

GROW YOUR WOUND CARE PROGRAM

PRESENTED BY:

SWIFT SKIN AND WOUND™ 

PRESENTER:

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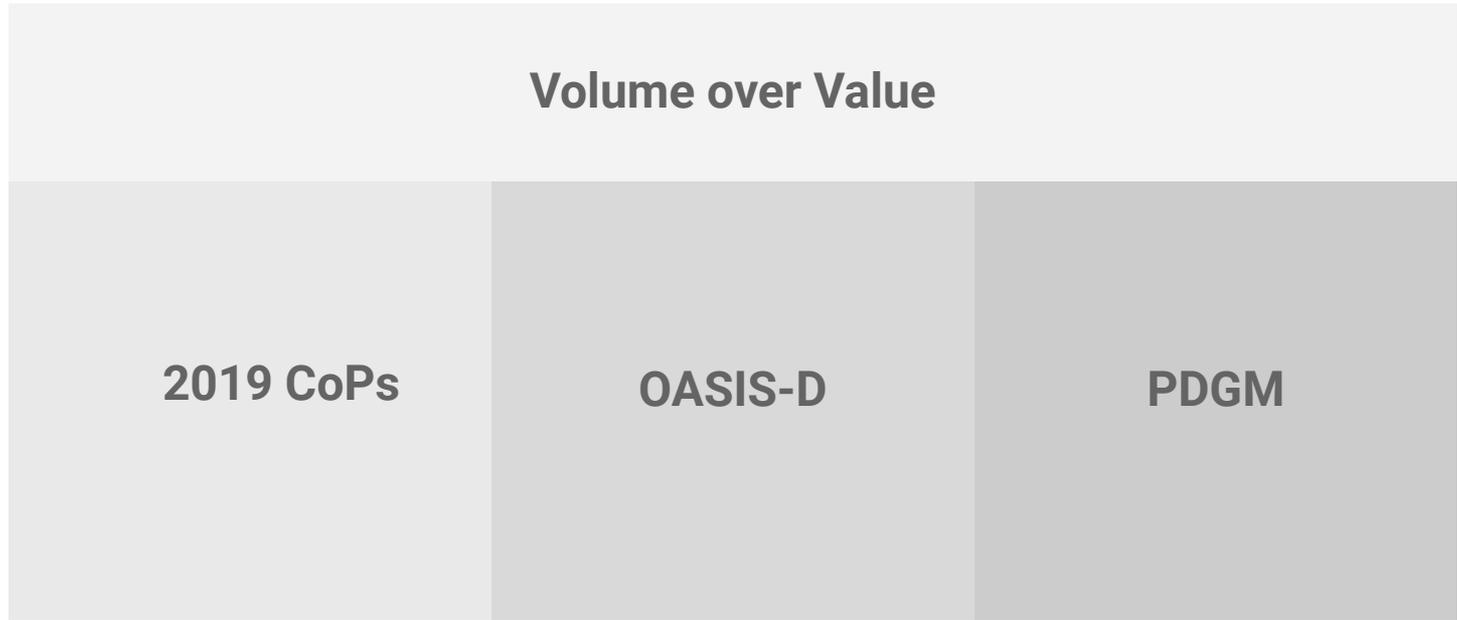


Agenda

1. The Changing Post-Acute Landscape
2. Rethinking your Wound Care Journey
3. Building Blocks for Wound Care
4. Impact of Successful Wound Care
5. Q&A

THE CHANGING POST-ACUTE LANDSCAPE

The Changing Landscape



Volume to Value

The IMPACT Act continues to drive uniform adoption across the acuity ladder

Added pressure injury quality measures (OASIS-D)

PDGM will eliminate therapy thresholds

Higher clinical excellence and institutional revenue



2019 CoPs

New CoPs went into effect in Jan 2019.

A recent survey found weaknesses:

- Patient participation in care planning and delivery
- Adherence to the plan of care
- Care coordination



Top Federal Deficiencies

G590 Promptly Alert Relevant Physician of Changes.

G574 Components of POC.

G716 Clinical Notes.

