

The World of Post Acute Care (PAC)

Key Challenges and Opportunities



Human Resources

Regulatory Requirement
Changes

Beginning the transition to a
new payment system

Human Resources

- ▶ **Anticipate increase in patients requiring services; 10,000 people turning 65 daily**
- ▶ **Potential for qualified staff shortage; Nurses, STNAs Therapists**
- ▶ **Lack of prepared and trained leadership**

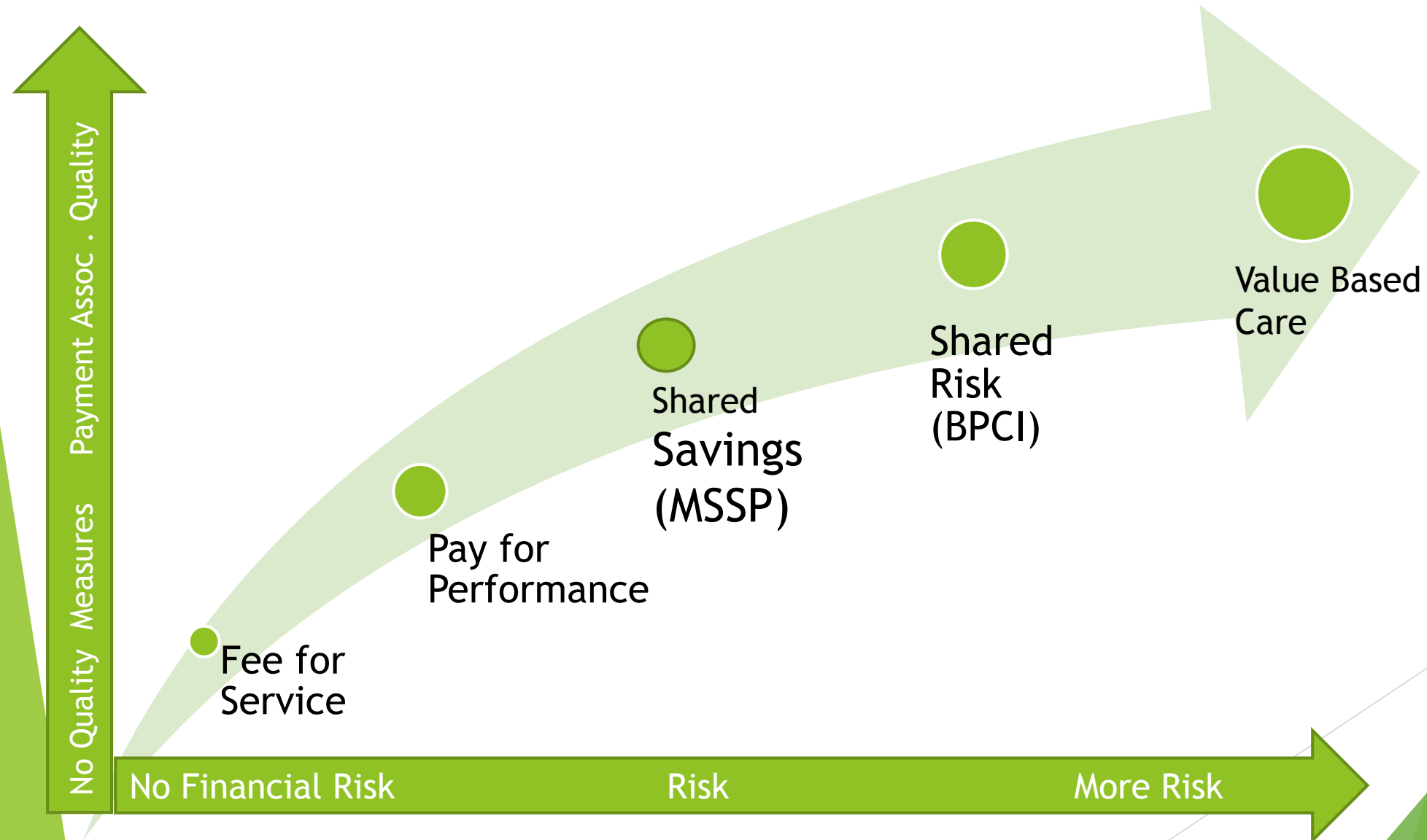
Regulatory Requirement Changes

- ▶ National Fire Protection Assoc. (NFPA) 2003 updating to NFPA 2012
- ▶ CMS Regulations final rule - first major rewrite since 1991 (257 pages)
- ▶ Survey results drive 5 STAR Quality Rating Consumer Tool
- ▶ 30 Day Rule

Reimbursement Transition

- ▶ State of Ohio moving out of insurance business (Medicaid) by moving patients to private insurance carriers (My Care Ohio)
- ▶ Transitioning from Fee for Service to Value Based Purchasing
- ▶ Presenting a huge learning curve for PAC
- ▶ Direction not clearly defined, many performance payment strategies in various stages of evolution

Value Based Purchasing



How is Post Acute Care reacting to meet the challenges?

- ▶ There is a bit of paralysis created by the unknown or by a sense of being overwhelmed in some organizations
- ▶ Larger providers are stepping into the arena preparing themselves to provide all levels of post acute care through ownership or partnerships
- ▶ Care delivery models are changing to lower cost and lower LOS
- ▶ Providers are working closer with the hospitals through data sharing and identifying clinical pathways congruent to those utilized in the hospitals.
- ▶ PAC providing quality measures when requested and frequently even when not
- ▶ PACs initiating conversations with local hospitals to discuss smoother transitions, patient navigation and patient satisfaction.

What will determine the winners?

- ▶ Those providers with the internal ability and strength to engage in a value-driven manner that demonstrates the willingness to modify their business model in the quest to provide quality outcomes at a more economical cost will remain in the arena.

*Even when you're on the
right track,
you'll get run over if
you just sit there.*

Will Rogers



THANK YOU

The background features abstract, overlapping geometric shapes in various shades of green, ranging from light lime to dark forest green. These shapes are primarily located on the right side of the frame, creating a modern, layered effect against the white background.