



## Objectives

1. State the impact that the Patient Protection and Affordable Care Act (ACA) has on hospice
2. Identify strategies that position hospice as a partner in the continuum of care
3. Internal and External Strategies to increase awareness and utilization of hospice

## Affordable Care Act Impact

- Hospice Industry
- State of American Healthcare
- Demographics

## ACA Impact

Slowing Growth of ACOs

## Expiration of ACO Contracts

- Initial contract periods
- Estimated savings vs. cost to run ACO

## ACA Impact : Data

CMS data collection used to refine payment model

- Location of care data
- Documentation of all relevant diagnoses
- Hospice Item Set – July 1, 2014
- Pepper Report elements

### ACA Impact : Reimbursement

- The Affordable Care Act (ACA) further altered the Medicare hospice rate formula through the “productivity adjustment factor,” that will reduce annual hospice payments by an additional 11.8% over next 10 years.
- Increased data collection
- CMS given authority to revise hospice payments system no earlier than F.Y. 2014

### ACA Impact

U-Shaped Curve

### ACA Impact : Structure

- State Medicaid Advantage initiatives
- U-Shaped curve
- Bundled payment for Medicare Advantage?

### Abuse of the Hospice Medicare Benefit

### Impact of ACA - Challenges

- Bundled payments
- Risk based contracting
- Understanding your cost and being the low cost/high quality provider

### Impact of ACA

- Alignment of care to home setting
- Transitions
- Pre-Acute continuum of care

### Taking Back the Night



### Impact of ACA: “Your” Hospice

- Determine your values
- Determine your quality metrics
  - How will you share these?
    - Internal
    - External
- Know your costs
- Be “reduction ready”
- Be audit ready

### Scrutiny

- CR 8358
- HIS
- CMS Satisfaction survey ( No FEHC)
- Dual Diagnosis
- Pepper

### Strategies for Partnership in the Continuum of Care

- Triple Aim
  - Improving the patient experience of care (including quality and satisfaction)
  - Improving the health of populations
  - Reducing the per capita cost of health care
- Innovation
  - Palliative Care
  - AIM
- Quality of Data

### Strategies for Partnership in the Continuum of Care

- Quality of data
- Technology sophistication
- Executive dialogue

### Strategies for Partnership in the Continuum of Care

- HMO
- Assessing value added community programming
- Positioning as a community-based provider
  - Preferred Partnerships: Formal and Informal
  - Liaisons
  - Education
  - Joint programming

### Internal and External Strategies to Increase Hospice Utilization

- Strategic, not tactical response
- Transparency
- Partnerships
- Strategies by location of care
- Contracting for care management
- Hospice Inside the Bundled Payment for Medicare Advantage plans

### Internal and External Strategies to Increase Utilization of Hospice

- 5 Key Internal strategies
- 5 Key External strategies

### Open Dialogue



### Resources/References

- CMS [www.cms.hhs.gov](http://www.cms.hhs.gov)
  - Medicare Conditions of Participation: 2008
- MedPAC web site: [www.medpac.gov](http://www.medpac.gov)
- [www.nhpcd.org](http://www.nhpcd.org)
  - NHPCD 2010. A Closer look at the Health Care Reform
  - Regulatory Compliance Center
  - ADRs/Appeals Tip sheet
- Office of Inspector General website: [www.oig.hhs.gov](http://www.oig.hhs.gov)
- Institute of Medicine web site: [www.iom.edu](http://www.iom.edu)
- Hospice Analytics web site: [www.HospiceAnalytics.com](http://www.HospiceAnalytics.com)
- ACA takes shape, but not without questions, [Modern Healthcare](http://ModernHealthcare.com), December 24/31, 2012

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