



Together

we can realize care's potential



home health | hospice | palliative | personal care

“WellSky® gives us **consistency of clinical documentation and excellence.**

Having a platform across your enterprise creates consistency and reduces clinical variability. **It’s critical to have a partner like WellSky.** You can’t do it on your own.”

John Kunysz, CPA, MBA, FACHE
Chief Executive Officer
Intrepid USA Healthcare Services





Moving to a cloud-based, enterprise-class solution has never been easier.

WellSky® is the leading enterprise-class, SaaS (Software as a Service) solution serving home health, hospice, palliative, and personal care organizations of **every size, including some of the nation's largest providers**. We are also software transition experts, helping hundreds of agencies every year move to our easy-to-learn, easy-to-use solutions. Our **100% web-based software** dramatically reduces costs while providing the flexibility you need to move your agency forward.

nothing to install | no server to maintain
no upgrades to schedule | rapid return on investment

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

A caregiver with dark hair, wearing blue scrubs, is smiling and holding a tablet computer. She is showing the tablet to an elderly woman with short, curly grey hair and glasses. They are sitting at a dark wooden table in a room with floral wallpaper and a window in the background. The text "See how WellSky® helps you realize care's potential" is overlaid in white.

See how WellSky® helps
you **realize care's potential**



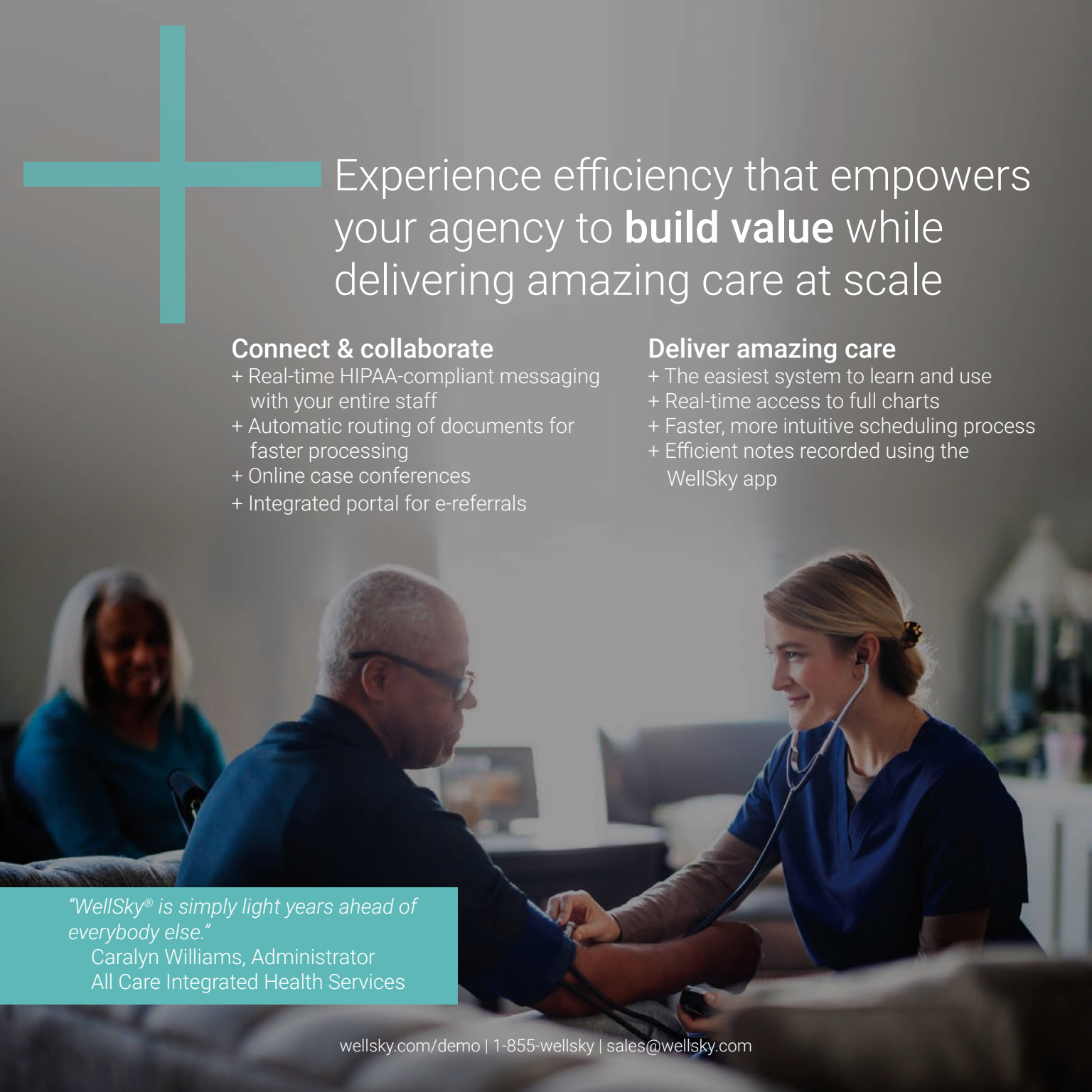
In the last 12 months alone,
American home health, hospice,
palliative, & personal care agencies
served more than

