



# **PDGM 2020 VIRTUAL SUMMITS**

## **Key Insights | Best Practices | Lessons Learned**

**April 28th or April 29th 8:30 a.m.—4:30 p.m.**

**April 28 - Central time zone (8:30 a.m.—4:30 p.m.)**

**April 28 - Eastern time zone (9:30 a.m.—5:30 p.m. CST)**

**April 29 - Mountain time zone (7:30 a.m.—3:30 p.m. CST)**

**April 29 - Pacific time zone (6:30 a.m.—2:30 p.m. CST)**

The Patient-Driven Groupings Model (PDGM) represents the most significant changes in the Medicare home health program in the 21st Century. It radically changes the Medicare payment methodology, including the unit of payment, the case mix adjuster, Low Utilization Payment Adjustment standards, and payment for Non-Routine Medical Supplies.

Comparable in format to the intensely valuable 2019 summit, the 2020 PDGM Virtual Summits will be your key to thriving under PDGM. The major difference is that we are now in PDGM and will have the experiences and data to fully discern the ingredients to success. Attendees will be provided with the tools and knowledge to:

- Gain a better understanding of what it takes to be a winner in PDGM;
- Identify key steps that are proving successful in managing services under PDGM;
- Recognize the actions that create unnecessary risks for your HHA; and
- Determine the early clinical and financial benchmarks that distinguish the successful HHA from others.

Attending this summit will fully prepare you to undertake any needed course corrections in your PDGM management, along with reinforcing the actions that you have already taken to ensure a positive outcome throughout 2020 and beyond.

**Make Plans to Attend Today!**

# PDGM 2020 Virtual Summits – Program Descriptions

## **8:30 am—9:00 am OVERVIEW**

### **9:00 am—10:15 am OPERATIONS**

PDGM has required HHAs to examine overall operations structure and day-to-day management. Changes were needed throughout HHAs to meet the demands of PDGM. HHAs must quickly determine what is working and what is falling short of their expectations. Any needed modifications in operations must be put in place sooner rather than later to thrive under PDGM. Operational areas most affected by PDGM include referral and sales management, intake, revenue cycle, operational reporting, and order and supply management. Change management must be handled throughout your organization. This session focuses on the operational practices that have demonstrated early success and long-term potential for fully positive outcomes

#### **Objectives:**

- Outline the operational changes that are showing reliable signs of early success and those that are not working as hoped;
- Define key areas of operations that are showing the greatest need for additional changes and how to initiate that change; and
- Identify new skill sets needed in HHA management triggered by lessons learned in PDGM Q1.

### **10:30 am—12:00 pm CLINICAL**

PDGM has triggered a re-examination of clinical practices within HHAs nationwide. Documentation, diagnosis coding, care planning and care coordination are at the top of the list of best practice clinical strategies that have been employed. Are your changes resulting in the best outcomes? This session focuses on the lessons learned in Q1 in blending clinical practice and financial management to achieve the best patient and business outcomes in the new world created by PDGM.

#### **Objectives:**

- Describe how interdisciplinary care planning achieves cost effective and appropriate skill mix, including therapy utilization under the PDGM;
- Evaluate the impact of how changing case mix affects resource and skill set needs in your organization;
- Identify the best practice clinical strategies for managing LUPA thresholds and 30-day unit as defined by PDGM;
- Recognize essential steps to success in documentation acquisition and management to support an accurate primary diagnosis and timely claim submission; and
- Define the Clinical Manager role in the Clinical Team's success under PDGM, including the significance of effective case conferencing and case management.

### **12:30 pm—1:45 pm FINANCIAL**

Thriving (or even surviving) under the PDGM payment reform requires a clear understanding of how PDGM is affecting the financial outcomes of a home health agency. This session explores the fundamental steps necessary for home health agencies to assess whether the initiatives taken to prepare for PDGM are in place and working, the options for mid-course corrections in PDGM financial management, trends in the impact of PDGM, cash flow remedies, and planning for 2021.

