



CASE STUDY

Using Data to Reduce Skilled Nursing Facility Readmissions Creates Better Patient Outcomes

For health systems across the country, readmissions have become a crucial metric. A health system's readmission rate is a key indicator of care quality and the effectiveness of discharge planning. Even more, Medicare has been penalizing hospitals financially for readmissions. In 2019 CMS penalized the vast majority of skilled nursing facilities (SNFs) on their Medicare payments for fiscal 2019 for poor 30-day readmission rates back to hospitals.

A large partnership of affiliated physicians in the northeast transformed its SNF referral process by acquiring the right data and making swift changes. As a result, patient outcomes improved, and the organization reaped financial rewards – a sharp contrast to the penalties most health systems face as a result of readmissions following patients' SNF stays.

INSIGHTS CREATE ACTION

To create a better SNF network for patients, this large physicians group enlisted help from Cedar Gate Technologies in 2018 to enhance its value-based care strategy. Using Cedar Gate's Value-Based Care Analytics platform, the client was able to provide the insight needed to plot its journey in becoming a high-performing value-based care organization.

Cedar Gate uncovered that 60% of patients were going to out-of-network SNFs. With this discovery, the group used the Value-Based Care Analytics application to uncover which facilities were performing well and delivering the best patient outcomes to create a tight network of preferred facilities.



By creating this network of preferred SNFs, the physicians were able to better control referral patterns and influence the overall performance of its Accountable Care Organization (ACO).

SMALL CHANGES MAKE A BIG IMPACT

With Cedar Gate's actionable insights, delivered through the Value-Based Care Analytics application, the physician group, the physicians group was able to make small changes that led to big results across the organization including:

- > Uncovering high-performing SNFs that on average cost 39% less than low performers
- > Achieving a 7% lower readmission rate by utilizing high-performing SNFs
- > Lowering patients' length of stay by an average of 10 days, a big indicator of quality
- > Reducing spend by \$1.9M over a 12-month period

The changes made to SNF referrals have been key in accelerating this physicians group's overall value-based care strategy. By using actionable insights provided by Cedar Gate's Value-Based Care Analytics application, they have the transparency and data needed to improve patient outcomes and contain costs throughout its network.