2 million patients
using WellSky®

Harness the power of next-level software, analytics, and services to drive better outcomes, lower costs, and improve collaboration across providers, payers, and health systems. WellSky is the innovative partner you need to achieve outstanding performance and bolster strategic growth — today and into the future of value-based care.

With WellSky, you'll experience performance that puts your agency on the path to success. Time-consuming and redundant processes that keep your team from delivering better care will be automated and standardized. And because WellSky is built for teamwork, your entire organization can communicate and collaborate to streamline coordination of care.

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Experience efficiency that empowers your agency to **build value** while delivering amazing care at scale

Connect & collaborate

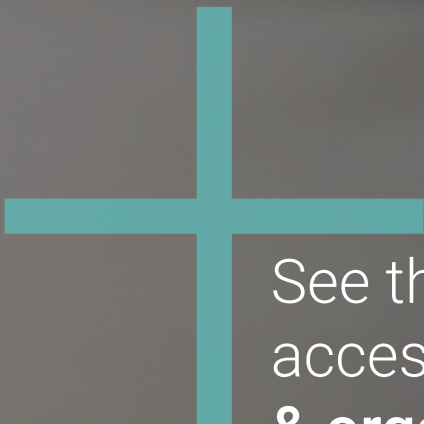
- + Real-time HIPAA-compliant messaging with your entire staff
- + Automatic routing of documents for faster processing
- + Online case conferences
- + Integrated portal for e-referrals

Deliver amazing care

- + The easiest system to learn and use
- + Real-time access to full charts
- + Faster, more intuitive scheduling process
- + Efficient notes recorded using the WellSky app

"WellSky® is simply light years ahead of everybody else."

Caralyn Williams, Administrator
All Care Integrated Health Services



See the big picture with access to key **financial & organizational insights**

Get deeper insight into your organization's operations and bring outcomes into focus for improved care, compliance, and financial performance. The results are better data, enhanced reporting, and consistent quality. And because your entire organization runs on WellSky®, you'll be able to manage multiple lines of business at once. You'll see the big picture and make decisions faster.

Data-driven decisions

- + Accurate financial and clinical data anytime, anywhere
- + Real-time executive dashboard
- + Automatic Medicare eligibility checks
- + CAHPS integration
- + Predictive analytics to prevent hospitalization from home health and support quality end-of-life care in hospice

Financial insights

- + Accrual accounting
- + Hard close
- + Reliable and accurate accounts receivable
- + Accelerated revenue cycles
- + Unified workflow for all claim types
- + Track your most important metrics and visualize trends with WellSky Business Intelligence for Home Health and Hospice

"It's nice to have a system that can combine the clinical side of my business with the financial side, and make both run more efficiently."

Jan Vandenburg, Owner
Metro Therapy Company



Training and support: the only measure of our success is **your** success

WellSky's approach to **training and support** is a big part of why we have a client retention rate of 99%. We offer flexible strategies that get your teams started quickly and maintain their skills over the long term.

- + Training of your entire staff by certified WellSky® trainers
- + Unlimited access to ongoing training in English & Spanish
- + Regional, in-person sessions on best practices
- + Weekly webinars on discipline-specific topics
- + Over 100 online videos available to view anytime from any device
- + Friendly phone/email support 12-hours every business day
- + 24/7 online user groups and forums
- + Extensive interactive help elements within our software

Explore WellSky®
software solutions

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

WellSky®

Home Health software

WellSky Home Health is the most widely used software in home health. We are passionate about helping our clients increase their efficiency, grow profit, improve communication, and coordinate care for their patients. With a 99% client retention rate, we are the trusted partner of agencies across the country. Our solution combines everything your agency needs into one comprehensive, web-based, mobile platform.

