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Don't Leave Money on the Table: 2021 QIP Collaborative

Post Call – April 5, 2022



Susan Wallace, MSW, LSW
President/CEO

Background

Last July, one-quarter of facilities statewide were excluded from the QIP, which translated to hundreds of thousands in losses for some organizations.

- For example, a 100-bed nursing home operating at the state average of 60% Medicaid occupancy whose QIP score fell into the bottom quartile would have lost over \$260,000 in Medicaid payments over the year.

LeadingAge Ohio worked to make sure members had the knowledge and skills they needed to boost their scores-- and their revenue. LeadingAge Ohio launched a six-month intensive that brought together finance, clinical and operations experts from across the state to boost QIP scores.

QIP Collaborative Goals

Financial Outcomes & Clinical Improvements



- Not leaving money on the table
 - Potential increase in Medicaid reimbursement of \$100,000 or more
- Education on the nuts and bolts of QIP and how money is tied to quality
- Hands on support to drive improvements through a formal PIP process
- Real-time monthly reporting
- Collaborative model will build upon monthly reporting
 - Discuss challenges and best practices
- Quality Measures will improve
- Health Inspection risk will be mitigated
- Meet current QAPI efforts
- Monthly CEU's for a total of 6

QIP Collaborative Goals

- Team-based education
- “Everybody teaches, everybody learns”
- Partnership between financial and clinical teams
- Nursing Home providers learned:
 - How the Quality Incentive Payment (QIP) is calculated for Ohio Medicaid reimbursement
 - How to manage and improve the quality measures to improve their reimbursement opportunities.
 - Financial measures and tools to improve processes and outcomes that will impact the quality measures.
 - Best practices and useful tips, tactics and resources.

RESULT

OVERALL NET FINANCIAL IMPACT FOR COLLABORATIVE
\$4 MILLION DOLLARS



Results

- Total of 36 participating facilities
- 27 facilities improved their financial impact
- \$4,012,836 financial gain
 - A couple facilities had significant events impacting their ability to fully participate
- Overall gain in knowledge across the clinical and financial teams
- Improvement in quality measures impacts five star ratings and survey risk
- Changes in processes that drive quality outcomes
- Shared learning from best practices

Financial Impact Calculation

Financial Impact Calculation – St. Margaret Hall

QIP Total Points – 14

Price Per Point - \$1.98

Calculated QIP Rate Per Day – $14 * 1.98 = \$27.72$

Total Medicaid Days – 9,053

Total Financial Impact - $\$27.72 * 9,053 = \$250,949$

Cash Flow Impact

7/1/22 to 12/31/22 - \$125,475

1/1/23 to 6/30/23 - \$125,475



Return on Investment

RETURN ON INVESTMENT

	FISCAL YEAR 2023							
	QIP Points Earned	0		10		14.5		22.5
	QIP \$ Per Day	\$0.00		\$19.80		\$27.55		\$44.55
	Annual QIP \$	\$0		\$303,534		\$422,342		\$682,952

*Based on 100 bed - SWA Occupancy - 60% Medicaid

	AVERAGE COLLABORATIVE IMPACT	
	QIP Points Earned	2.4
	QIP \$ Per Day	\$4.75
	Annual QIP \$	\$111,672

*Based on average points improved and average census days

BASED ON AVERAGE IMPACT PER FACILITY THE ROI – 7.5 DAYS

Return on Investment

So how many points do I need to improve in order to get the return on my investment???

Provider Name	Quality Incentive Points 2020	Quality Incentive Points 2021	Increase/ (Decrease)	Financial Impact
Four Winds Nursing Facility	15.0	15.5	0.5	15,561

Improvement of .5 (1/2 a point) resulted in a net financial impact of \$15,561, an initial investment of \$1,500 would be 10% of that result.