#### **Objectives:**

- Measure the early trends in PDGM financial impact on your organization including cash flow management under the new RAP model;
- Recognize how to determine whether your revenue cycle management fits your agency under PDGM and what steps are needed to bring it to top performance; and
- Identify clinical and operational practices that lead to the most favorable financial outcome under PDGM.

### **2:00 pm—3:15 pm BUSINESS ANALYTICS**

Increasingly, HHAs are recognizing the value of robust reliable business analytics in managing the change to PDGM. Real time data availability and early analysis of the key performance indicators in PDGM are important ingredients to early success in PDGM. This program is a deep dive into the early key data analytics that can help define whether your organization is on track for PDGM success or whether corrective action is needed. Through the assistance of IT and EMR partners across the country, this program will offer an intensely valuable first look at PDGM action and outcomes within the overall HHA community. That impact analysis and useful benchmark data can help guide your agency to success in CY 2020 and beyond.

#### **Objectives:**

- Achieve meaningful insights on clinical categories, utilization and other characteristics using claims data for PDGM Q1;
- Provide data drill downs on LUPA, lengths of stay and other operational metrics under PDGM Q1; and
- Obtain the insights needed to connect the data analytics tools to operational, clinical, and financial actions needed to ensure maximum value and PDGM success.

### **3:15 pm—4:30 pm OPEN FORUM**

# PDGM 2020 Virtual Summits

## Morning Sessions:

8:30-9:00 a.m. –Overview

9:00-10:15 a.m. –Summit

10:30-12:00 p.m. –Summit

12:00 p.m. - 12:30 p.m. –Lunch Break

## Afternoon Sessions:

12:30-1:45 p.m. –Summit

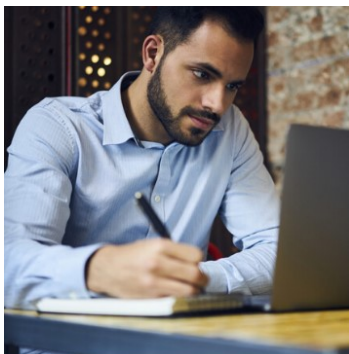
2:00-3:15 p.m. –Summit

3:15-4:30 p.m. –Open Forum

## SPEAKERS:

We are pleased to announce the faculty for each of the PDGM 2020 Virtual Summits. (Subject to change)

<u>Eastern</u>	<u>Central</u>
<p><u>Clinical:</u> Sue Payne, Corridor &amp; Karen Vance, BKD, LLP</p> <p><u>Data Analytics:</u> Chris Attaya, Strategic Healthcare Programs &amp; Sharon Harder, C3 Advisors</p> <p><u>Finance:</u> Melinda Gaboury, Healthcare Provider Solutions &amp; Mark Sharp, BKD, LLP</p> <p><u>Operations:</u> Melinda Gaboury, Healthcare Provider Solutions &amp; William Simione, III, Simione Healthcare Consultants</p>	<p><u>Clinical:</u> Carissa McKenna, McBee &amp; Kim Skehan, Simione Healthcare Consultants</p> <p><u>Data Analytics:</u> Christine Lang, Simione Healthcare Consultants &amp; Tammy Ross, Axxess</p> <p><u>Finance:</u> Mike Dordick, McBee &amp; William Simione, III, Simione Healthcare Consultants</p> <p><u>Operations:</u> Marcyllle Combs, FMS &amp; Mike Dordick, McBee</p>
<u>Mountain</u>	<u>Pacific</u>
<p><u>Clinical:</u> Charles Breznicky, BlackTree &amp; Cindy Campbell, WellSky</p> <p><u>Data Analytics:</u> Chris Attaya, Strategic Healthcare Programs &amp; M. Aaron Little, BKD, LLP</p> <p><u>Finance:</u> Keith Borocho, McBee &amp; M. Aaron Little, BKD, LLP</p> <p><u>Operations:</u> Cindy Campbell, WellSky &amp; Laura Page-Greifinger, Quality In Real Time (QIRT)</p>	<p><u>Clinical:</u> Gina Mazza, WellSky &amp; Kim Skehan, Simione Healthcare Consultants</p> <p><u>Data Analytics:</u> Raymond Belles, BKD, LLP &amp; Nick Seabrook, BlackTree</p> <p><u>Finance:</u> Nick Seabrook, BlackTree &amp; Mike Simione, Simione Healthcare Consultants</p> <p><u>Operations:</u> Raymond Belles, BKD, LLP &amp; Todd Montigney, BlackTree</p>