- + Home health's **first** web-based software
- + The **only** point of care suite known as The Clinician's Choice® for ease of use
- + The **only** software that integrates with WellSky CareInsights for Home Health, home health's leading predictive analytics tool to prevent hospitalization
- + The **only** home health software informed by the renowned experts at WellSky Services
- + Integrated physician portal that supports care plan oversight to increase referrals
- + Simplified scheduling with all visits by all disciplines visible on one calendar
- + Powerful billing, revenue cycle, and accrual accounting tools to accelerate cash flow

Request a demo at wellsky.com/demo

Extend the power of WellSky®

Home Health software

+ WellSky CareInsights for Home Health

Improve care and demonstrate quality metrics to referral sources with home health's most advanced and accurate care support solution. Powered by algorithms drawn from over seven million home health admissions, WellSky CareInsights for Home Health analyzes hospitalization risk, care setting suitability, patient visit utilization, and more.

+ WellSky Home Health Offline Point of Care

Empower your clinicians to work anywhere, anytime, even when disconnected from the web.

+ WellSky Home Health Electronic Visit Verification

Verify home health visits with a simple patient signature at point of care, giving administrators visibility on completed visits.

+ WellSky Business Intelligence

Make better-informed decisions with advanced analytics that help you generate more revenue, drive greater efficiency, identify patient trends, and expose evidence-based opportunities for clinical improvement.

+ WellSky Direct Secure Messaging

Communicate with security and confidence. Enjoy secure exchange of healthcare data across your agency and referral partners with unlimited capacity to send and receive information



+ WellSky DDE & Payer Connection

Connect to the portals of Medicare and non-Medicare payers. Eliminate thousands of dollars in lost monthly revenue with powerful claims-processing tools.

+ WellSky OASIS Analysis Plus

Improve your agency's OASIS accuracy and reimbursement. Gain insights to support better patient outcomes.

+ WellSky Benchmarks Plus

Strengthen relationships with referral sources with superior reporting tools that elevate your QA/QI program and allow you to monitor changes in quality measures.

Request demos of these WellSky solutions
at [wellsky.com/demo](https://www.wellsky.com/demo)

WellSky® CareInsights for Home Health

Home health's most advanced predictive care support solution

WellSky CareInsights for Home Health transforms EHR data into an intelligent care optimization and decision-making support solution that helps you proactively manage your patient population, improve outcomes, and maximize efficiency.

Powered by algorithms drawn from the data of over seven million home health episodes, WellSky CareInsights analyzes your entire patient population to present a comprehensive view of key factors that inform quality care:

+ Real-time hospitalization risk

Real-time visibility into your entire census allows administrative staff to deploy the right clinical resources at the right time so you can improve patient outcomes and decrease hospital readmissions. And you'll have the data to market your success and expand your referral relationships.

+ Care setting suitability analytics

If a patient's health is declining, home health may not be the right care setting. WellSky gives you data-driven support to discuss care setting with a patient's physician. For home health agencies that also provide hospice, this feature allows for thoughtful and efficient resource planning when the patient moves to that care setting.

+ Utilization insights

Drawing on vast historical data from the WellSky Home Health client network and information captured in the clinical record, the CareInsights Guidance solution provides customized visit frequency guidelines to balance patient needs with the realities of controlling costs. Clinicians also see the progression of a patient's visits and get alerted about possible LUPAs, removing the need to remember each threshold. This ensures the patient receives the appropriate level of care and the agency receives appropriate reimbursement.

+ CareAssist™

See insights where your clinicians need them most – right at their fingertips as part of their workflow. The CareAssist window is always just a click away, providing a real-time snapshot of a patient's clinical risk factors and social determinants of health.

"With WellSky CareInsights, Concierge HomeCare can provide higher quality care, create better outcomes, and separate ourselves from our competitors."

Linda Murphy, RN, BSN, COS-C, CDP, RN-BC
COO of Concierge Home Care

Request a demo at [wellsky.com/demo](https://www.wellsky.com/demo)

WellSky®

Hospice software

WellSky Hospice was built in collaboration with hospices to address the challenges agencies face every day. This software is a result of aligning real-world processes while making team members more efficient. WellSky Hospice is a comprehensive, integrated point-of-care and back-office software solution that is intuitive, clear, and hassle-free.

