



Client Spotlight

Succeeding in value-based care:

How The LTM Group rapidly decreased hospitalization rates of home health patients by leveraging WellSky® Insights



The LTM Group is a home-based care organization providing skilled home health, outpatient therapy, personal care, and hospice services to patients across Ohio, Indiana, and Michigan. The organization believes that the heart and soul of care is in the home and is very focused on empowering its 600 care team members to serve patients with the highest quality of care possible, regardless of where the patient is in their care journey.

With a deep focus on delivering value-based care across its service lines, The LTM Group partnered with WellSky to advance its data driven, patient-specific approach to how it delivers care in the home, ensuring the right level of care is delivered at the right time and that proactive care interventions occur without delay.

"Our number one goal is keeping patients safe and happy in their homes," states David Kerns, Chief Executive Officer of The LTM Group. "One of the biggest factors in our decision to switch our software was finding a partner that was as engaged and just as passionate about patient care and quality of care as we are. We're fortunate to have found that with WellSky."

"We're getting alerts in real time once the patient's hospitalization risk is increasing or decreasing, allowing us to...get the clinician out there at the right time"

David Kerns, Chief Executive Officer of The LTM Group

Using WellSky CareInsights and WellSky Value-Based Insights — advanced analytics solutions in the overall WellSky Insights suite — The LTM Group can

now analyze patient hospitalization risk, care setting suitability, and visit utilization to help ensure that the right care is delivered at the right time. Further, market intelligence insights help the organization understand and showcase its performance to referral and payer partners, expanding The LTM Group's ability to meet the needs of more patients in the communities it serves.

Performance highlight

32.8%

Reduction in monthly hospitalization rate over 3 months

"We're getting alerts in real time once the patient's hospitalization risk is increasing or decreasing, allowing us to shift our utilization and get the clinician out there at the right time to prevent that patient from going to the hospital," says Kerns. "It is making a profound impact on patient care."

To optimize its use of the WellSky Insights suite, The LTM Group has implemented several new practices with an emphasis on driving improved care outcomes and a better experience for its patients and employees. Some of the new process changes include:

- ✓ Timely calls to patients identified as high-risk
- ✓ Daily reviews of real-time patient hospitalization risk and hospice suitability
- ✓ Integration of predictive analytics into case conference processes
- ✓ Frequent review of clinician workload, outcomes, and engagement metrics
- ✓ Real-time clinical outcome analysis by payer and referral source to identify and mitigate hospitalization risks

The shift The LTM Group has made towards improving its quality of care has already created value in a short amount of time, as the organization has recognized a 32.8% reduction in the monthly hospitalization rate of

its home health patients. Kerns attributes this success not only to the WellSky solutions themselves, but also to the collaboration of all members of the team and their alignment around a common goal: keeping patients out of the hospital and in their homes.



Discover WellSky Insights

WellSky CareInsights for Home Health

WellSky CareInsights provides predictive measures of hospitalization risk, care setting suitability, and the likelihood of improving daily living activities, helping agencies identify high-risk patients and prioritize resources.

WellSky Value-Based Insights for Home Health

WellSky Value-Based Insights uncovers connections between an agency's performance and its opportunities to structure and participate in value-based agreements with payers and referral partners.



*"Everything that we do is done with the basis of providing patient-centered care. With WellSky, **we have transformed the way that we provide care at The LTM Group.** It has been a remarkable change in **empowering our clinicians and our leaders to shift to a more proactive, data-driven approach to care.** This has been the catalyst to improving our hospitalization rates and continuing our advancement into value-based care."*

David Kerns, Chief Executive Officer of The LTM Group

Learn more about how WellSky Insights solutions can help your agency **deliver better, value-based care.**

Request a demo!

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