**PDGM 2020  
VIRTUAL SUMMITS**

**APRIL 28 & 29**

## ADMINISTRATIVE DETAILS:

You have the option to listen to the live stream conference only or you can listen to the live stream and receive a recording for an additional cost. Please note the live stream is for 1 LINE ONLY.

Log-in information will be sent closer to the conference dates. NOTE: Log-in is unique to the registrant & cannot be shared.

### **Continuing Education:**

Continuing Education Credits will be issued by NAHC.

If you wish to receive CEUs for this conference YOU MUST register separately. CEUs will only be provided to the individual who registered for the live stream option. Any individual listening to the live session in the same room with the registrant, or any individual who listens to the recording afterwards will NOT be eligible to receive CEUs.

# PDGM 2020 VIRTUAL SUMMITS

8:30 a.m. - 4:30 p.m.

## Registration Form

Company Name \_\_\_\_\_ Phone: \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Are You a Member of NAHC?  YES  NO Are You a Member of your State Homecare Assn.?  YES  NO

If yes, please list Homecare Association name: \_\_\_\_\_

### Registration Fees:

Check

Credit Card

### Live Stream Only:

\_\_\_\_ MAHC or NAHC Member Rate: \$225/person

\_\_\_\_ Non-Member Rate: \$375/person

### Live Stream plus Recording:

\_\_\_\_ MAHC or NAHC Member Rate: \$300/person

\_\_\_\_ Non-Member Rate: \$475/person

Name as it appears on card: \_\_\_\_\_

CC#: \_\_\_\_\_  Visa  MC  Discover  Am. Express

Billing Address: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ CVC(3 digit code on back): \_\_\_\_\_

Signature: \_\_\_\_\_

**\*Please note if your State Homecare Association chose not to be a marketing partner of the PDGM National Summit you will be contacted and responsible for the non-member pricing. Please call your State Homecare Association to confirm.**

**Session #1:** April 28th—Central Time Zone (starting at 8:30 am CST)

**Session #2:** April 28th—Eastern Time Zone (starting at 9:30 am CST)

**Session #3:** April 29th—Mountain Time Zone (starting at 7:30 am CST)

**Session #4:** April 29th—Pacific Time Zone (starting at 6:30 am CST)

### Participant Information

Name	Email	Session #	Fee

### Conference Cancellation Policy:

Cancellations received by April 24, 2020 are eligible for a 90% refund. Cancellations received on or after April 24, 2020 are eligible for a 50% refund. No refunds granted for cancellations received after April 24, 2020. We will bill for unfulfilled reservations at the full rate.

**For Questions please contact Abby Havens at the MAHC office  
(573) 634-7772 or [abby@mahcmail.org](mailto:abby@mahcmail.org)**

**TOTAL FEES ENCLOSED \$ \_\_\_\_\_**

PDGM 2020 Virtual Summits

### Mail Registration & Payment to:

Missouri Alliance for HOME CARE  
2420 Hyde Park, Suite A  
Jefferson City, MO 65109

(573)-634-4374-Fax

(573)634-7772-Phone

[abby@mahcmail.org](mailto:abby@mahcmail.org)

