

LHC VS COMPETITION

	LHC AGENCY	COMPETITOR 1	COMPETITOR 2	COMPETITOR 3	COMPETITOR 4
Quality of Patient Care Star Rating	★★★★★	★★★★☆	★★★★☆	★★★★★	★★★★★
How often home health patients had to be admitted to the hospital [a]	▲ 14.5%	▼ 18.7%	▼ 17.6%	▲ 13.7%	▲ 14.9%
How often patients receiving home health care needed urgent, unplanned care in the ER without being admitted [b]	▼ 17.6%	▼ 17.9%	▲ 12.4%	▲ 14.0%	▼ 16.4%
Avg Medicare Spend per Admit [c]	▲ \$4,071	▲ \$4,462	■ \$6,500	▲ \$5,478	▼ \$9,614
Medicare Admissions [d]	25	25	25	25	25
Recert Rate	▲ 45%	▲ 47%	▼ 71%	■ 63%	▼ 73%

COST USING LHC PERFORMANCE

Readmissions (a*d * 10,000)	\$	36,250	\$	36,250	\$	36,250	\$	36,250
ED Use (b * d * 1,500)	\$	6,600	\$	6,600	\$	6,600	\$	6,600
Medicare Spend (c * d)	\$	101,775	\$	101,775	\$	101,775	\$	101,775
	\$	144,625	\$	144,625	\$	144,625	\$	144,625

ACTUAL COST

Readmissions (a*d * 10,000)	\$	46,750	\$	44,000	\$	34,250	\$	37,250
ED Use (b * d * 1,500)	\$	6,713	\$	4,650	\$	5,250	\$	6,150
Medicare Spend (c * d)	\$	111,550	\$	162,500	\$	136,950	\$	240,350
	\$	165,013	\$	211,150	\$	176,450	\$	283,750

POTENTIAL SAVINGS

Readmissions (a*d * 10,000)	\$	10,500	\$	7,750	\$	(2,000)	\$	1,000
ED Use (b * d * 1,500)	\$	112	\$	(1,950)	\$	(1,350)	\$	(450)
Medicare Spend (c * d)	\$	9,775	\$	60,725	\$	35,175	\$	138,575
	\$	20,388	\$	66,525	\$	31,825	\$	139,125

TOTAL POTENTIAL SAVINGS USING LHC PERFORMANCE *Assumes ALL of Competitor's Admits move to LHC

Readmissions (a*d * 10,000)	\$	17,250
ED Use (b * d * 1,500)	\$	(3,638)
Medicare Spend (c * d)	\$	244,250
	\$	257,863

CMS Quality HHC 4/30/20 Release
ViaDirect Data: 1/1/19-12/31/19

SAVINGS PER ADMIT

\$2,579