Healthcare in Nursing Homes

Improving Care and Saving Money
Best Practices include Telehealth

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Skilled Nursing Facilities in Georgia

370 Centers  145 Rural
40,616 Beds  13,543 Rural
11% Medicare
73% Medicaid
16% Other
Nursing Home Residents

85% over 65 years of age
42% over 85 years of age
66.8 female/ 33.2 male
76% non-Hispanic white
Nationally 63% Medicaid
50% Dementia as a diagnosis
49% Depression as a diagnosis

CDC/NCHS 2014
Future

Those turning 65 years and older: 2/3 will need longterm care services
Kempler, Komisar and Alexihih 2005-2006

46% chance of spending time in a Nursing Home
Sillman and Lubitz 2002

American turning 65 today will incur $138,000 dollars in LTC costs
Favreault and Dey 2015

Number of American turning 65 will double from 40.2 million in 2010 to 88.5 million in 2050
U.S. Census Bureau 2012

South leads the nation in the number of nursing homes and other long term care services.
CDC/NCHS 2014
Costs of Care

• Facility: Case Mix Index
• Services
  Physician
  Therapy
  Pharmacy consultation
  Wound care
  Hospitalizations
• Transportation
• Pharmaceutical costs
Practice of Medicine Through Electronic Means

Rule 360-3-.07. Practice Through Electronic or Other Such Means

O.C.G.A. § 50-13-4(a)(3)(A), (B), (C) and (D).

Licensees practicing by electronic or other means will be held to the same standard of care as licensees employing more traditional in-person medical care. A failure to conform to the appropriate standard of care, whether that care is rendered in person or via electronic or other such means, may subject the licensee to disciplinary action by the Board.
Presentation of Patient

- Operate the equipment
- Can be a CNA
- Organized/Prepared for visit
- Physician is responsible for the record keeping
- Presentation site can bill
- Physician can bill
Physician Services

Physician shortage

Many Nursing Homes employ the physicians and other providers

Medical Director intimately involved

Managed Care physicians or NPs cover huge areas by phone
Transportation

• Cost dollars

• Cost:
  Disruption of Routine
  Lack of Continuity
  Lack of Care
  Complications
Exhibit 1: Medicaid Non-Emergency Medical Transportation Trips In 32 States, By Treatment Type (November 2015 Year-To-Date)

Source: LogistiCare Solutions, Medicaid Gross Trips by Treatment Type (November 2015) (data available for 32 states).
Discourages Using Telehealth

Incentivized Transfer:
  Staffing
  Hospitalization
  Liability

Emergency Medical Services:
  Paid to transport
  Non-emergent returns
Behavioral Health Services through Electronic Means

CareNow Services:

Board Certified Psychiatrist, Psychiatric NPs, LCSWs, LPCs in rural nursing homes

Psychiatry services which include comprehensive initial consultation, medication management, continued therapy as needed.

Crisis Management 24/7

Work with the team including families

In-service education for staff and collegial relationship with physicians
Advantages of CareNow TelePsychiatry Porgam

- Mental health consultation to rural nursing homes.
- No travel time or expense.
- Crisis phone calls can become full evaluations for improved outcomes.
- Lower unnecessary ER visits for high risk behaviors.
- Can complete involuntary commitments to improve milieu safety.
- Control polypharmacy and antipsychotic medication utilization.
Conducted surveys with nursing facility staff and psychiatrists

Telepsychiatry processes well accepted by nursing facilities and staff

- Psychiatrists find telemedicine is a reliable tool

- I am satisfied with the overall quality of telemedicine
- Telemedicine Technology is simple, easy to use and reliable
- The interaction between the provider, patient and NF staff...
- Telemedicine reduces travel time and improves productivity and...
- Evaluations through telemedicine are as reliable and accurate as...
- Timely psychiatric assessment of patients through telemedicine...
- Telemedicine facilitates quicker provision of psychiatry services...
- Telemedicine is an effective tool for follow-up consultation of...
- Telemedicine is an effective tool for initial diagnostic...
- Telemedicine increases the availability of psychiatry...

**LEGEND:**

- 5.0 - Strongly Agree
- 4.0 - Agree
- 3.0 - Neutral
- 2.0 - Disagree
- 1.0 - Strongly Disagree
Attending Physician Services

• Immediate evaluation on admission
• Prompt post hospital follow up
• Effective call coverage
• Consultation with families
• Consultation with physical therapy
• Ophthalmology evaluations
• Wound care
• Evaluation before ER transfer
Revenue Opportunities

Family Visits
Ombudsman Visits
Special Events:
  Church Services
  Graduations
  Weddings
Urgent Care in Underserved Communities
Summary

Authorize a high quality study of cost savings of telehealth vs no telehealth homes

Give enhanced Case Mix Index for substantial use of telehealth that results in decreased ER, hospitalization and transfer

Recognize physicians and homes that have low re-hospitalization rates

Recognize homes that use telehealth for specialty consultations and pre-op and post-op follow up

Incentivize appropriate transfer by restructuring EMS payment