

# CLINICAL REIMBURSEMENT

Proposal for Consulting Services  
Sample

Presented by: Clinical Strategies Division

**REDESIGNING TOMORROW TOGETHER**

HEALTHPRO



HERITAGE



## CLINICAL REIMBURSEMENT Consulting



PROPOSAL FOR: New Partner

FROM: HealthPRO Heritage

RE: SAMPLE: Consulting Support for Reimbursement Consulting

Thank you for your interest in a partnership with HealthPRO Heritage to provide comprehensive + proactive clinical reimbursement consulting services.

Our Clinical Strategies Division welcomes the opportunity to work closely alongside your interdisciplinary and leadership teams to proactively and compliantly drive fiscal and quality outcomes and assure optimal ongoing reimbursement. HealthPRO Heritage strategy + audits + comprehensive tools & resources + education & training compliantly drive bottom-line outcomes.

Predictable, repeatable results are assured, because experts/specialists filter and interpret data analytics and subsequently operationalize custom-fit initiatives for your enterprise. Please refer to ***Clinical Strategies Success Summary*** that details more than \$1.5 million recovered reimbursement dollars for 16 current HealthPRO Heritage partners. (References are also available upon request.)

# CLINICAL REIMBURSEMENT Consulting

## 1 Scope of Services: Clinical Reimbursement

The cornerstone of HealthPRO Heritage's hands-on, "roll-up-the-shirtsleeves" approach is different from other consulting services that offer only retrospective feedback. Your IDT and leadership teams can expect HealthPRO® Heritage to dedicate onsite, virtual and/or remote support and to maintain consistent, as-needed communication with your Medical Team, Nursing/MDS Department, Finance Department, and Rehabilitation staff to assess current clinical and strategic processes and programs, inclusive of the following:

- Audit + educate for missed areas of all clinical reimbursement, opportunities and risk (such as IPA considerations, use of waivers, audits during pre-transmission review (PTR) so corrections are made as needed prior to transmission. Strategic education is provided for IDT and leadership teams to foster ongoing best documentation and coding practices.)
- Optimize current billing processes (such as refining pre-transmission review and Triple Check processes; leveraging a rapid billing cycle; and recommendations for selecting ARDs)
- Optimize IDT efficiencies (and therefore capture for MDS Section GG) via strategy + recommendations for processes such as workflow, meetings, systems
- Comprehensive library of tangible tools, resources, and training modules to support reimbursement, interdisciplinary and leadership teams (such as proprietary PDPM materials; please refer to the Appendix for examples)
- Comprehensive, consistent education for reimbursement, interdisciplinary and leadership teams (such as *PDPM University*); customized training sessions as needed to address areas of opportunity for enhanced program performance
- Ongoing recommendations & resources to optimize IDT communication and collaboration processes (such as strategies to avoid IDT silos + enhanced efficiencies)
- Ongoing, meaningful support for Nursing team, inclusive of documentation redesign recommendation/training
- Additionally, HealthPRO® Heritage partnership includes access to 24h/7d **TeleMDS Hotline, PDPM & Beyond University** monthly webinar training series on industry topics/success drivers inclusive of a **PDPM Orientation Checklist** for your IDT to validate education and competency.
- **Report Summaries** to be provided as often as monthly + quarterly **Return on Investment Summaries** (Please refer to the Appendix for examples) to capture + monitor success and promote transparency + communication.



## CLINICAL REIMBURSEMENT Consulting

### 2 Proposed Timeline + Pricing

HealthPRO Heritage invites a collaborative discussion to custom design your version of an optimal partnership. Terms are that are 100% customized, project-based and may be tied to specific goals, well-defined timelines + shared incentives.

Fees are competitively priced + guarantee a financial upside to assure well-aligned partnership and collective success.

Please inquire: Explore whether our team can offer the right solutions to support your organization's goals & overcome challenges.

### Appendix: Y-T-D Success Summary

#### 2020 Partnerships: Success Summary

#### Clinical Reimbursement Consulting

##### HealthPRO Heritage's PROACTIVE CHART AUDITS

*Easily Assures Return on Investment*

##### HealthPRO Heritage's PDPM Consulting + Education + Workflow Development

*Assures Meaningful Financial Impact*

**Partnerships in 2020**  
(Sample of 5 Varied Partners)

**# Chart  
Audits**

**\$ Opportunity  
Identified**

**\$ Recovered Prior to  
Transmission**

**Additional PDPM Revenue  
Captured Over 6 Months**  
(Average Q4 2019 rates compared with current rates after  
HPH consulting services)

**1 Facility**  
(Therapy + Consulting Services)

20

\$5,218

**\$2,974**

**↑ \$96 K**

**Chain of 8 Facilities**  
(Bundled Services "Beyond Rehab" Contract)

167

\$91,259

**\$33,121**

**↑ \$182 K**

**1 Facility**  
(Consulting Services only)

11

\$6,881

**\$98**

**↑ \$455 K**

**1 Facility**  
(Consulting Services only)

28

\$3,793

**\$2,111**

**↑ \$297 K**

**Chain of 5 Facilities**  
(Therapy + Consulting Services only)

24

\$13,137

**\$7,322**

**↑ \$438 K**

## CLINICAL REIMBURSEMENT Consulting

### Appendix: Unlimited Support from Our Reimbursement Experts

#### TeleMDS

Clinical Reimbursement  
Support at your  
Fingertips



#### SWIFT ACCESS

RNs & RAC-CT clinical experts promptly triage your toughest reimbursement questions via your preferred communication: Phone • Email • Video chat



#### ANALYTIC STRATEGY

Annual virtual Case Mix Index or Quality Measure audit sample; assistance with strategy and work plan development for your community



#### ALL-INCLUSIVE EDUCATION

Training and strategy for QMs, CMI, QRP, and more; accessible to all employees via PDPM University & Strategy Academy Beyond PDPM University

EMAIL US: [info@healthpro-heritage.com](mailto:info@healthpro-heritage.com)

FOR THE LATEST IN HEALTH CARE & PAYMENT REFORM: [healthpro-heritage.com/blog](https://healthpro-heritage.com/blog)

## CLINICAL REIMBURSEMENT Consulting

### Appendix: ROI Report Summary Example

#### Case Study: 'ROI Report Summary' for a 5-SNF Chain When Consulting Services are Leveraged to Support IDT + Therapy

**+\$188 K**

In CMI  
optimized  
reimbursement  
in just 3 months

**+\$423 K**

PPD increase  
for PDPM in 6  
months using  
our partner  
exclusive tools  
+ workflows

**+\$7.3 K**

In recovered  
revenue with  
only 24  
proactive chart  
audits

#### Strategic Workplan Inclusive of:

Education + competencies for IDT

Process/Workflow development + implementation

CMI + PDPM success drivers assure optimal results

Clinical Grand Rounds implementation + oversight

Assure optimal reimbursement capture:

- PDPM Profiler
- Preadmission Analysis
- Pretransmission Review Process
- Triple Check Process

Proactive auditing for CMI and PDPM

Interim role/responsibilities to fill gap

- 3 months of VP of Clinical Reimbursement
- 6 months oversight of MDS Department
- Hire + train new VP of Clinical Reimbursement

Please click [here](#) for 'ROI Report Summary /  
Case Study' for 9-site CCRC Chain



