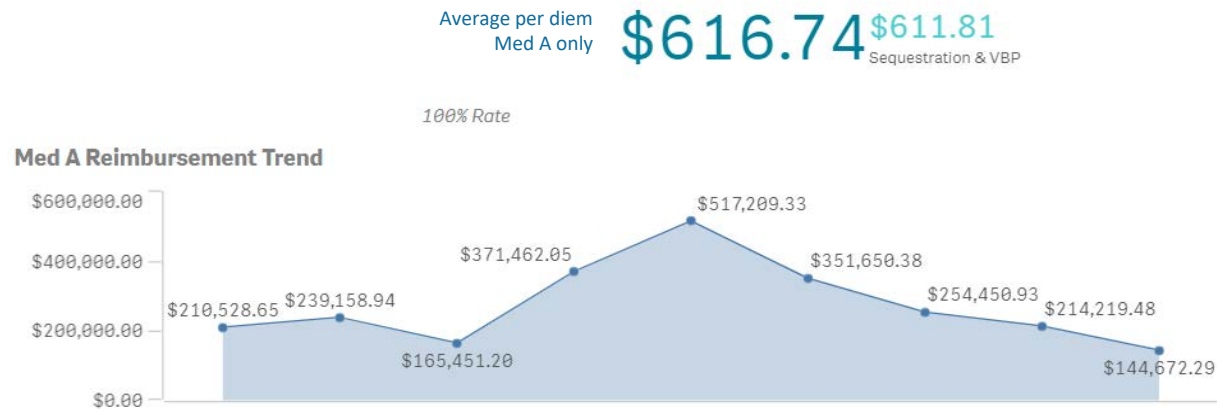
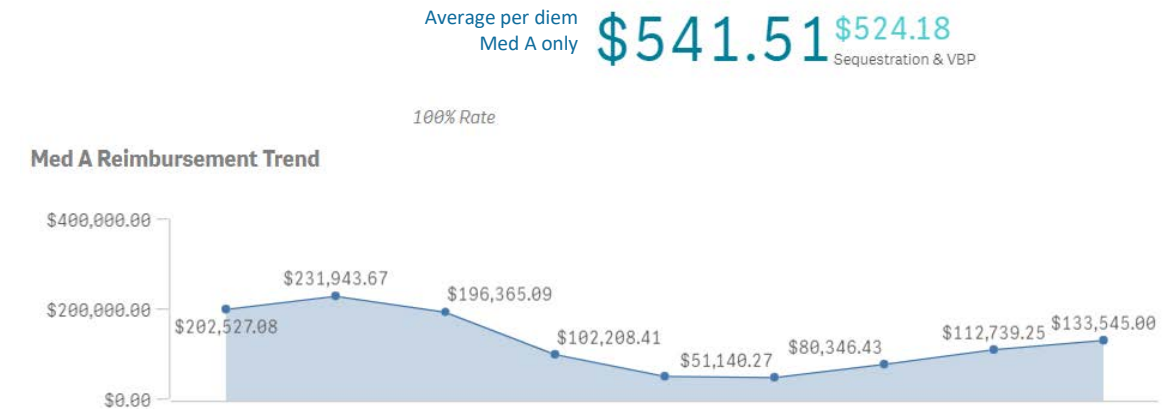


# 1135 Waiver Usage vs. No Waiver Usage: **How Do You Compare?**

**CASE STUDY #1:** Northeast-based SNF proactively partnered with hospitals amidst first surge of COVID-19; utilized waivers to skill in place + to directly admit. Increase in days/overall revenue through Q2 followed by stabilized pre-PHE revenue & volume in Q3.



**CASE STUDY #2:** SNF refused new admissions due to COVID-19 and did not utilize waiver opportunities. Significant decrease in days/overall revenue with anemic recovery in Q3.



## **Dramatically Different Outcomes:**

Although these two sites operated similarly prior to COVID-19 (with Med A revenues @ ~200K), the SNF in Case Study #1 experienced impressive trends in volume/revenue through Q2 (with Med A revenue peaking at \$500K in June) and the SNF in Case Study #2 experienced it an all-time low of ~50K.