



Vibra Healthcare



WE RUN THIS COMPANY FROM THE BEDSIDE UP:

Corporate Responsibility in the Healthcare Setting

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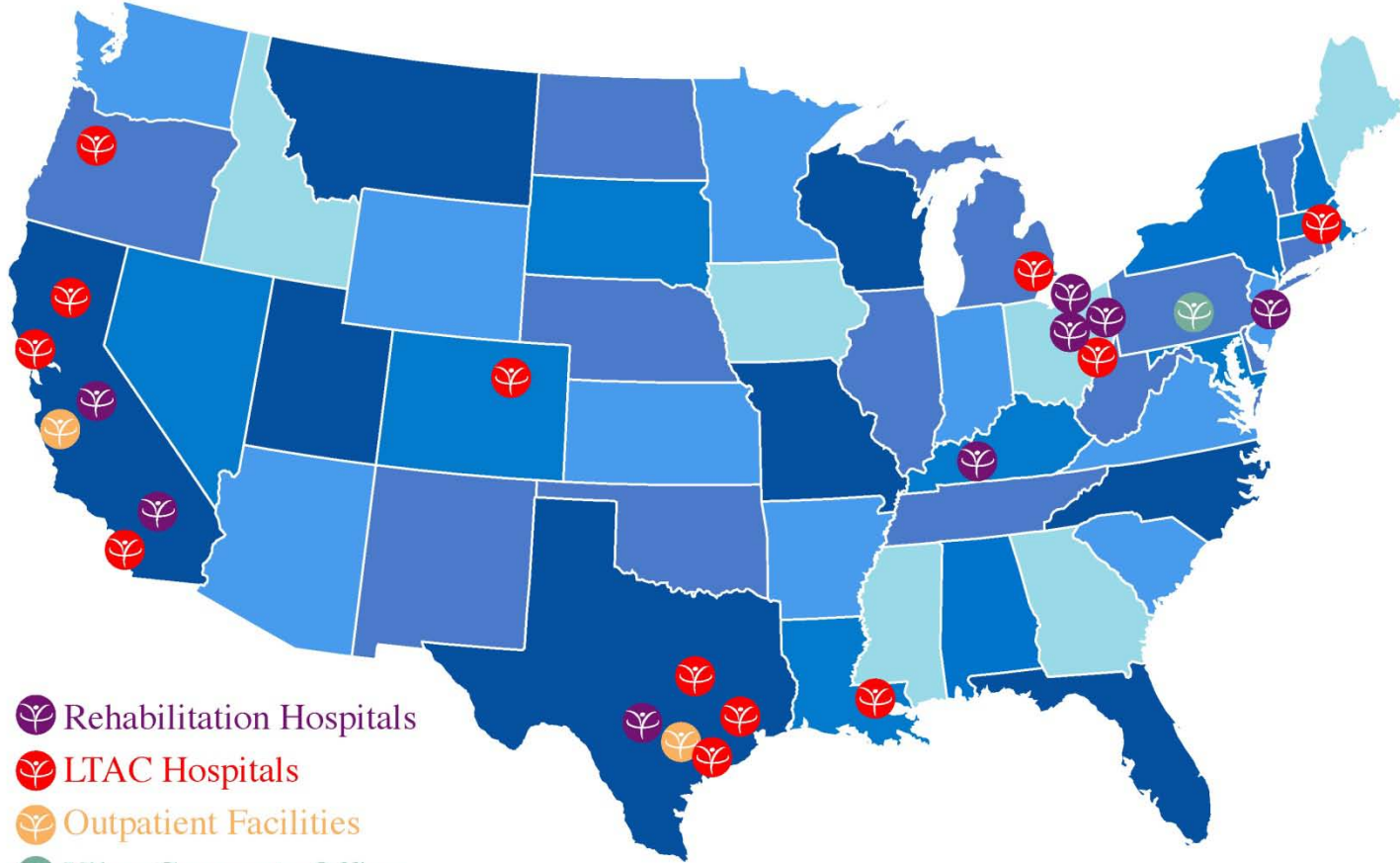
Vibra Healthcare: Background



- Private Rapidly Growing Company
- Began in 2004
- Based out of Mechanicsburg, Pennsylvania
- Owned and operated by experienced professionals in post-acute care services



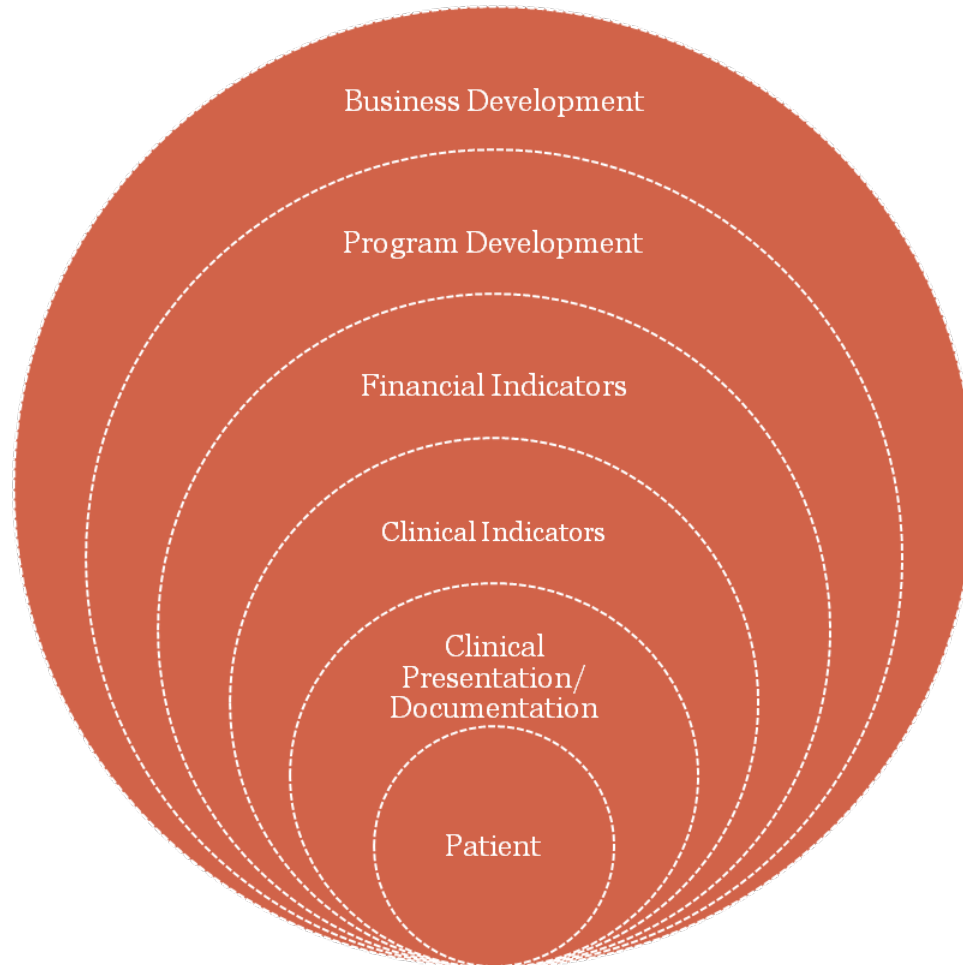
Vibra Locations/ Level of Care



-  Rehabilitation Hospitals
-  LTAC Hospitals
-  Outpatient Facilities
-  Vibra Corporate Office



