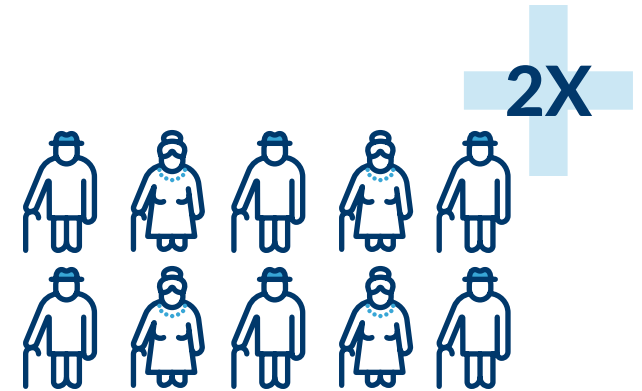




# HOSPICE TRIANGLE OF CARE: YOUR ROADMAP TO DELIVERING BETTER, QUALITY CARE

# MEETING NEW DEMANDS

According to the Population Reference Bureau, **the population of individuals over 65 years of age is estimated to reach 95 million by 2060, nearly doubling the number of elderly individuals recorded in 2018.<sup>1</sup>**



With an expanding elderly population, the need to streamline hospice care processes is increasing. Between medical review denials, inadequate Interdisciplinary Team (IDT) documentation, inefficient IDT meetings, and hospice survey deficiencies, the End of Life (EOL) care processes needlessly absorb time and resources that agencies cannot afford to waste.

Having a system in place to streamline and expedite Plan of Care (POC) and IDT is vital to meet the rising demands of the hospice industry.



**U.S. hospice market is expanding at a compound annual growth rate of 9%.<sup>2</sup>**

<sup>1,2</sup> Grandview Research (2019). Market Analysis Report.



# THE CURRENT STATE OF HOSPICE CARE



## Claims Review Denials

One hospice study indicates that **11 in 15 states denied more hospice review claims than they approved from 2017 to 2019.**<sup>3</sup> The grounds and justifications for denial include refutation of terminal diagnosis, invalidation of face-to-face encounter, rejection of the statement of election due to unmet regulatory documentation requirements, POC plan in violation of code of federal regulations, and more.



## Patient-Centric Technology

Some agencies are turning to automation technology for POC and IDT documentation, Health Information Exchange (HIE), and more. These patient-centric processes can be streamlined via an EMR solution. **In 2020, the EMR and EHR adoption rate reached 89%.<sup>4</sup> However, over 35% of physicians claim their EMR solution lacks user-friendly design.<sup>5</sup>**



## Hospice Survey Deficiencies

The recently mandated CAHPS survey exhibits deficiencies due to (a) disregard of the submission timeframe and (b) lack of completion by all visitors and IDT members. Without a method of assessing and motivating submission status, survey deficiencies will continue.

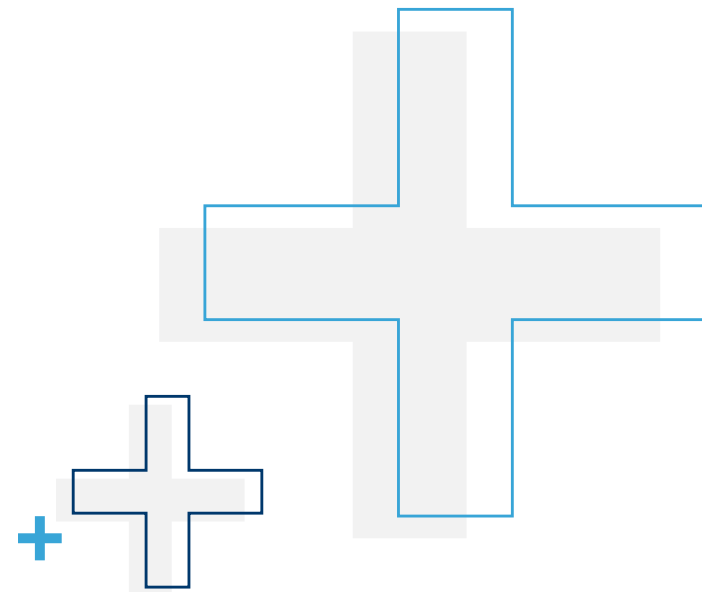
**#1 Reason for Medical Review Denial: Terminal Prognosis not supported.<sup>6</sup>**