- + Web-based, fully mobile, and affordable
- + The **only** software that integrates with WellSky CareInsights for Hospice, the predictive analytics tool that supports better end-of-life care
- + The **only** hospice software informed by the renowned experts at WellSky Services
- + Interoperability to support better outcomes, improve workflows, and accelerate growth while meeting the requirements of advanced payment models and 2015 Certified EHR Technology (CEHRT) designation
- + Patient-centric intake and scheduling
- + Comprehensive clinical charting
- + Easy processing of manual or electronic payments for all payer types on one screen
- + Bereavement management
- + Streamlined scheduling for all disciplines, including volunteers, chaplains, and counselors
- + Exclusive WellSky Hospice Smart QAPI™ feature to design and track custom SMART goals

Request a demo at [wellsky.com/demo](https://www.wellsky.com/demo)

Extend the power of WellSky® Hospice software



+ WellSky CareInsights for Hospice

With the power of advanced data analytics, predict the hospice revocation and mortality risk for each of your patients. Increase skilled visits when patients and families need them most, take measures to prevent revocations at the right time, and ensure exceptional care at end of life.

+ WellSky Hospice Offline Point of Care

Empower your clinicians to work anywhere, anytime, even when disconnected from the web.

+ WellSky Hospice Electronic Visit Verification

Verify hospice visits with a simple signature at point of care, giving administrators visibility on completed visits.

+ WellSky Business Intelligence

Make better-informed decisions with advanced analytics that help your hospice generate more revenue, drive greater efficiency, identify patient trends, and expose evidence-based opportunities for clinical improvement.

+ WellSky Direct Secure Messaging

Communicate with security and confidence. Enjoy secure exchange of healthcare data across your agency and referral partners with unlimited capacity to send and receive information.

+ WellSky DDE & Payer Connection with NOE Tracker

Eliminate thousands of dollars in lost monthly revenue with powerful claims-processing tools. Quickly validate data, clarify eligibility status, and help your agency avoid penalties. Save hours on data entry/re-entry and appeals diligence.

+ ONC-Health IT 2015 Health IT Module Certification

Leverage interoperability to support better outcomes and power growth, with WellSky's certified electronic health record technology (CEHRT) for hospice.

Request demos of these WellSky solutions at [wellsky.com/demo](https://www.wellsky.com/demo)

WellSky® CareInsights for Hospice

Powering better end-of-life care with meaningful data



WellSky CareInsights for Hospice brings innovative machine learning technology to your hospice, so you can deliver better, more predictive end-of-life care for your patients. It is the first prognostic solution that gives you a real-time edge in detecting and improving patient outcomes, all in one central dashboard.

In the last seven days of life, on any given day, 42% of hospice patients have not received a skilled visit.* WellSky CareInsights for Hospice is changing that. By harnessing your team's existing clinical data, we can predict patient outcomes in advance, so you can focus clinical resources on the patients who need them most.

WellSky CareInsights for Hospice empowers providers with actionable and insightful clinical tools for long-term improved agency performance. Key features include:

+ Mortality likelihood prediction

Identify individuals in the last 7 days of life, so clinicians can begin additional care measures to ensure sufficient support to patients and families.

+ Revocation risk prediction

Identify patients who are at risk for revoking hospice, predict their revocation risk level, and help prevent it.

+ Patient-level insights

Access patient-specific data to optimize the work of your interdisciplinary team. Understand decline for specific patients, or across your entire census.

"Using WellSky CareInsights for Hospice, our organization now rates in the top 3% of hospices nationally for skilled care provided to patients at end of life. It is the only program with the predictive capabilities and insights that can help us improve on CMS quality measures."

Wendi Snell, RN

Director of Nursing, COO, and Co-Owner
Aspire Home Health & Hospice

Request a demo at wellsky.com/demo

* **Source:** CMS analysis of FY 2017 hospice claims data

WellSky®

Palliative software

WellSky Palliative is innovative software that empowers palliative providers to deliver expert patient care at the critical time of diagnosis and throughout treatment. From care planning to coding, WellSky Palliative technology delivers a solution that is purpose-built to assist providers in today's ever-evolving palliative care industry, helping them elevate care for people with chronic illnesses.

