

Santrax® Performance Advisors is Sandata's proprietary consulting service focused on driving clinical, financial and operational improvement for your home healthcare agency. Our industry experts use a powerful combination of data analytics and best practices to empower your organization to increase efficiency, reduce costs and improve performance.

In the effort to balance quality care with financial viability, while reducing regulatory risk, it is critical to streamline operations and maximize return on investment.

- Implement evidence-based process measures to reduce care variation and improve clinical outcomes
- Manage Medicare PPS payment reductions requiring increased operational efficiency
- Understand and manage regulatory risk in regard to ZPIC, MAC and RAC audit reviews

Santrax® Performance Advisors focus on episode management projects and specific initiatives including:

- **LUPA Reduction:** Managing care practices to improve clinical outcomes and minimize Low Utilization Payment Adjustments (LUPA)
- **Therapy Utilization:** Managing therapy utilization through appropriate care practices, sufficiently documented to achieve goals and improve outcomes
- **Discipline Utilization:** Improving resource utilization and reducing care variation through use of best practices
- **Outlier Management:** Reducing the risk of audit and avoiding non-payment as a result of exceeding the outlier CMS cap



- ✓ **Is your LUPA rate higher than your local market average?**
- ✓ **Are more than 30% of your therapy episodes adjusted from the original plan of care?**
- ✓ **Is your adjusted outlier reimbursement approaching the 10% CMS cap?**
- ✓ **Are you utilizing disciplines effectively in an evidence-based approach to care?**

SANTRAX® PERFORMANCE ADVISORS

- ✓ Do you need actionable data to support decision making?
- ✓ Are you ready to challenge your corporate culture and change it?
- ✓ Can you identify your regulatory risk in regard to ZPIC, MAC and RAC?
- ✓ Are your clinical and financial outcomes where you want them?

SANTRAX® PERFORMANCE ADVISORS PARTNERS WITH YOU TO:

- Define clinical and financial performance with objective measures
- Use data in decision making to plan and track care
- Support evidence-based practices and reduce care variance
- Promote and sustain positive outcomes across the organization

REPORT CARD

Name: Home Health Agency **Goal:** Increase clinical efficacy
 Increase net gain

Classes: LUPA Reduction **Instructors:** Performance Advisors
 Therapy Utilization The ANALYZER
 Discipline Utilization

CLASSES	Baseline	1 st QTR Grade	2 nd QTR Grade	1 st Half Outcomes
LUPA Reduction*	14.79%	11% avg. \$1M net gain	9% avg. \$2M+/- net gain	% 10 average \$3M +/- net gain
Therapy Utilization	\$3000.00 per PPR episode	3% increase \$270K gross revenue PPS increase	5% increase \$973K gross revenue PPS increase	4% increase on average \$1.2M gross revenue PPS increase
Discipline Utilization	18.5 visits per episode	17.5 visits Recognizing \$487K in cost savings	16.5 visits Recognizing \$974K in cost savings from Q1	\$1.46M in cost savings with 2 less visits per episode

Next Steps

For more information call toll free **1-800-544-7263**, email infosales@sandata.com or go to www.sandata.com.



NEW YORK • Headquarters
 26 Harbor Park Drive
 Port Washington, NY 11050
 T. 800.544.7263
 F. 516.484.6084

VIRGINIA
 11846 Rock Landing Drive, Suite C
 Newport News, VA 23606
 T. 888.637.1101
 F. 757.223.1457

FLORIDA
 405 North Reo Street, Suite 100
 Tampa, FL 33609
 T. 800.850.0018
 F. 813.282.8907