Vibra's Success Begins With the Patient





Patient Centered Care: Case Management



- Medical Case Management Model
 - Clinical Background with CRRN or CCM
 - Responsible for data entry and continued identification of medical and functional opportunities
 - Identify resources and coordinate team to discharge patient efficiently while maximizing patient outcomes



Patient Centered Care: Documentation



- Recent Implementation of Electronic Medical Record (HMS)
 - Strategic build of documentation system
 - Logical flow with pertinent information
 - 24/7 FIM documentation to obtain scores across all disciplines
 - Supporting documentation for FIM scores
 - Medical complications/interventions
 - Medical Necessity/Justification of Stay
 - Key Reports for populating IRF-PAI



Patient Centered Care: Documentation

- HMS Strategic Build
 - Clinician Involvement
 - Questions built to drive FIM scores from supporting documentation
 - Blind testing to capture more appropriate FIM scores
- Admission FIM onto Dashboard Report
- Advantageous CMI
- Documentation Drives Decision-Making



Information Driven Decisions: IRF-PAI



- eRehabdata
 - Individualized Patient Metrics
 - Documentation/coding
 - FIM Scoring
 - LOS
 - Reimbursement
 - Summary of In-house Patients
 - Current LOS vs. ELOS
 - CMG
 - Payment Weight
 - Multi-Metrics Report



Metrics Page: Mr. Sample



CMG Tiers

Tier	Facility	Region	Nation
0	66.67% (4)	66.67% (30)	70.81% (376)
3	33.33% (2)	26.67% (12)	24.29% (129)
2	0.00% (0)	0.00% (0)	1.88% (10)
1	0.00% (0)	6.67% (3)	3.01% (16)



Mr. Sample: Co-morbidities



Comorbidities

ICD	Description	Tier			Excluded from RIC?
		1	2	3	
787.20	DYSPHAGIA NOS		X		Yes
272.4	HYPERLIPIDEMIA NEC/NOS				
784.3	APHASIA				
781.94	FACIAL WEAKNESS				
781.2	ABNORMALITY OF GAIT				
427.31	ATRIAL FIBRILLATION				
784.51	Dysarthria				
278.01	MORBID OBESITY			X	No
486.	PNEUMONIA, ORGANISM NOS			X	No



Metrics Page: Documentation/Coding

Diagnosis Distribution by Admit IGC

(Accepted/Filed assessments discharged on or after Jan. 01 2005)

This IGC (01.1) has been matched with the following Etiologic Diagnoses:

Note: occurrences less than 0.5% are excluded

Top Comorbidities by RIC [*\(what's this?\)*](#)

(Accepted/Filed assessments discharged in the last 180 days)

This patient belongs to **RIC 1 : Stroke**



Metrics Page: FIM Scoring



Current Assessment FIM Scores

	Patient				Facility			Nation		
	Admit	Disch	Goal	Gain A-D	Admit	Disch	Gain A-D	Admit	Disch	Gain A-D
Motor	22		0 *		27.5	46.5	+19.0	28.3	47.9	+19.5
Cognitive	16		0 *		19.5	27.5	+8.0	19.2	23.9	+4.8
Total	38		0 *		47.0	74.0	+27.0	47.5	71.8	+24.3

Case Mix Group

0109 : **Stroke M > 22.35** and
M < 26.15 and A < 84.5



FIM Scoring: Documentation Review



- Review documentation on all shifts for all staff days 1-3
- Identify transfers on evening shift are lower than therapy scores entered on PAI
- Validate lower FIM scores



FIM Scoring: Identified Opportunity



Current Assessment FIM Scores

	Patient				Facility			Nation		
	Admit	Disch	Goal	Gain A-D	Admit	Disch	Gain A-D	Admit	Disch	Gain A-D
Motor	20		0 *		21.3	51.3	+30.0	19.2	36.2	+16.9
Cognitive	16		0 *		12.0	17.7	+5.7	15.2	20.5	+5.3
Total	36		0 *		33.3	69.0	+35.7	34.5	56.7	+22.2



Case Mix Group

0110 : Stroke M<22.35 and A<84.5

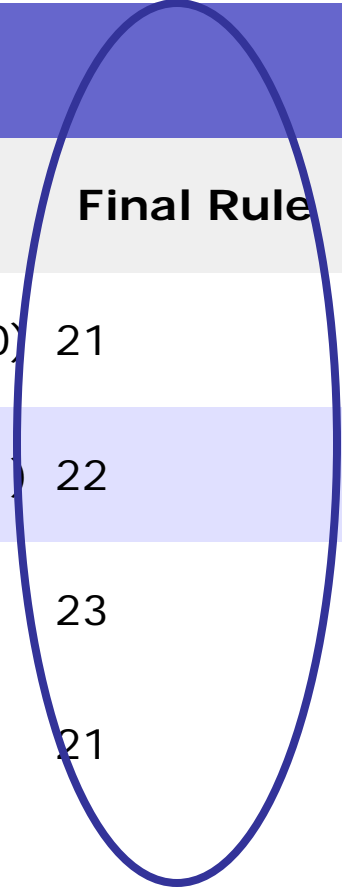


Metrics Page: Length of Stay



Length Of Stay (days)

Tier	Patient	Facility	Region	Nation	Final Rule
0		19.8 (+/- 4.9)	20.2 (+/- 6.2)	19.8 (+/- 9.0)	21
3	4*	17.5 (+/- 3.5)	19.4 (+/- 6.1)	18.4 (+/- 9.1)	22
2				19.7	23
1			19.7	20.6	21