G710 Services to be Provided in Accordance with POC.

G608 Services are Coordinated to Meet Patient Needs.



OASIS-D

Rolled out on Jan 01, 2019.

The IMPACT Act is driving uniform adoption across the acuity ladder.

CMS already added major revisions around Pressure Ulcers in OASIS-D.

PDGM

A huge shift towards vulnerable patients.

Greater need for documentation.

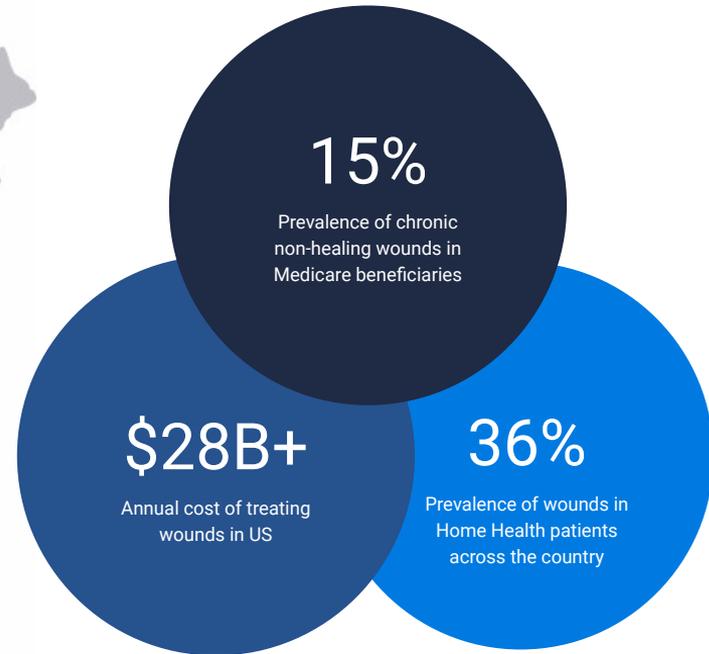
Greater need for payment efficiencies.

The opportunity to expand into wound care.



RETHINKING YOUR WOUND CARE JOURNEY

Wound Care Today





The Challenge

**Lack of
Standardized
Documentation
and Wound
Assessment**

**Workflow
Inefficiencies &
Duplication of
Data**

**Poor
Collaboration
and Coordination
of Care**

The Challenge

*Lack of Standardized
Documentation and Wound
Assessment*

Measurement and management of chronic wounds currently relies upon outdated practices and poor care coordination.

Wound measurement varies by as much as 44%

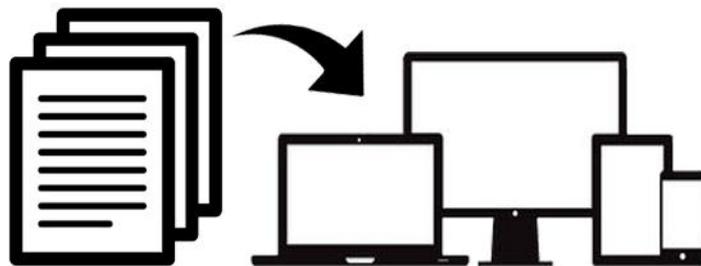


The Challenge

*Workflow Inefficiencies &
Duplication of Data*

Measurement and management of chronic wounds currently relies upon outdated practices and poor care coordination.