<sup>3</sup>Gaboury, M. A. (2020). Top Five Hospice Medical Review Denials & How to Avoid Them.

<sup>4</sup>Moriarty, A. (2020). Does Hospital EHR Adoption Actually Improve Data Sharing?

<sup>5</sup>Dugar, D. (2020). Future of Electronic Medical Records: Experts Predict EMR Trends in 2021.

<sup>6</sup>Wehri, K. (2017). Hospice Top Five Survey Deficiencies & How to Avoid Them.





# THE TRIANGLE OF CARE:

## A NEW MODEL OF DRIVING CONSISTENCY & CONTINUITY

Having a plan of care roadmap in place for each of your patients is key to delivering better healthcare. KanTime has developed a roadmap to integrate personalized and consistent healthcare delivery within the expanding hospice market.

The **Triangle of Care** presents an optimized documentation process to ensure accurate information sharing with less time and resources.

### Benefits



No more prep-work for IDT meetings — user's consolidated notes from the patient's previous visit(s) are automatically pushed to the IDT meeting.



Everything you need is automatically pushed to the IDT Meeting.



Worrying about Medical Review Denials and Hospice Survey Deficiencies are a thing of the past.



# CONSISTENCY & CONTINUITY OF CARE



## ASSESSMENT

Start of Care Assessment CREATES the Plan of Care



## POC

Plan of Care DRIVES the Follow-Up Visits forcing documentation on every IDT Problem.