* This is a running LOS

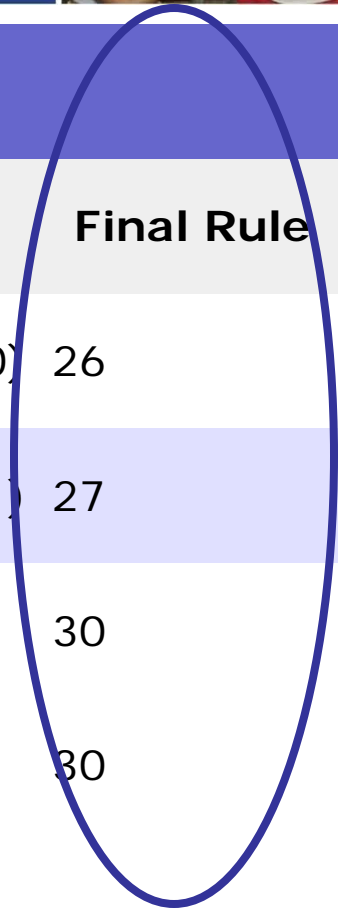


Metrics Page: Length of Stay



Length Of Stay (days)

Tier	Patient	Facility	Region	Nation	Final Rule
0		19.8 (+/- 4.9)	20.2 (+/- 6.2)	19.8 (+/- 9.0)	26
3	4*	20.8 (+/- 3.5)	21.5 (+/- 6.1)	21.9 (+/- 9.1)	27
2				19.7	30
1			19.7	20.6	30



* This is a running LOS



Metrics Page: Reimbursement



Medicare Pricer

Facility Adjuster	Tier	Federal Rate	Fac. Adj. Payment	Transfer per Diem*	Payment Weight
1.1142 (APRIL 2010)	0	\$22,962.86	\$25,583.78	\$1,218.28	1.6851
	3	\$24,294.22	\$27,067.09	\$1,230.32	1.7828
	2	\$26,490.89	\$29,514.49	\$1,283.24	1.9440
	1	\$28,278.75	\$31,506.41	\$1,500.31	2.0752



Metrics Page: Reimbursement



Medicare Pricer

Facility Adjuster	Tier	Federal Rate	Fac. Adj. Payment	Transfer per Diem*	Payment Weight
1.1142 (APRIL 2010)	0	\$28,930.12	\$32,323.12	\$1,239.70	2.1230
	3	\$30,608.97	\$34,102.59	\$1,263.06	2.2426
	2	\$33,375.25	\$37,184.61	\$1,239.49	2.4492
	1	\$35,627.79	\$39,624.24	\$1,323.14	2.6145



Case Management: Team Conference

- Multi-Metrics Report
 - In-house Patient Summary
 - Interdisciplinary Weekly Note
 - Physician Team Conference Note
- eRehabdata
- HMS



Case Management: Patient Summary



Imp.Grp	Admit Date	LOS	Status	CMG	Age	Adjusted Payment	Warnings	Final Rule ALOS
14.1 : Brain & SCI	08-13-2010	10	Locked (Complete)	1803 B	46	\$42,633.36	FIM, IGC	40
03.2 : Parkinsonism	08-10-2010	13	Locked (Complete)	0603 A	90	\$15,923.68	FIM	15
08.62 : Bilat. Knee Repl	08-15-2010	8	Locked (Complete)	0806 D	52	\$19,201.96		16
08.4 : Major Mult Fx	08-13-2010	10	Locked (Complete)	1702 A	69	\$13,675.22	FIM, AppB	13
01.1 : Stroke: L body	08-13-2010	10	Locked (Complete)	0104 A	88	\$13,510.74		13