Up to 5.5 hours/week is spent capturing and documenting wound assessments

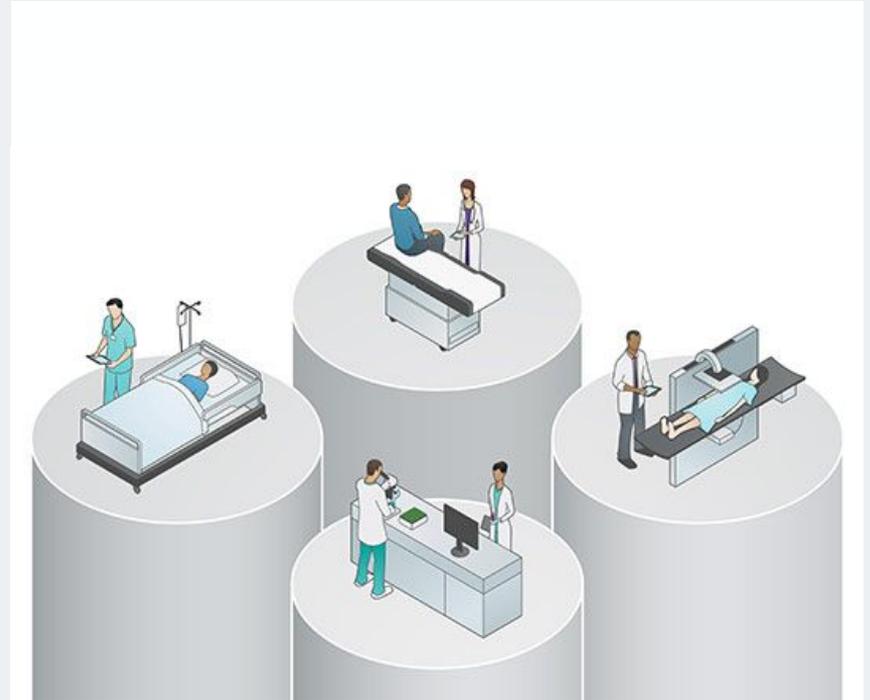


The Challenge

*Poor Collaboration &
Coordination of Care*

Measurement and management of chronic wounds currently relies upon outdated practices and poor care coordination.

Siloed data systems prevent efficient communication across the continuum of care.



The Opportunity

27 out of the top 50 PDGM case mixes are found in the neuro/stroke or wound clinical groups.

Regulatory changes mean better patient outcomes.

The technology to build a world-class wound care program exists.



*“You can’t manage what
you can’t measure”*

PETER DRUCKER

Successful Building Blocks for Wound Care

"I'm using our successful wound care program to gain more referrals and better market my agency "

"I'm using data to make better informed decisions that drive down costs "

"I know everything related to wound care at my agency"



VISIBILITY



EFFICIENCY

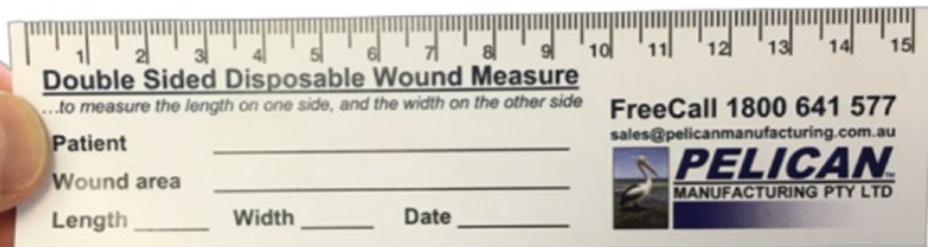


GROWTH



Wound Images

YOU KNOW THEY ARE DOING IT, SO DO IT RIGHT!