Collaborative Impact

First Meeting October 21, 2021 – Avg Points for the Collaborative –

9.7

Year End January 20, 2022 – Avg Points for the Collaborative –

12.1

25% Improvement



Average Points for 1st Quarter 2022 – 12.8

Collaborative Impact Per Quality Measure

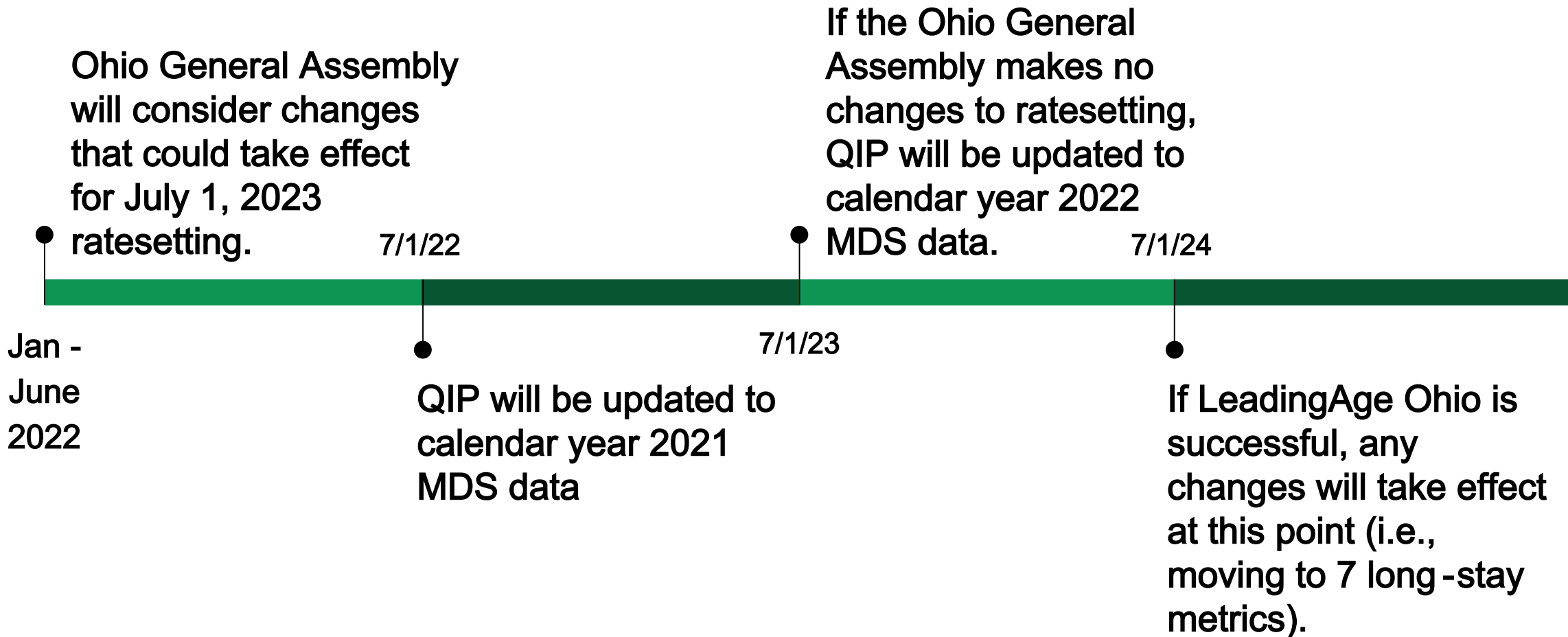
	Quality Incentive Points	High Risk Pressure %	Catheter %	UTI %	Mobility Decline %
2020 QM	9.7	7.1%	1.5%	3.9%	27.6%
2021 QM	12.1	7.1%	0.9%	2.8%	22.1%
Improvement	25%	0%	40%	28%	20%

Building Upon the Results

What the future holds

- Ohio will continue paying for quality
 - Proposed plan to expand quality measures used from 4 to 7
- CMS updating quality measure thresholds
- Teams want to continue to build upon success
- Support QAPI process
- Trains new leadership team members
- Learn best practices from the entire collaborative
- Mitigate survey risk
- Improve systems that drive quality

Key Dates



Next Steps

- Email Susan Wallace expressing interest
 - swallace@leadingageohio.org
- Registration will open up in April, watch for updates in the newsletter
- Join monthly Advocacy in Action call
 - Second Monday of each month - April 11 @ 10:00 AM
 - https://www.leadingageohio.org/aws/LAO/pt/sd/calendar/251194/PARENT/layout_details/false