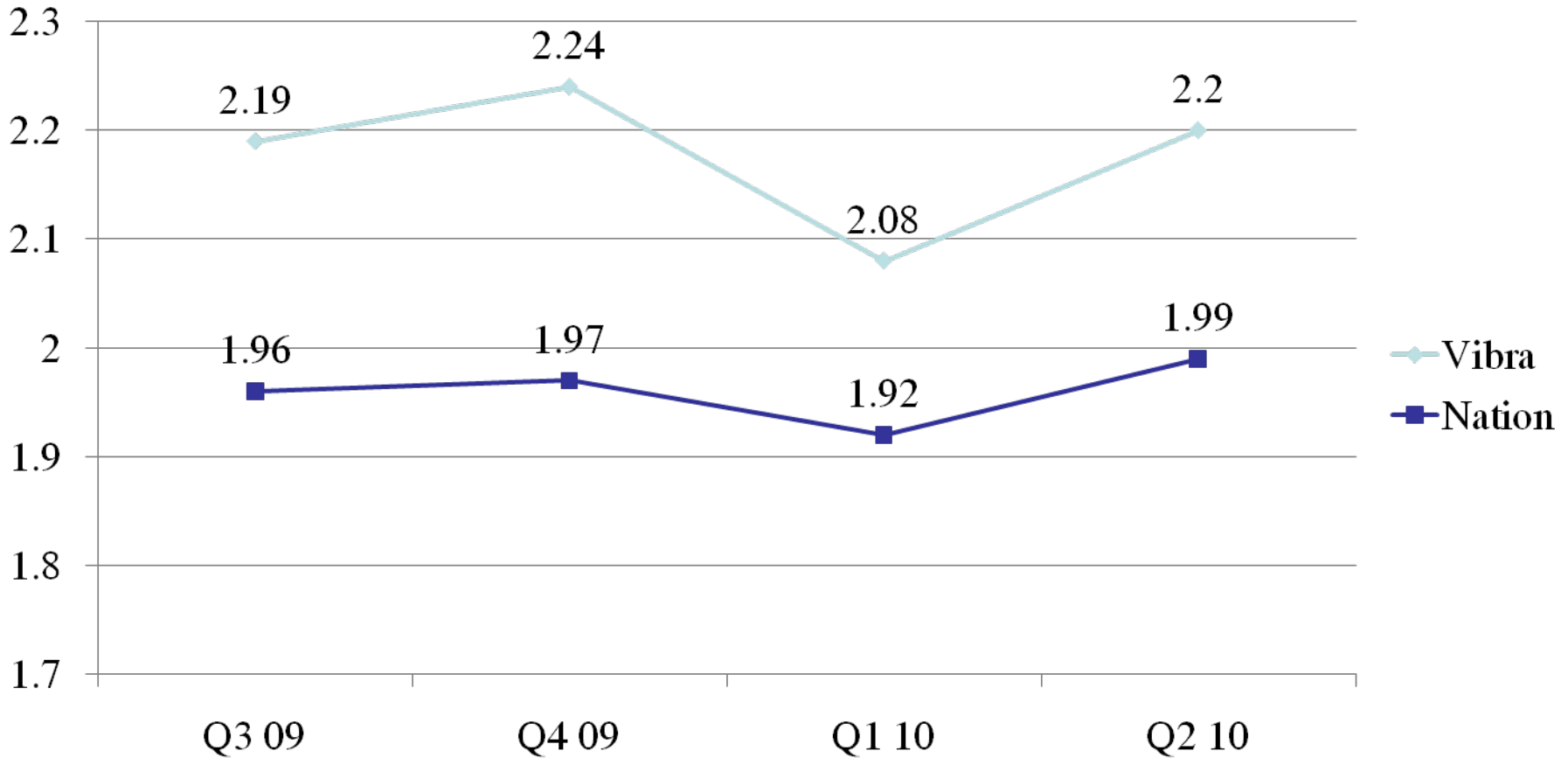
Clinical Performance



- Performance Indicators
 - Functional Independence Measure
 - Scoring Validation
 - FIM Change
 - Discharge Destination
- Clinical Performance Analysis
 - Facility Reports
 - Facility Ranking
 - FIM Scoring Comparison Graphs



Clinical Outcomes: FIM Change Per Day



Source: eRehabdata.com



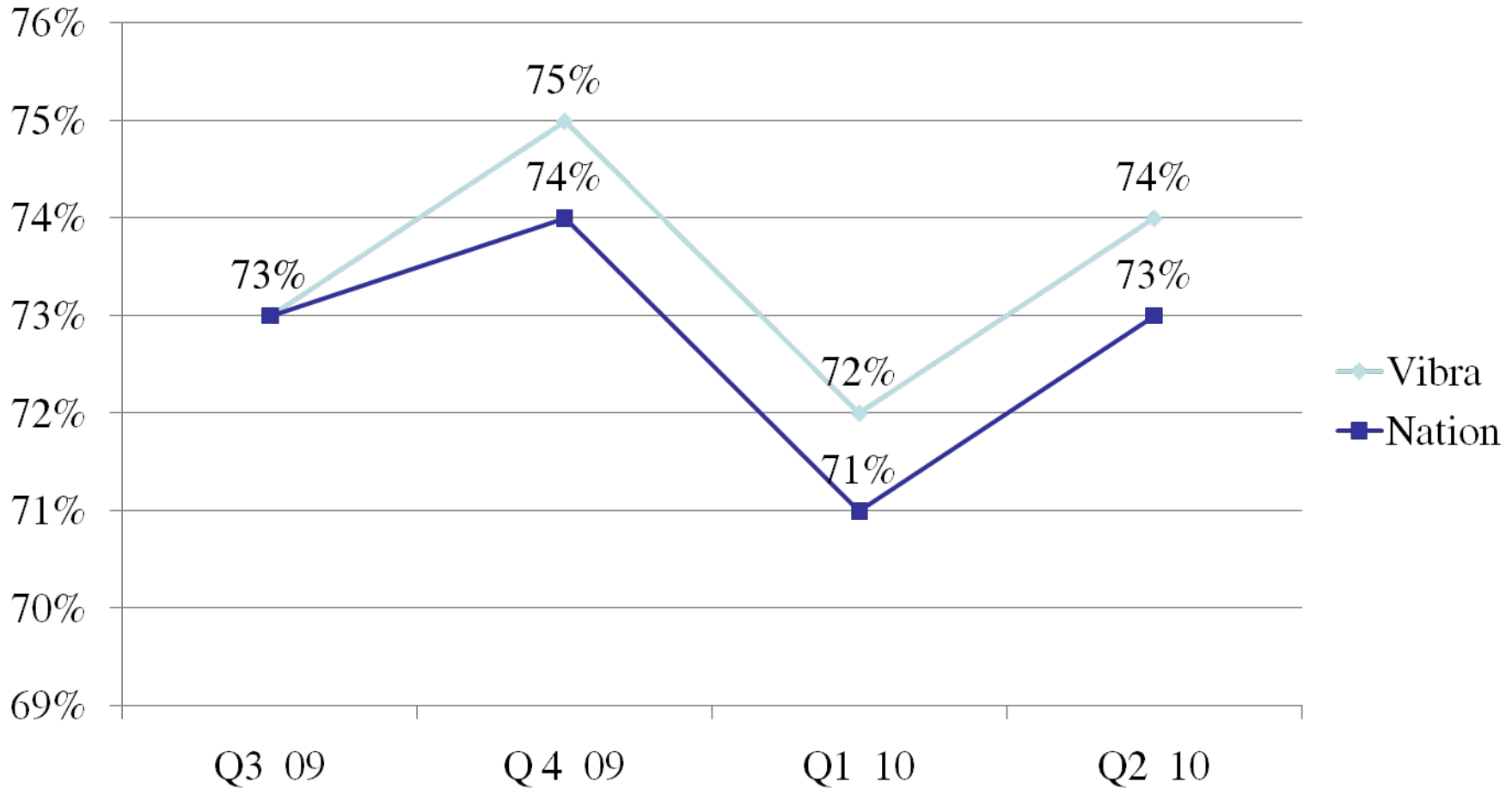
FIM Change Per Day: Facility Ranking



Provider ID	[Total Discharges]	Change	Wt. Org. Change	Wt. Natl. Change	Wt. Org. Variance	Wt. Natl. Variance
Vibra Healthcare Nation	5804	2.16				
	95709	1.97				
360195	165	2.80	2.36	2.23	+18.51%	+25.69%
360019	182	2.55	2.00	1.90	+27.86%	+34.02%
360020	354	2.35	2.05	1.87	+14.44%	+25.40%
053037	773	1.91	1.83	1.74	+4.32%	+9.70%
053032	1067	2.48	2.19	2.11	+13.04%	+17.62%
453035	1067	2.00	2.16	2.13	-7.21%	-6.16%
183029	1075	1.93	2.22	2.17	-13.18%	-11.25%
313032	1121	2.18	2.32	2.26	-6.28%	-3.79%



Clinical Outcomes: Community D/C



Source: eRehabdata.com



Community D/C: Facility Ranking



ID	Total D/C	Community Discharges	Wt. Org. Community Discharges	Wt. Natl. Community Discharges	Wt. Org. Variance	Wt. Natl. Variance
Vibra Healthcare Nation	2056	74.08%				
	34427	73.86%				
360195	55	83.64%	76.77%	77.39%	+8.95%	+8.07%
360019	68	70.59%	68.67%	68.56%	+2.79%	+2.96%
360020	141	72.34%	72.37%	73.39%	-0.04%	-1.43%
053037	263	72.24%	66.56%	67.86%	+8.53%	+6.46%
183029	361	69.25%	74.78%	75.47%	-7.39%	-8.23%
053032	373	83.91%	74.21%	74.39%	+13.07%	+12.81%