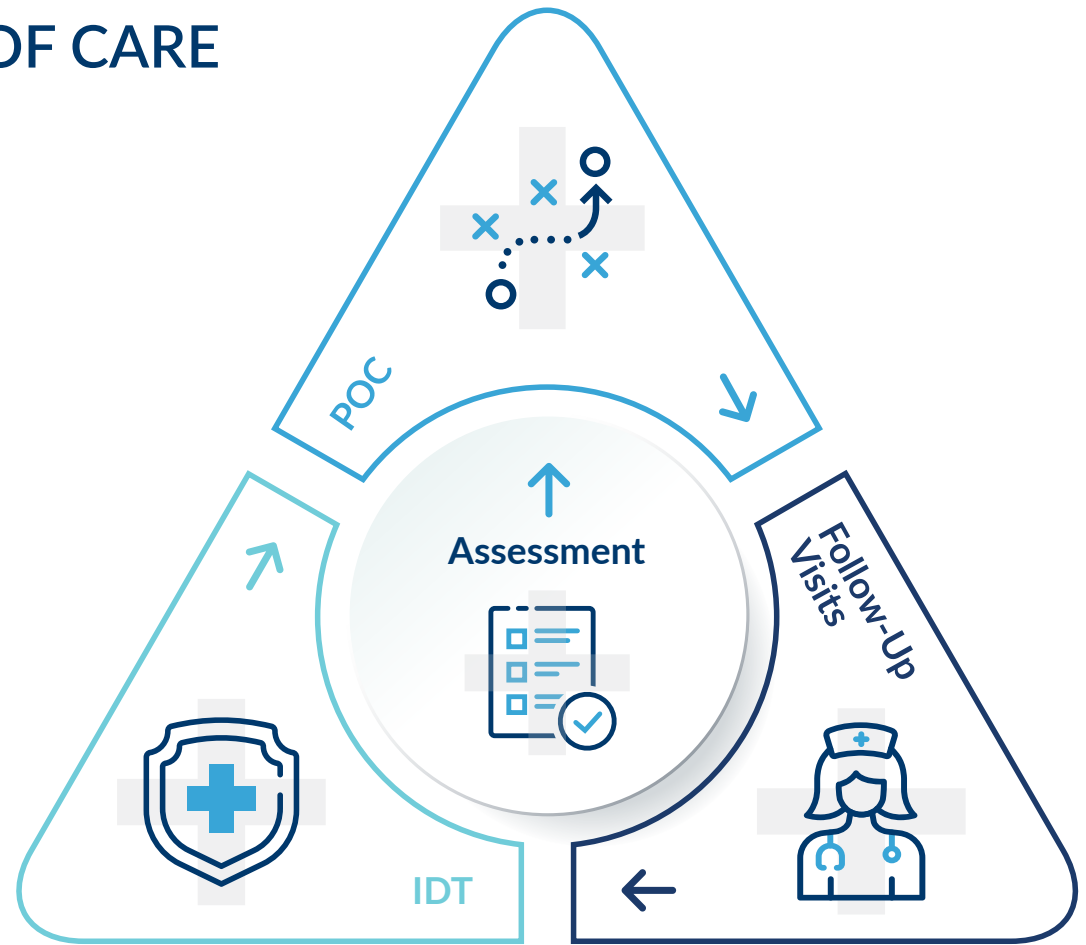
## IDT

Conditions of Participation and Conditions of Payment are met creating a CLOSED Triangle of Care.



## FOLLOW-UP VISITS

Associated IDT problem documentation is automatically PUSHED to the IDT Meeting.



## HOW IT WORKS

### POC

Patient assessment initiates POC. The details are documented in the patient's EMR to facilitate standardized care.

### IDT

This single source of truth is accessible during IDT meetings. The members discuss the data presented and coordinate care.

### Follow-Up Visits

As secure documentation of care accumulates, data can be compared to assess patient progress as a result of specific care practices.

# BETTER TECHNOLOGY, BETTER PRACTICES

## FEATURES AND MODULES THAT HELP YOU DELIVER BETTER END-OF-LIFE CARE

KanTime supports healthcare professionals in their daily activities of monitoring, caring, and documenting patient progress. This is accomplished via a fully integrated hospice management suite which offers several features.



### IDT Management

Seamless IDT management workflow gives you the power to have quick and efficient IDT meetings that address necessary topics and patient concerns.



### Auto Collection of HIS for HQR

KanTime's hospice software has direct interfaces with billing clearing houses such as Waystar and Ability. Transmit your claims easily through the push of a button.



### Bereavement Management

Customized Bereavement Management tools enable you to manage your own bereavement processes with follow up and alerts.



### Volunteer Management

Calculate hours needed to achieve the 5% volunteer service goal while assisting you in tracking, managing, and maintaining all schedules and services to ensure compliance.

# BETTER TECHNOLOGY, BETTER PRACTICES

## BENEFITS



### Simplified Billing

Our simplified billing features allows you to manage hospice benefit periods quickly and accurately and even track non-billable services such as volunteer hours.



### Advanced Reporting

Robust financial reports give you clarity into your revenue cycle permit month, hard closes, and even roll-up across all your branches and service lines.



### Secure Data

Rest assured knowing your data is stored in a cloud-based system and minimize the impact in case of any natural disaster or system outages. Data is encrypted at rest and in motion.



### Improve Compliance

KanTime's software is always up-to-date with the latest State and Federal regulations.







## SAVE TIME, INCREASE COMPLIANCE, & IMPROVE COMMUNICATION

Serving post-acute care since 2007, KanTime provides your agency with functionality, scalability, and flexibility delivered in a robust enterprise class system. From patient intake through billing and payments, our hospice management suite streamlines all aspects of your agency from beginning to end.

Get started today and discover  
the possibilities.

Request A Demo