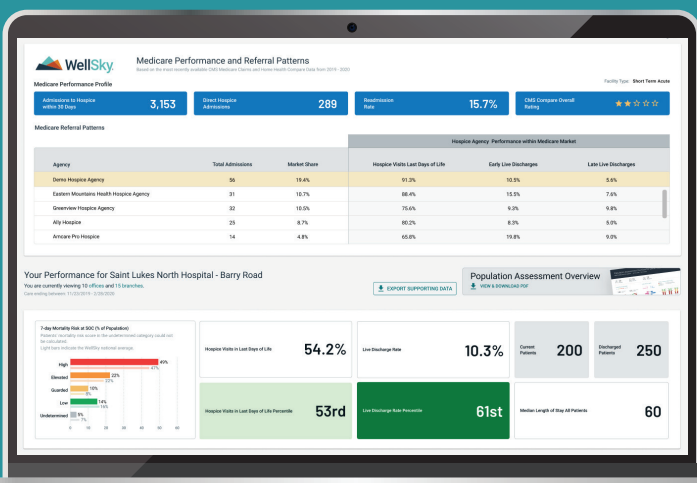


Achieve **competitive quality** and **accelerate growth** while delivering better care to patients

Hospice providers today face increased scrutiny over the quality of care they provide. The U.S. Centers for Medicare & Medicaid Services (CMS) continues to track and publicize agency performance within the Hospice Quality Reporting Program (HQRP), giving patients, families, and referral sources more transparency and influencing hospice provider choice. The emphasis on quality is likely to increase in the future, potentially impacting reimbursement for agencies.

Hospice providers need to understand how their performance is rated so they can establish and support effective Quality Assurance and Performance Improvement (QAPI) programs. However, most agencies do not actively track these quality metrics, or they use manual processes that rely on outdated claims data. This creates potential compliance and competitive risk and limits an agency's ability to demonstrate their performance outcomes.



WellSky Value-Based Insights for Hospice was built to help agencies thrive in this challenging environment. The solution tracks agency performance on key quality metrics across all locations, helping hospice providers identify areas of improvement and showcase their strengths to key referral partners, driving growth, and maintaining high-quality patient care.

Hospice agencies of all sizes can benefit from WellSky Value-Based Insights and improve clinical, operational, and financial performance.

The three components of the solution include:



Agency scorecard

The agency scorecard tracks your agency's performance across key quality metrics, allowing you to proactively implement improvements. The agency scorecard provides real-time performance data on:

- Comprehensive Assessment Measure
- Hospice Care Index
- Hospice Visits in Last Days of Life
- Live discharge rates

These key performance indicators, generated from your agency's EHR data, help you quickly pinpoint areas needing focused attention for clinical and quality performance improvement.



Referral Network Analysis

The referral network analysis provides you with a detailed overview of referral activities in your area, helping your agency understand the competitive landscape and where growth opportunities might exist.

With a complete view of the referral volumes and referral source activities within your region, the comparative data within the referral network analysis helps you identify the most realistic and probable opportunities for new referral partnerships, guiding focused business development efforts.



Performance Snapshot

The performance snapshot allows your agency to demonstrate its results and value to strengthen referral relationships and win new referral business.

The performance snapshot helps your agency quickly create and export a complete view of clinical performance data with one click. This simple, fast, and powerful process eliminates manual data gathering, allowing you to rapidly educate referral partners on patient outcome trends that demonstrate your agency's value.



Key benefits:

- Streamlined data analysis driving efficient QAPI program execution
- Increased efficacy of sales and business development
- Stronger alignment with referral partners to reduce the frequency of short lengths of stay
- Strategic census growth within competitive markets



WellSky Value-Based Insights is an integral component of the WellSky Hospice & Palliative platform to steer quality and accelerate census growth.



Quality-focused end-of-life care starts with **WellSky Value-Based Insights**. Request a demo today!

wellsky.com/demo | 1-855-wellsky | sales@wellsky.com