy Costs	Details
Acute Neurologic	4	\$18,241	66.7%	27.3	25%	\$0	\$0	View
Medical Management	35	\$14,395	31.6%	21	60%	\$245	\$1,067	View
Major Joint Replacement / Spinal Surgery	4	\$19,966	0.0%	26.8	25%	\$168	\$707	View
Other Orthopedic	10	\$16,905	28.6%	26.3	40%	\$12	\$136	View
Cardiac (Non-Surgical)	3	\$15,494	0.0%	25.7	100%	\$0	\$0	View







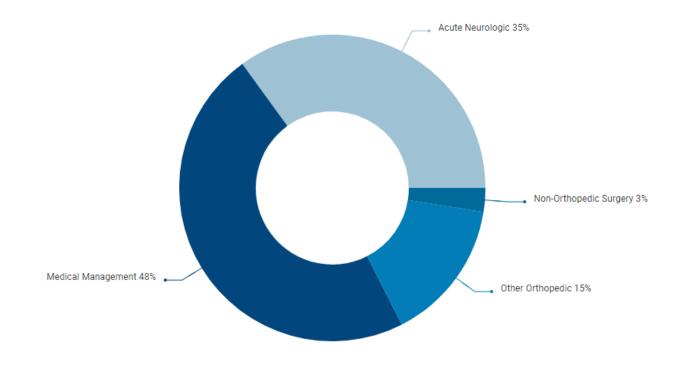
- Medicare Advantage dashboard
- Financial & clinical outcomes
- Current data to the month billed
- Calculates MA revenue on a SNF/insurer basis
- Leverage data with:
 - \circ Existing MA plans
 - \circ New MA plans
 - \circ Case Management team





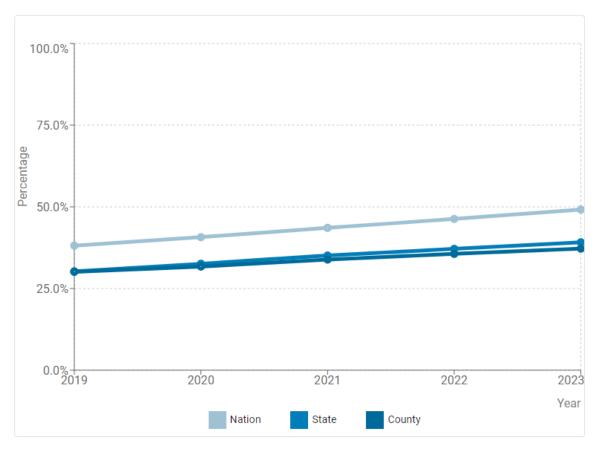
Netsmart A Netsmart solution

Category 🕕	Admissions	Revenue Per Admission	PPD Rate	30-Day Re-Hosp Rate	Avg Length of Stay	Community Discharge Rate	Non-Therapy Ancillary Costs	Total Therapy Costs	Details
Acute Neurologic	14	\$5,411	\$387	0.0%	14	71.4%	\$280	\$671	View
Medical Management	19	\$5,369	\$523	15.8%	10.3	68.4%	\$586	\$256	View
Other Orthopedic	б	\$4,676	\$364	33.3%	12.8	50%	\$202	\$183	View
Non-Orthopedic Surgery	1	\$6,699	\$209	0.0%	32	0.0%	\$644	\$619	View





Medicare Advantage Penetration



\approx 100.0% 75.0% Percentage 50.0% 25.0%-0.0% 2020 2021 2022 2023 Year AETNA LIFE INSURANCE COMPANY CARE IMPROVEMENT PLUS SOUTH CENTRAL INSURANCE CO. SIERRA HEALTH AND LIFE INSURANCE COMPANY, INC. OTHER HEALTHIER NEW JERSEY INSURANCE COMPANY



Medicare Advantage Enrollment By Plan (Last Year)



- Utilize to leverage current metric filters
- Input current data for:
 - Hospitals
 ACOs
 BPCI
- Manual process to enable these filters in the VPAX and MAPAX tab • This information is not available on the claim files to be auto-generated



مم ماليال MAPAX	
Claims Admin	
I 🧐 Referrals	
PDPM Benchmarking	
PDPM Logic Tests	
PDPM Rate Simulator	

