

## **Zimmet Healthcare Enhances its Skilled Nursing Facility (SNF) Strategy & Data-Analytics Platform**

ZHSG's "SNF Position Analysis" is a comprehensive distillation of the most recently available broad-spectrum Fee-For-Service Medicare claims data; offering post-acute focused, condition-specific quality and cost outcomes across the healthcare continuum.

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The Medicare UB-04 contains a detailed array of patient-specific demographic, clinical, cost and utilization data. The claim is superior to any other document, including the Minimum Data Set, from which to manage SNF reimbursement risk as advanced payment models and Medicare Advantage begin to dominate the short-term care market.

When aggregated across the continuum of care, claim data offers critical insight into provider efficiency and quality – precisely the information that health systems, conveners and insurance companies use to measure post-acute network performance.

SNFs that properly analyze, interpret and present their data have a distinct marketing advantage, as they are able to identify strategic program development opportunities and manage risk associated with emerging payment models.

ZHSG proudly introduces the industry's leading standardized comparative model that benchmarks SNF performance against local, state and national providers. Our analysis also includes Hospital metrics, which are presented in a manner that highlights post-acute referral patterns and the quality / efficiency of their provider networks. These tools are imperative for success in the battle for short-term SNF admissions.

ZHSG's "SNF Position Analysis" comparatively quantifies post-acute care quality and efficiency within specific markets, offering the following granular-level detail:

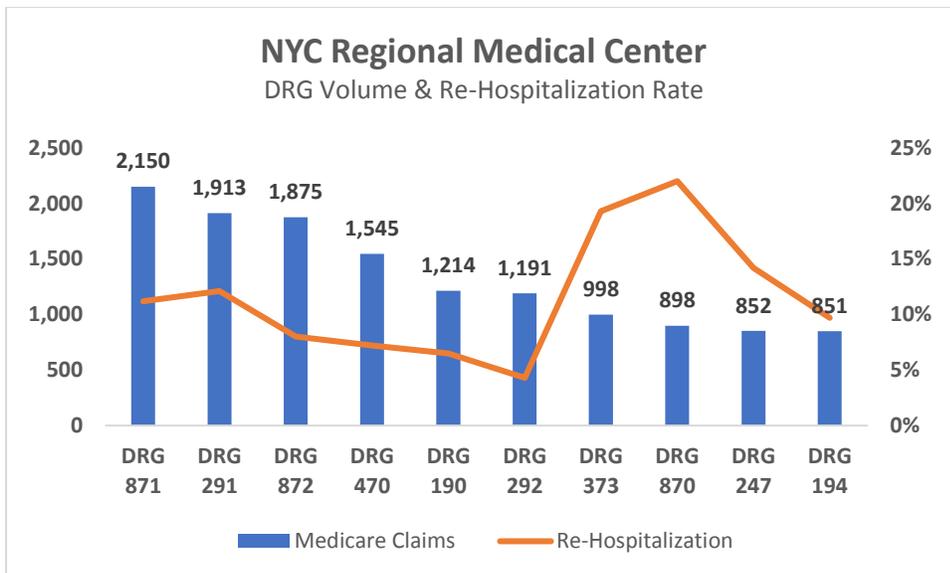
- Hospital – SNF Referral-Array Distribution
- SNF Peer Group Episodic and Quality Performance Benchmarking
- Health System "Pain Point" Condition Spotlight Analysis

Below is just a sample of available outputs for key measures of market activity and performance:

## Regional Competition on a Per Hospital Basis and Compare Outcomes Performance

NEW YORK CITY REGIONAL MEDICAL CENTER							
SNF	Referrals (#)	Referrals (%)	ALOS	Avg. Rate	Cost per Admit	5 Star	Re-Hosp (%)
Uptown Rehab Center	697	28.3%	31.7	\$695	\$22,032	**	23.8%
Midtown Rehab Center	223	9.1%	27.9	\$663	\$18,498	*****	18.2%
Downtown Rehab Center	189	7.7%	33.4	\$681	\$22,745	****	22.7%
Up to 10 regional SNF competitors on a per hospital basis							

## Hospital Pain Points for Marketing Precision and Clinical Program Development



## Condition-Level Episodic Cost Performance for Assistance with Risk-Based Reimbursement and Medicare Advantage Contracting

CLINICAL EPISODES	MIDTOWN REHAB EPISODES	MIDTOWN REHAB EPISODIC COST	UPTOWN REHAB EPISODES	UPTOWN REHAB EPISODIC COST
Major joint replacement lower extremity	102	\$11,682	137	\$13,979
Hip and femur procedures except major joint	95	\$19,436	92	\$19,212
Sepsis	88	\$21,933	123	\$24,541
Stroke	72	\$24,956	79	\$23,727
Urinary tract infection	69	\$21,850	77	\$24,909
Acute myocardial infarction	55	\$22,281	81	\$25,968
Fractures femur and hip/pelvis	47	\$21,466	65	\$20,960
Congestive heart failure	45	\$20,546	72	\$25,190

SNFs require powerful and reliable data analytics to succeed in today's highly competitive post-acute care market. Zimmet Healthcare's "SNF Position Analysis" platform is specifically targeted to assist providers in the era of healthcare reform.

### **About Zimmet Healthcare Services Group, LLC**

Zimmet Healthcare Services Group, LLC is a full-service consulting firm committed to developing innovative solutions to the challenges of operating in the post-acute care industry. The firm is comprised of 50+ full-time professionals and supports over 2,000 providers nationwide on matters relating to compliance, reimbursement, data analytics, operations, cost reporting and strategic planning.

ZHSG's "Advanced Healthcare Initiatives" program empowers SNFs with technological solutions required to succeed in an era of healthcare reform and risk-based payment.

The firm is headquartered in Morganville, New Jersey and maintains a satellite office in New Orleans, LA.

### **Contact**

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