Standardized Wound Measurements

Clinical Training

To Debride or not

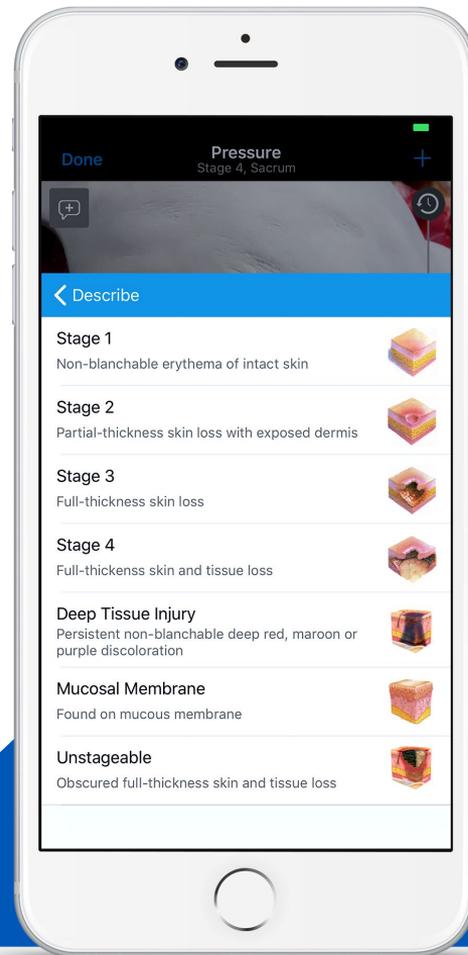
Dressing changes

Movement

Nutrition

Stay up to date on changing regulations

Ensure all staff are involved



Configure Workflows to You

Wound Evaluations

Risk Assessment

Clinical notes formats

Compliance of staff

Utilization of your staff



Coordination of Care

Family involvement

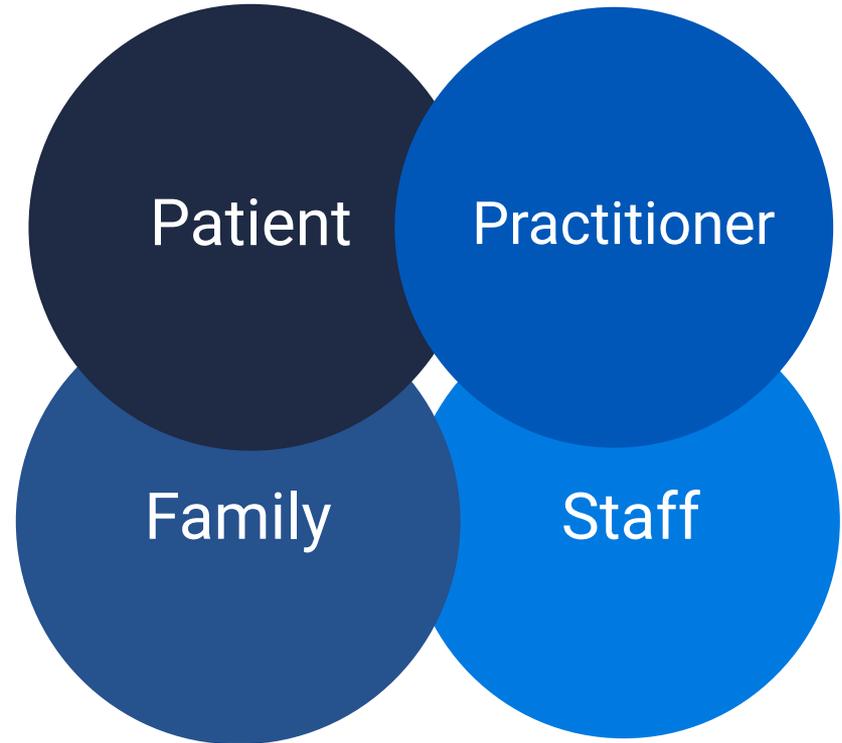
Patient and family education

Physician and Practitioner involvement

Social worker and aides

Therapy involved

DOCUMENT, DOCUMENT, DOCUMENT

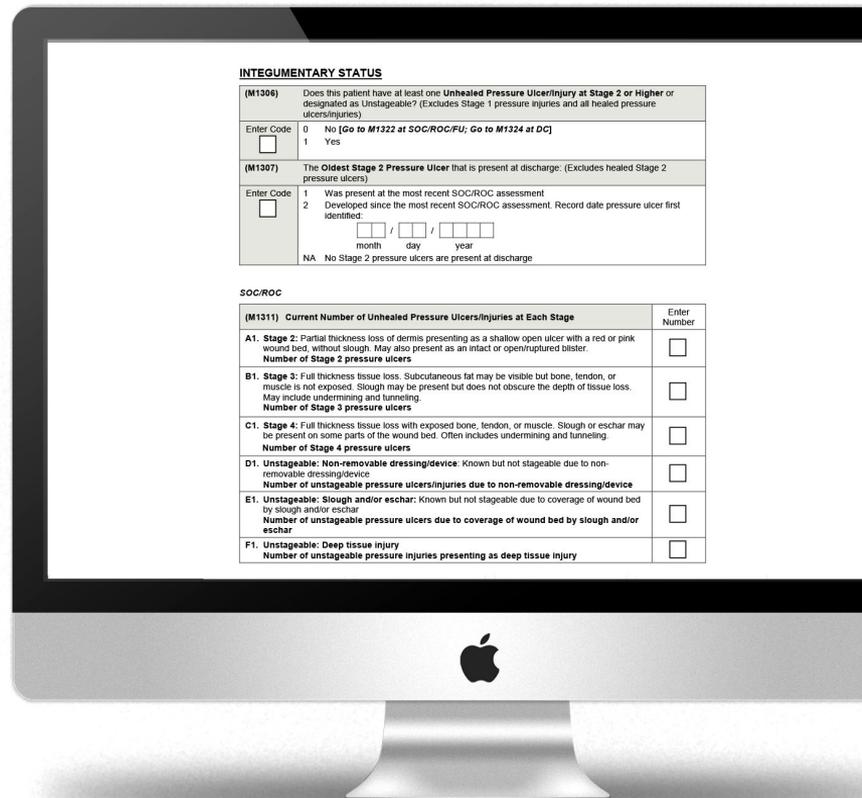


Coding Compliance

Wound staging

Pressure vs Arterial vs Diabetic what is it?

Review of clinical charting



Treatment

Utilize a formulary

Don't practice substandard care

Utilize vendors for education

Don't be afraid to educate





Oversight

Track Healing Rates

Monitor Risk

Drive Compliance

Set Internal Benchmarks

