

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	\$ 36,250
ED Use (b * d * 1,500)	\$ 6,600	\$ 6,600	\$ 6,600	\$ 6,600	\$ 6,600
Medicare Spend (c * d)	\$ 101,775	\$ 101,775	\$ 101,775	\$ 101,775	\$ 101,775

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	

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

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

SAVINGS PER ADMIT

\$2,579