Claims Administration

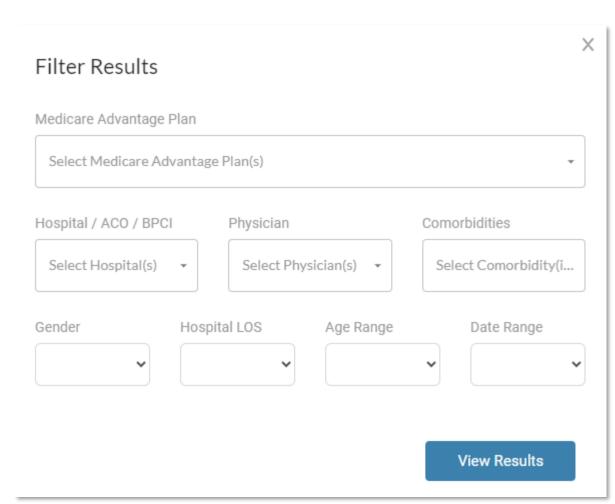
🝸 📲 Manage Hospital / ACO / BPCI

Name	<u>Admit</u> Date	Payer Name	<u>Average Length of</u> <u>Stay</u>	<u>Revenue Per</u> <u>Admission</u>	<u>NTA</u> <u>Costs</u>	<u>Therapy</u> <u>Costs</u>	Discharge Destination	Clinical Condition	<u>Comorbidity</u>	Hospital / ACO / BP	<u>'CI</u>
ABBOTT, SHE	ILA 06/01/2024	AETNA	13	\$3,992	\$0	\$0	Home	Acute Neurologic		Hospital TEST	
ACEVEDO, KIMBERLY	03/11/2023	HIGHMARK HEALTH OPTIONS	13	\$-1	\$49	\$1,112	Home	Major Joint Replacement / Spinal Surgery		Select	
ACEVEDO, KIMBERLY	05/11/2023	HIGHMARK HEALTH OPTIONS	13	\$-1	\$49	\$1,112	Home	Major Joint Replacement / Spinal Surgery		Select	
ACEVEDO, KIMBERLY	04/11/2023	HIGHMARK HEALTH OPTIONS	13	\$-1	\$49	\$1,112	Home	Major Joint Replacement / Spinal Surgery		Select	
ADAMS, TYRO	ONE 03/12/2024	WELLCARE MCR	10	\$7,846	\$585	\$1,485	Other	Acute Neurologic		Select	
ALKSNITIS, GEORGEEE	10/04/2023	MEDICARE	4	\$3,885	\$118	\$1,358	Hospital	Other Orthopedic		Select	
ALVARADO ORVILLE	05/01/2024	UHC DSNP	9	\$5,757	\$749	\$17	Home	Medical Management		Select	
ARTHUR, SU	J 02/04/2024	MEDICARE	21	\$12,443	\$0	\$0	Home	Other Orthopedic	Orthopedic	Select	
AYANLEYE, EB	UN 03/09/2023	HUMANA MEDICARE ADVANTAGE	17	\$-1	\$65	\$1,648	Home	Major Joint Replacement / Spinal Surgery		Select	



Filters T

Hospital / ACO / BF	PCI	Physician	
Select Hospital(s)		Select Physician(s) 🗸
Comorbidities Select Comorbidi	ty(ies) 🔹		
Gender V	Hospital LOS	Age Range	Date Range
			View Results





Referrals Impact Reimbursement

- It's no surprise: Referrals affect reimbursement
 - More Part A = more \$
 - Marketing towards specific DRGs and Clinical Categories
- Small PDPM improvement = large reimbursement impact when combined with referral management
 - Benchmark performance at each PDPM level
 - Track IPA completion percentages & Depression capture
- Payor Mix
 - Med A
 - Managed Care



UPCOMING CLIENT WEBINAR

SimpleCORE™ Training **PDPM Level Up** How to maximize your PDPM

potential & triple check accuracy

THU, SEP 19 | 1 PM CT





Q&A SESSION

Thanks for attending!

Recording will be available in the Notifications section of SimpleCORE

Click here! ———————————————————————————————————		
Sarah Scott		Viewing: CORE Healthcare
	CORE Healthcare	
General Users Associated Facilities		
	General Information	