Clinical Improvement



Facility Report

FIM change lower

Motor vs. Cognition



FIM Scoring Comparison Graph

D/C Motor Comparable

Admit Motor Higher



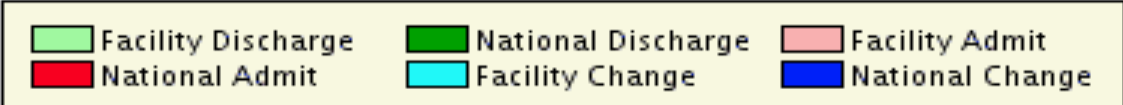
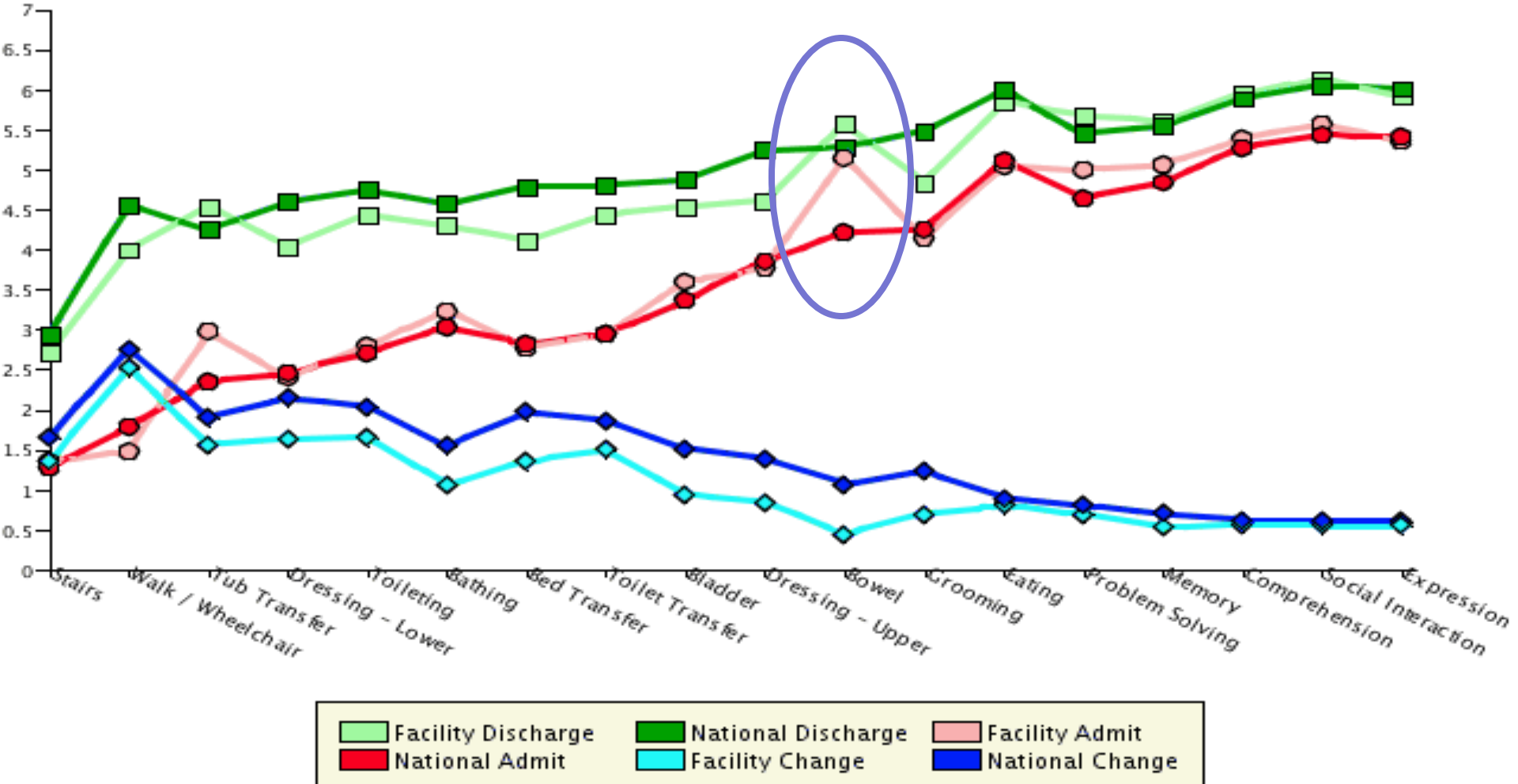
FIM Item Drill Down

