



# How ECP compares to SNF software for Wisconsin ALF operators

## **ECP is the leader in scale and experience working with Wisconsin CBRFs and RCACs.**

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ECP works with over 1,000 ALFs in Wisconsin alone (more than half of the state), and is the most compliant ALF software available for Wisconsin operators.

- ECP's assessment engine is purposefully designed for the assisted living workflow as it works in Wisconsin.
- ECP's compliance team constantly updates our Wisconsin templates for CBRF and RCAC so you're ready to generate required documentation "out of the box."
- ECP assessment information flows to the Care Plan/ISP report, as well as to a Scheduled Tasks list. This greatly reduces redundant documentation to remain consistent with a resident's current care plan, while increasing staff efficiency.

## **ECP improves speed and efficiency – SNF software slows ALFs down.**

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ECP is better and faster at what matters most – passing meds and charting cares and observations.

ECP was built specifically for assisted living communities. Based on a survey of AL professionals who have used more than one software, ECP is preferred more than 4:1 versus all of our competitors combined. The biggest reason our customers listed: ECP is faster and easier to use than any other AL software.

Charting is slower and more complex in SNF software, because it is designed to be used by nurses and to get the documentation needed for CMS reimbursement, which is irrelevant in the ALF context.

## **ECP is built around what is most important to your business, prioritizing the 20,000 cares provided to a typical ALF resident over a handful of potential SNF transfers.**

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During a typical 22-month ALF stay, caregivers will chart 20,000 cares per resident. During a typical stay an ALF resident will be transferred to skilled care only a few times at most (and in many cases, not at all). ECP is purpose-built ALF software that is best at the activities that matter most, because they happen 20,000+ times per stay; SNF software is optimized for ALF to SNF transitions that typically happen a handful of times if at all.

## **CMS regulations require running new assessments when residents are transferred from the ALF to SNF, so the efficiency savings of using a common platform are minimal.**

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Medicare regulations require an MDS assessment before SNF admission, whether you use the same software at the ALF and SNF or not. So there is no significant time savings during ALF to SNF transfers from using a common software platform. Even if you use a common SNF platform for your ALFs, you will still need to assess residents upon every skilled care admission.

ECP has export features to make ALF to SNF transitions faster and easier. Many operators say that the biggest time saver is the resident cover sheet and list of meds, which ECP can produce with up-to-date information in Excel or PDF/printable format.

ECP is deeply committed to data-sharing between electronic health platforms. In May of 2021, ECP [became the first AL software provider to be ONC-certified](#), a federal data-sharing certification.

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## **ECP's billing platform will generate more revenue from your ALF portfolio.**

ECP's billing platform is designed for assisted living and is built around accurately capturing and invoicing all cares, and ensuring that residents are billed for the level of care actually provided:

- ECP has revenue capture tools to document ala carte items like additional laundry service, extra cares, or guest meals
- ECP has a care plan deviation tool and report to identify residents receiving more care than they are originally assessed and billed for.

In addition, ECP supports all major ALF billing models:

- Billing based on residents' assessments
- Billing based on actual care time provided
- Billing based on care time times employee task group rate (e.g. charge more for cares provided by RNs vs caregivers)

Unlike ECP, SNF software is built around documenting DRG codes and CMS reimbursement for SNFs.

## **Using ALF software for your ALFs and SNF software for your SNFs will lower your software costs.**

ECP is cheaper than leading SNF software providers. In addition, ECP bills per active resident, not per bed, which makes more sense in the AL context. So with ECP (and unlike with SNF software) you only pay for residents who are actually present.

In addition, because ECP's software is faster than SNF software, your caregivers can each care for more residents, and your staffing costs will be reduced, too.

## **ECP helps with staff training and retention, making it easier to manage staffing levels.**

ECP has ECP University – video training that you can assign to new caregivers (and verify that training assignments have been completed), enabling you to onboard new caregivers faster than any other software.

Because caregivers prefer ECP vs other software (more than 4:1 versus all of our competitors combined, according to a January 2021 of 1,060 AL industry professionals), using ECP helps retain talent. ALF caregivers are more likely to quit if you make them use SNF software that is hard to use and wastes their time.

Because ECP is so popular in Wisconsin (used in 1,000+ communities, more than half of all ALFs in the state), it is easy to find caregivers who already know how to use ECP.

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