**be prepared for a survey, at all times*

THE IMPACT

Improved Quality of Care

Improved patient satisfaction

Re-hospitalization rates

Infections

Wound healing rates

5-star quality measures



Cost Savings

Accurate OASIS coding due to comprehensive assessments.

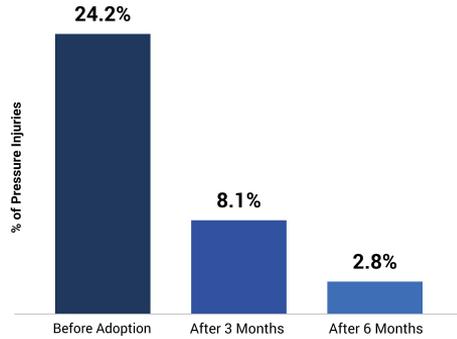
Time savings with patient charting.

Faster wound healing.

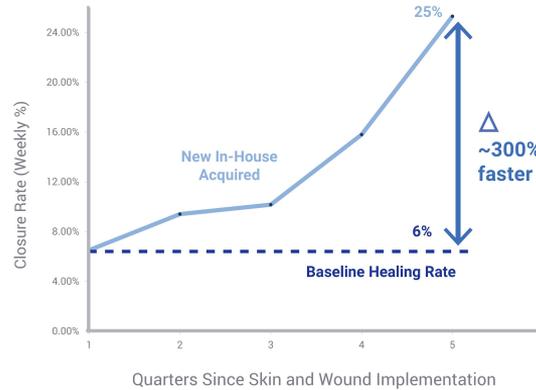
Increased referrals.



Demonstrated Results

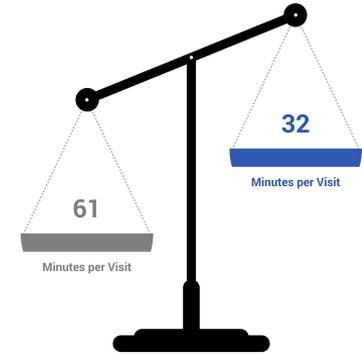


Reduced Pressure Injury Prevalence



Improved Healing Rates

Average Time Spent Comparison Graph



Reduced Overhead

KEY TAKEAWAYS

Conclusion

1. Home Health is quickly moving from volume to value.
2. Wound care is a growth opportunity in this new regulatory environment.
3. Building a world class wound care program takes standardization, workflow efficiencies, education, and coordination of care.

Q&A

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