



CLINICAL TRANSFORMATION SOLUTIONS



Post-Acute Care & Readmissions Management

Our Point of View

With the shift towards value-based care, post-acute care (PAC) and readmissions have become key areas of interest for the government, providers, commercial payers, and other healthcare stakeholders. PAC, including long-term acute care, rehabilitation, skilled nursing, home health, and hospice, represents about \$80 billion in Medicare spending annually.

While PAC and readmissions are important drivers of cost of care under fee-for-value, organizations should not ignore these areas under fee-for-service models as 55% to 85% of excess hospital days are related to PAC discharges.

Developing a strategic approach to PAC and readmissions is a fundamental requirement for any organization, and leaders must have a balanced, robust clinical and financial approach to best serve the needs of patient populations. Addressing both PAC and readmissions are “no regrets” strategies to enhance quality, improve patient experience, and reduce the cost of care.

Our Solutions

Guidehouse’s team of former PAC executives, nursing home administrators, physicians, nurses, therapists, pharmacists, and analysts provides comprehensive strategic and operational solutions to help payers and providers address PAC and readmissions.



Strategic Planning

Guidehouse helps organizations develop a robust PAC strategy by evaluating each PAC venue of care to determine growth opportunities and the best build, buy, or partner fit. Our proprietary demand-analysis allows organizations to “right size” their PAC needs.



PAC Service Line Growth Strategy

Using strategic plans, Guidehouse conducts a market assessment to identify market share and growth opportunities based on related populations. We collaborate to develop appropriate scenarios and build financial models and implementation plans.



PAC Network Development

We use a quantitative and qualitative methodology incorporating quality performance, patient preference, geographic restrictions, network adequacy, expected demand, and available capacity data to help organizations develop preferred PAC partnerships.



Operational Effectiveness

Guidehouse works with clients to improve transitions of care, ensure performance and productivity, incorporate continuum of care and virtual care, and sustain long-term improvement. Our team also completes operational assessments of existing PAC services to develop and implement performance improvement plans.

Our Impact

Integrated Delivery Network Saves \$11.9M in 9 Months:

Developed and implemented a preferred PAC network of skilled nursing facilities and home health agencies, as well as a PAC utilization management program, to help the health system achieve more than \$11.9 million in cost reduction compared to budget over 9 months.

East Coast Health System Saves \$7.7M:

Through development of a preferred PAC network, optimization of owned PAC assets, and implementation of a coordinated readmission prevention effort, an East coast health system saved more than \$7.7M.

Contact

Donna Cameron

Partner

donna.cameron@guidehouse.com

Peg Tinker

Director

peg.tinker@guidehouse.com

Nicole Fetter, MD

Director

nicole.fetter@guidehouse.com

About Guidehouse Health

Guidehouse is a leading global provider of consulting services to the public sector and commercial markets with 16,000 professionals providing broad capabilities in management, technology, and risk. The company’s Health segment integrates consulting and outsourcing expertise to help hospitals and health systems, government agencies, life sciences and retail companies, payers, and other organizations deliver innovative services to their communities. With 12 KLAS #1 rankings, Guidehouse was ranked 2022’s second largest healthcare consulting firm by Modern Healthcare. Visit the [Guidehouse Center for Health Insights](#) for healthcare payment, operational, and consumer disruption insights and solutions.