

Value-Driven Continuum of Care

All Things Care Management

Continuum-of-Care Imperatives

- Define **impactful approaches** to targeted populations
- Offset acute care **revenue degradation** with shifts to other settings
- Maintain or improve **expense management**
- Effectively **engage patients** and integrate appropriate services in the community
- Apply approaches that **bend the total cost-of-care curve**
- Achieve a **positive return on investment (ROI)**

Does your organization have a highly effective and efficient care management model across the continuum? Are you confident that your care management resources are aligned and results-driven to achieve the organization's goals related to: improved quality, enhanced patient experience, lower cost of care, and linkage of healthcare services? Has COVID-19 put a spotlight on issues that are impacting your ability to optimize care for your patients?

The patient journey encompasses multiple venues of care. Organizations that have invested in deploying a thoughtful strategy and operational plan for care management are able to achieve a return on their investment by prioritizing initiatives. These can include but are not limited to improving patient throughput, appropriately managing utilization, capturing new revenue through in-network keepage, reducing readmissions, closing gaps in care, improving transitions in care, and enhancing patient satisfaction.

Guidehouse's **Value-Driven Continuum of Care** solution offers a comprehensive approach to assess, design, and deploy a targeted or enterprisewide care management model to achieve your top priorities. For most, this means a determined look at opportunities to reduce expenses balanced by creative ways to improve revenue.

If you are a **payer, provider, or government** entity, Guidehouse can help you make meaningful changes in your care management services that create patient confidence to reengage in healthcare and improve your bottom line.

ABC Hospital Profile

500+ bed hospital and referral center in the Southeast with a wide range of patient services. This flagship hospital is also in an integrated health network with ACO.

- Total patient revenue: **\$3.4B**
- Medicare ACO attributed lives: **12,900**
- Total discharges per year: **45,000**
- Average length of stay: **0.47 days above benchmark**
- All-cause readmission rate: **15%**
- Observation to inpatient volume ratio: **20%**
- Annual ED visits: **230,000**
- Medicare ACO population: **13,000**

Care Management Solutions | Blinded ROI Case Study

