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# Sharp Extended Care

## A New Concept in Skilled Nursing

December 3, 2013

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San Diego's Health Care Leader



# Continuing Care Networks (CCN)

## Sharp's CCN Composition...

### Medicare Advantage

Sharp Extended Care (SNFs)

Sharp Home Care (HH)

Sharp Transitions (Palliative Care)

Sharp Hospice Care

### Pioneer ACO

Sharp Extended Care (SNFs)

Sharp Home Care (HH)

Sharp Transitions (Palliative Care)

Sharp Hospice Care

Sharp Acute Rehabs (IRF)

LTAC's

# Sharp Extended Care

A New Concept in Skilled Nursing...

Our Story...

Innovative Care Model On-site  
Preferred Network Facilities  
Tracking SNF Outcomes



# Aim and Primary Drivers

## A New Concept in Skilled Nursing...



Patient Experience



Provider Experience



Hospital Readmissions

SNF Length of Stay, Cost

Direct SNF Admits, ER or PCP

# Skilled Nursing Internal Audit

Calendar 2011	SNF Admits PTMPY	SNF Days PTMPY	SNF ALOS	% of SNF LOS 85+ Days
Sharp HealthCare ACO	88	2,608	29.68	4.4%
Sharp Medicare Advantage	79	1,439	18.30	0.8%
	-12%	-81%	-62%	-477%

*SNF bed days per thousand for the 5% sample of San Diego County Medicare fee-for-service beneficiaries were 1,842 for 2011*

# Network Evaluation Process

- Site Survey Team
- Site Survey Tool
  - OWNERS & MANAGEMENT
  - GEOGRAPHIC & SERVICE AREA
  - PHYSICAL PLANT & ENVIRONMENTAL
  - CLINICAL OPERATIONS & STAFF
  - CLINICAL SERVICES
  - VALUE ADDED SERVICES
  - HISTORIC PERFORMANCE
- Network Selection Committee
- Network Contracting

# Aligning Network Incentives

- Strategic Organization Alignment
- Consolidated Volume Commitment
- Quality Incentive Program ( QIP )
  - ACCEPTANCE RATES
  - ACCEPTANCE TURN-AROUND-TIMES
  - READMISSION RATES
  - APPEAL RATES
  - ( LENGTH OF STAY )
- Performance Dashboard
- Joint Operations Committee
  - REQUIRED FOR QIP PAYOUT

# Pioneer ACO Adoption

## ACCOMPLISHMENTS

- SNF Site Survey Tool
- SNF Network Selection Process
- SNF Preferred Network (CCN)
- SNF Program Brochures, & Scripting
- SNF 'Bed Availability' Agreements
- HOSPITAL REFERRAL PROCESS TO SNF
- Innovative Care Model
- Validated Program Outcomes
- CMS SNF 3-Day Rule Waiver



# Sharp Extended Care

This new concept in skilled nursing offers a true healing environment with physicians and case managers dedicated to providing extraordinary medical care to patients and their families.

This is health care the way it should be.

A New Concept in Skilled Nursing...

# Contact Information

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