Bowel Score on Admission

No BM within assessment

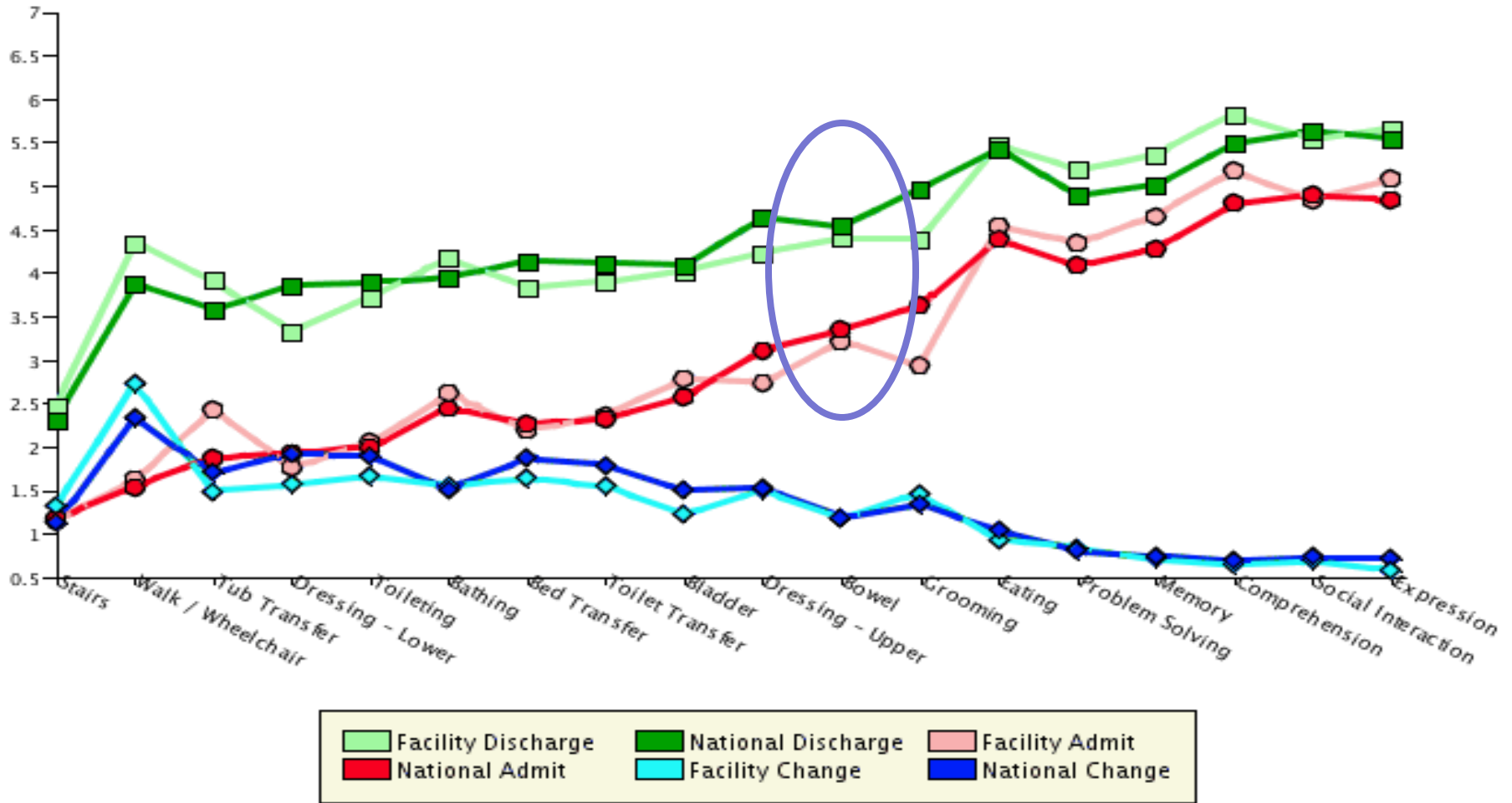


Clinical Performance





PI Initiative: Bowel Program





Quality Improvement: FIM Change

- FIM Scoring Comparison Graph
 - Identify Opportunity at discharge
 - Education/Training of staff
 - TIP Day/Performance Day
 - Staff communication
 - Patient expectations
 - Monitor performance



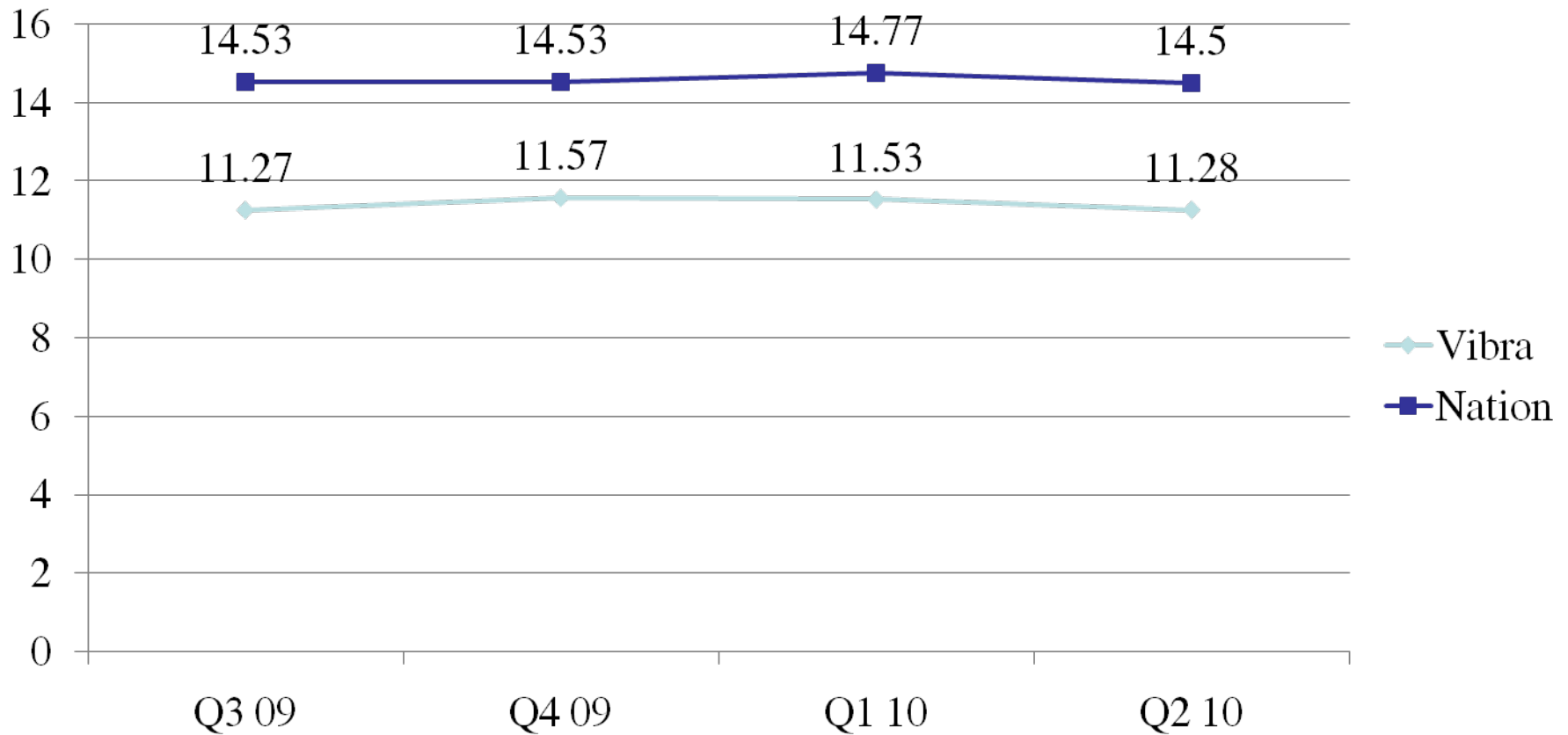
Financial Performance



- Performance Indicators
 - Average Length of Stay
 - Final Rule LOS
 - Regional LOS
 - Case Mix Index
 - Payer Mix
 - Average Daily Census