- + Configurable patient-centric encounter charting
- + Easy provider billing with a seamless claim process
- + Streamlined e-prescribing process with DEA-certified software
- + Personalized, discipline-specific care dashboards
- + Offline charting capabilities for constant documentation accessibility
- + Interoperability to support better outcomes, improve workflows, and accelerate growth while meeting the requirements of advanced payment models and 2015 Certified EHR Technology (CEHRT) designation

Request a demo at wellsky.com/demo

Extend the power of WellSky® Palliative software

+ WellSky e-Prescribing

Access the fully DEA-certified module that aids in streamlining the delivery of medications to patients who have chronic illnesses.

+ WellSky Mileage

Seamless and easy, WellSky Palliative's integrated mileage tracking solution gives administrators real-time oversight and immediate insight to accurately reimburse staff.

+ WellSky CRM

Leverage our fully integrated customer relationship management (CRM) module to grow your palliative program. Track all incoming leads and monitor lead conversions as potential patients become qualified referrals and active patients.

+ WellSky Secure Messaging

Increase care coordination, empower efficient communication between team members, and easily make critical documentation notes in patient records.

+ WellSky Billing and Revenue Cycle

WellSky's team of respected industry leaders is dedicated to advancing post-acute care and to helping improve your agency's profitability, quality, efficiency, and growth. Our market-leading billing and revenue cycle software and services power financial and operational success.



+ ONC-Health IT 2015 Health IT Module Certification

Leverage interoperability to support better outcomes and power growth, with WellSky's certified electronic health record technology (CEHRT) for palliative care.

Request demos of these WellSky solutions at [wellsky.com/demo](https://www.wellsky.com/demo)



WellSky®

Personal Care software

WellSky Personal Care is the leading, all-in-one, web-based platform for personal care providers. It combines in-home and virtual care solutions across care delivery, caregiver management, and back-office operations. With easy-to-use interfaces for desktop and mobile, WellSky Personal Care helps agencies reduce operational burdens, optimize care, and grow.

- + Custom forms to collect, store, & report on the data you need
- + Compliant Electronic Visit Verification solutions to meet state EVV requirements
- + Interactive e-learning system for training and skills development
- + Quick & easy billing, payroll, & payment processing
- + Simplified shift management to coordinate visits & caregivers, including automated scheduling
- + Easy communication with caregivers through mobile technology & Caregiver Mobile App
- + Change in condition tracking to reduce hospitalization & strengthen referral relationships
- + Recruit, screen, hire, & onboard caregivers easily
- + Marketing & customer relationship management (CRM) tools to increase referrals & grow
- + HITRUST CSF certified – third-party verification of HIPAA compliance, security, & privacy best practices

Request a demo at wellsky.com/demo

Extend the power of WellSky® Personal Care software

WellSky Personal Care offers the largest partner integration ecosystem, allowing agencies to differentiate themselves and optimize their operations. From onboarding to electronic claims, to employment screening, these partner integrations help maximize the WellSky Personal Care platform.

+ WellSky CareInsights for Personal Care

Assess each client's hospitalization risk with predictive analytics.

+ Payment processing with Worldpay

Invoice & collect with a click. Use e-payments to collect cash in days vs. weeks & reduce bad debt.

+ Employment screening with Checkr

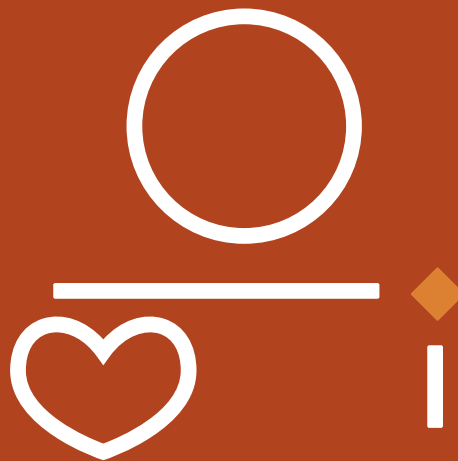
Easily run background checks on your applicants & caregivers with a click.

+ Electronic claims

Automate and simplify claims processing & revenue cycle management.

+ Caregiver training with CareAcademy

Interoperable activation, management, & curation of caregiver training.



