



# Precision Value Based Management

## Missed Opportunities for Care & Revenue

### Assisted Living Facilities and Skilled Nursing Facilities/SNFs & Home Health

In the value based world, the operative words are “Mandated & Incentivized”. Led by a series of Population Health Assessments, care is specified by medical necessity determined by technology beyond the scope of any EHR system. Very simply, where medical necessity is found there must be an actionable order or the provider faces penalties. “Mandated” means you must comply or face penalties, and “Incentivized” means there are codes that “reward” you. If there is no code billed, there is no credit for the task. This results in penalties for failure to complete the mandatory task and no remuneration for having performed it. You lose twice!

Precision Value Based Management owns the very technology that grades and ranks physicians for payers, hospital systems and ACOs, with over 21 million patients currently being tracked. We know exactly what is expected of each physician practice. Physicians are completely unaware this is even happening. Only our platform can identify these deficiencies, engage your patients, and drive this missed revenue for you! We can provide a complimentary analysis of exactly what you are missing!

### Assisted Living Facilities

Every Medicare patient is required to have certain Population Health Assessments each year. The base required bundle reimburses approximately \$400 depending on your location. These initial results often identify additional medical necessity for: 1) further assessments, 2) diagnostics or other ancillaries, 3) a referral back to the physician for a new diagnosis, or 4) the need to refer to a specialist.

Our platform identifies all of these medical necessities and provides a link to the resident to complete these tasks online in the comfort of their own living space, via a paper version, or offers the opportunity to have the questions asked and answered on the phone. Your company/facility will share 50% in the substantial management revenue we create. Activating our program in conjunction with Covid testing or vaccinations works great!

### Skilled Nursing Facilities/SNFs

SNFs have long been missing these opportunities to engage their patient/resident population with our system. That hasn't stopped the outside world from invading your space. It's estimated that 80% of the PT/OT performed within your facility comes from outside home health agencies. It's time for you to take back this control. Stop letting outside entities pick your pockets.

Because the patients are residents, they don't have the same opportunities to see their regular physician, where these assessments would have been previously performed. In addition, you already have a medical professional relationship with the patients. How?

### Home Health Agencies

These patients have the same requirements for these services but are being completely ignored. Either the referring physician may be the provider, and the home health group is paid as the rep/managing partner, or the physician declines and the HHA is then the billing provider.

This is where you can better serve your patients and gain this missed revenue by providing this care. In addition, our program can identify medical necessity to direct care to other departments within your facility that may have been missed. For more information, please contact Doug Sparks at [doug@precisionvbm.com](mailto:doug@precisionvbm.com). Thank you!