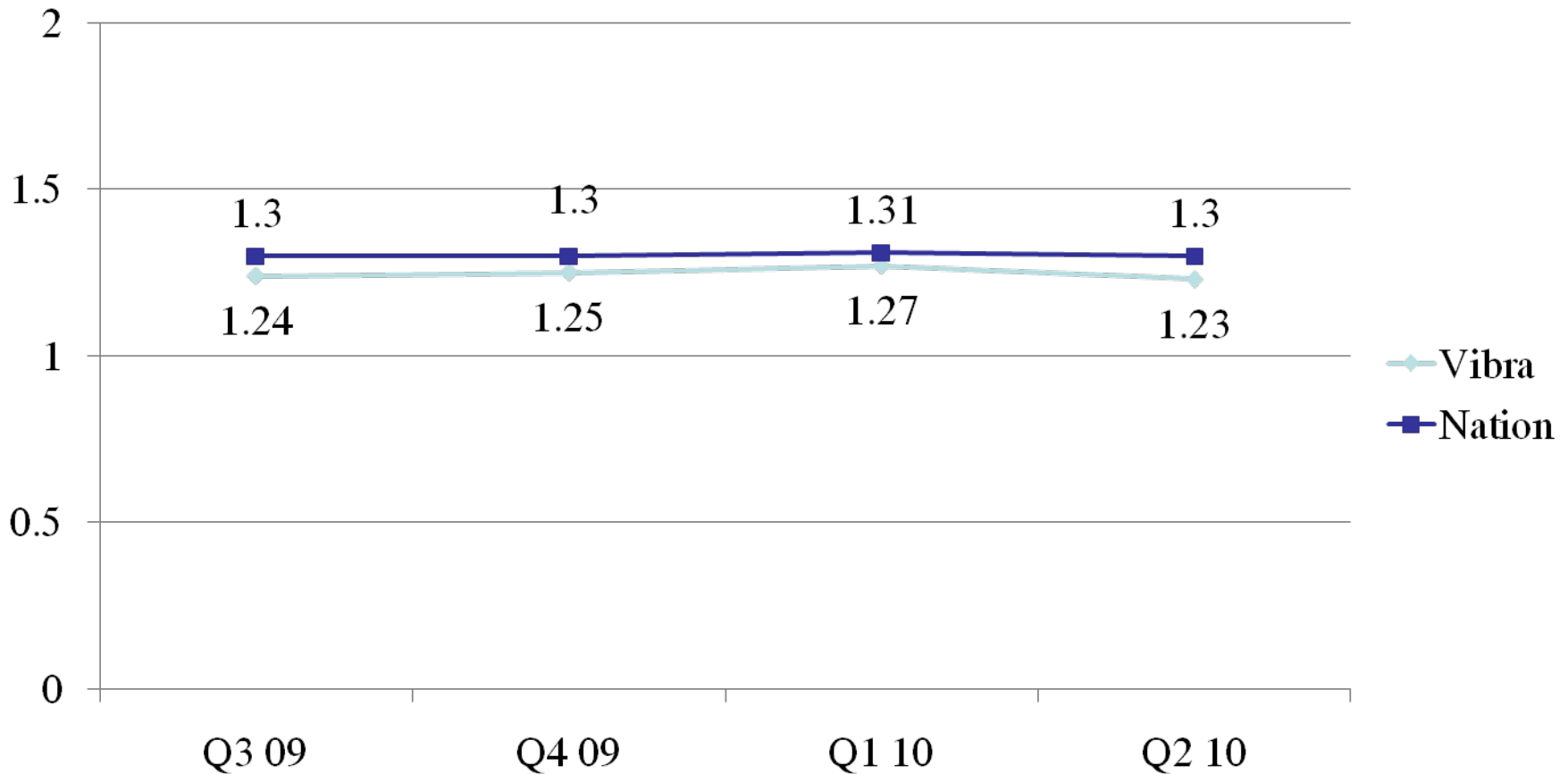
Clinical Outcomes: Length Of Stay



Source: eRehabdata.com



Clinical Outcomes: Case Mix Index



Source: eRehabdata.com



Financial Analysis

- Weekly Reports on Medicare Patients
 - % Change in CMI vs. LOS
 - Compliance
- Monthly Reports
 - Variance Calls