+ Applicant tracking with Hireology

Seamlessly attract & hire more quality caregivers.

+ Virtual visits with Synzi

Connect with clients anytime with secure video conferencing, messaging, & remote monitoring.

+ Home Connect API

Link to partner organizations & technologies, automate processes, and standardize best practices.

+ Amedisys Care Coordination Program

Coordinating personal care & home health at scale.

+ Workers' Compensation and Liability Insurance

Leverage the safety features in WellSky Personal Care to reduce claim costs & insurance premiums.

Request demos of these WellSky solutions at [wellsky.com/demo](https://www.wellsky.com/demo)

WellSky® CareInsights for Personal Care

Creating value through predictive analytics to
improve health outcomes and drive new revenue



Personal care is changing faster than ever. In the next 10 years, the 65+ population will grow by 36 million people with 65% of the senior population having at least 2 chronic conditions. In 2021, there were 760 Medicare Advantage Plans offering home-based care services; if personal care spending reaches 1% of Medicare Advantage premiums, it will be a \$5+ billion market by 2030. This rapidly evolving market will require new capabilities from personal care providers.

WellSky CareInsights for Personal Care delivers vital population-level and client-level insights that inform individualized personal care decisions to improve client experience and outcomes.

WellSky CareInsights for Personal Care uses powerful predictive analytics to estimate a person's risk for hospitalization, allowing your agency to proactively manage your client population and succeed in value-based care environments. Care management staff get a snapshot of each client's risk factors and can use these powerful insights and context to proactively identify risks of a negative event before it occurs, and inform better, smarter, data-driven care to improve outcomes.

+ Improve delivery of care

WellSky CareInsights transforms data from WellSky Personal Care into an intelligent care optimization and decision support solution. Leverage your data to better identify care needs and maximize client & family satisfaction.

+ Keep clients out of the hospital

WellSky CareInsights analyzes your entire population to present a comprehensive view of key factors that inform quality care: hospitalization risk, social determinants of health, and visit utilization.

+ Drive long-term growth

Track and report on key value-based outcome metrics for your client population, using analytics to market your success to payers & key referral sources.

"WellSky CareInsights helps us quantify our impact in ways that are important to payers and healthcare delivery systems to demonstrate in-home care as a solution for reducing hospitalizations and lowering overall healthcare costs."

Ali Dean - Chief Care Officer,
New Horizons, Eugene, Oregon

Request a demo at wellsky.com/demo



Explore WellSky® Services

More agencies than ever before are discovering professional services increase accuracy, improve compliance, and strengthen quality. **WellSky® Services** is the largest and most experienced home health, hospice, palliative, & personal care services provider.



Advisory, Outsourced, and Professional Services: helping your organization grow and thrive

- + **Coding services:** save resources and increase reimbursement with improved coding accuracy and access to advanced business intelligence dashboards
- + **Revenue cycle services:** establish and maintain a healthy revenue cycle, driving efficiency and improving cash flow with WellSky's consultative and streamlined approach to billing
- + **CAHPS:** eliminate the headache of manual CAHPS reporting and gain on-demand access to survey results and benchmarking tools
- + **Education:** provide your team with in-person or online training and certifications to develop the necessary skills for delivering excellent care
- + **Operational consulting:** work directly with renowned experts to realize your strategic priorities, improve financial performance and staffing, and achieve agency-wide compliance
- + **Solution implementation and training:** work with WellSky technology experts to ensure successful software transitions and optimize software use within your organization's processes and workflows

Request more information about WellSky Services at wellsky.com/demo

A large, modern multi-story building with a glass facade and brown vertical accents. The WellSky logo is visible on the upper right corner of the building. The foreground shows a green lawn, a paved walkway, and some landscaping with small trees and bushes.

WellSky® is the largest acute, post-acute, and community care technology provider enabling caregivers across the continuum

About WellSky®

WellSky is a technology company leading the movement for intelligent, coordinated care worldwide. Our next-level software, analytics, and services power better outcomes and lower costs for stakeholders across the health and community care continuum. In today's value-based care environment, WellSky helps providers, payers, health systems, and community organizations solve tough challenges, improve collaboration for growth, harness the power of data analytics, and achieve better outcomes by further connecting clinical and social care.

WellSky's world headquarters are in Overland Park, Kansas.

Contact

wellsky.com/demo

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