Financial Analysis: Weekly Report



CMI & ALOS = Last 30 days – Medicare only

SJVRH

Hospital CMI - 1.26

Region CMI - 1.34

Hospital ALOS - 10.04

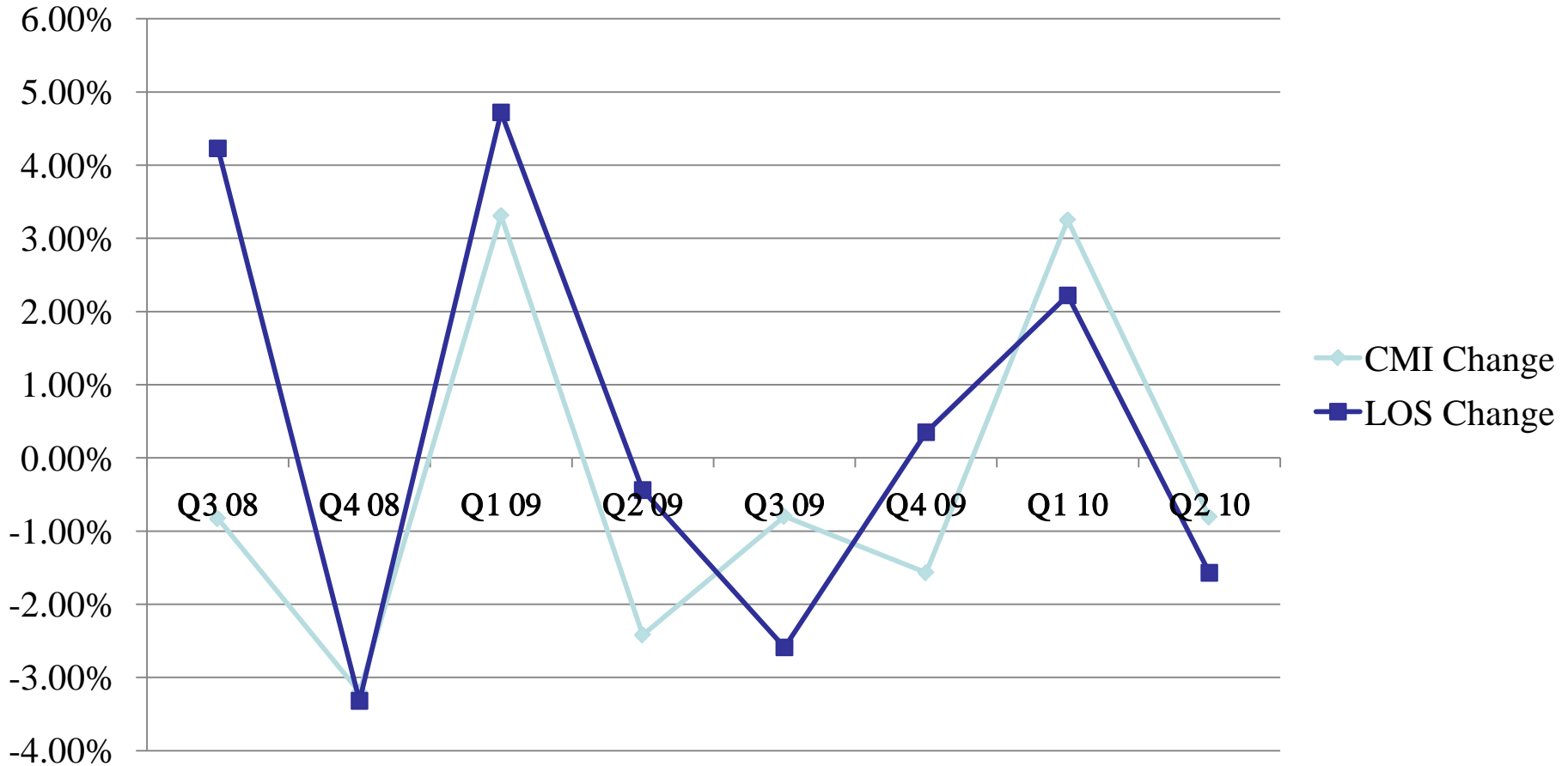
Region ALOS - 11.26

Presumptive Compliance 1/1/10 – 8/22/10(current cost year) 75.64% (711 patients)

Presumptive Compliance 9/1/09 – 12/31/09 (look back period) 76.14% (351 patients)



Financial Analysis: Vibra % Change CMI vs. LOS





Financial Analysis: Monthly Report



- Monthly OPS Report
 - Revenue
 - CMI
 - LOS
 - PPD
 - Expense
 - D/C Disposition
 - Home vs. Sub-acute Details



Financial Analysis: CMI Opportunities



- Case Mix Index (CMI)
 - RIC Assignment: Patient Mix
 - Co-morbidities: Tiers
 - FIM: CMG
- CMI Analysis
 - Facility/RIC/RIC Group/CMG
 - Tier Distribution
 - FIM Scoring Comparison Graph



Financial Analysis: Tier Distribution



Co-morbidity Distribution (in tiers) – Total

	Facility	Region	Nation
Tier 0	635 (59.07%)	56447 (58.98%)	5426 (62.03%)
Tier 1	29 (2.70%)	6114 (6.39%)	439 (5.02%)
Tier 2	68 (6.33%)	8395 (8.77%)	584 (6.68%)
Tier 3	343 (31.91%)	24753 (25.86%)	2299 (26.28%)

Source: eRehabdata



Tier Distribution: Drill Down

- Review Physician Documentation
 - Top Co-morbidities Reports
 - RIC
 - CMG
- Assess internal processes
 - Physician
 - Case Management
 - Coders



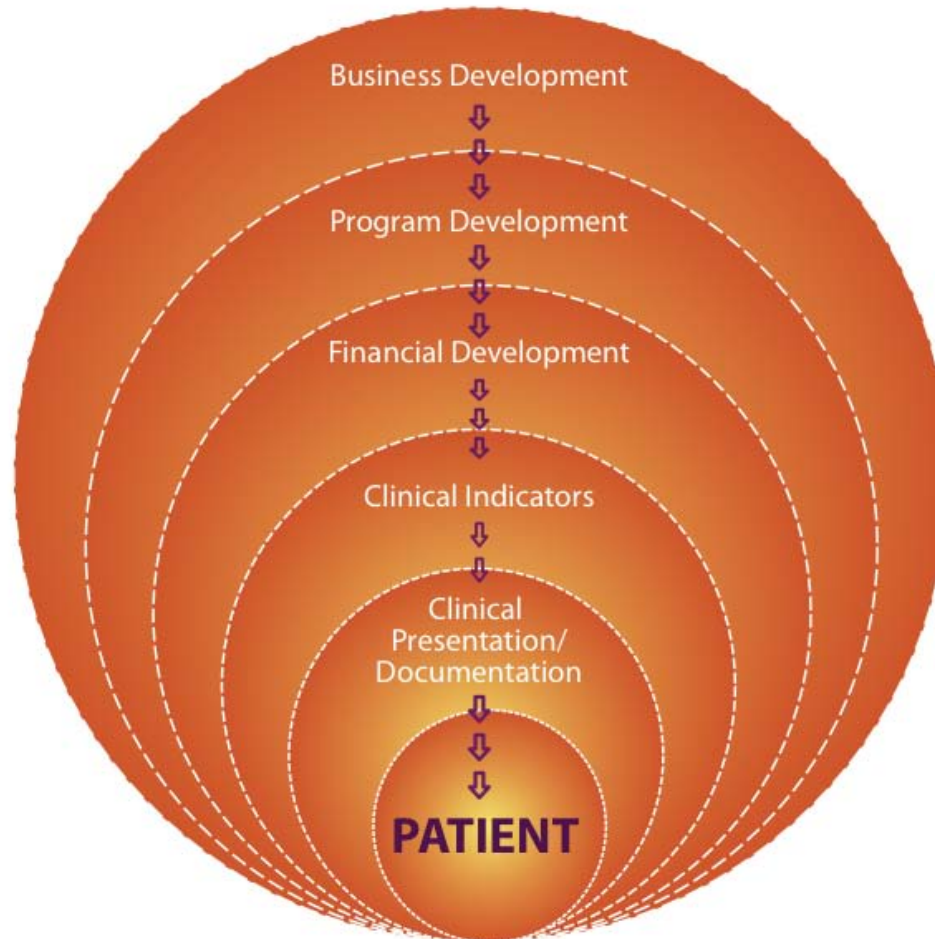
Business Development



- Referrals/Outcomes Reports
 - Linking outcomes to referral source
 - Denial Drill Down to improve conversion rate
- 60% Rule Compliance Report
 - Opportunities to provide rehab to patients in need but not meeting compliant diagnosis
- Outcomes Information to Stakeholders

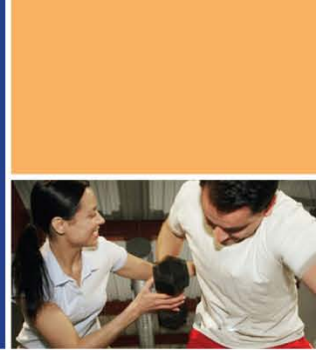


Vibra's Success Continues With Each Patient





Vibra Healthcare



THANK YOU....

ANY QUESTIONS???