

Welcome to the Webinar

All attendees are on mute - to ask a question, please type it into the Q&A box in the control panel on your screen

You can download the slides from this presentation at:

http://www.zurickdavis.com/ZurickDavis_industry_insights.php

OR

<http://tinyurl.com/ZD-webinar>

If you would like to minimize the control panel so that you can see more of the screen, click on the white arrow in the small orange box and the control panel will be minimized. You can click on the arrow to open the panel to type in a question.



The Changing Face of Post-Acute and Long-Term Care

SCOTT PLUMB, PARTNER

STRATEGIC CARE SOLUTIONS

617-448-0429

SPLUMB@STRATEGICCARES.COM

The Changing Face of Post-Acute and Long-Term Care

How Providers, Consumers, and Payers Interact to
Produce New Models of Care

Or

We All May Be Lost, But We're Making Record
Time!!

The Past

- Limited Continuum of Care: Facility Dominance (e.g. Long Term Care Insurance Policy Limitations)
- Segregated Payers and Providers
- Cost-Based Reimbursement Systems: Lack of Appropriate Fiscal Incentives: More Services and Higher Costs
- Passive Consumers

The Present

- Expanded Care Continuum: More Choices
- Emergence of Home and Community-Based Care
- More Integration in Payers: Dual-Eligibles Programs
- Standard Payments to Public Providers: Transfer of Risk: All-Inclusive Care
- Educated Consumers: Heightened Expectations and Use of the Internet

The Future

Womb to Tomb Care: Full Integration

Risk Sharing: Accountable Care Organizations

Bundling of Services and Costs: Post Acute Care

Provider Diversification and Concentration

Emergence of Self Help Models: Naturally Recurring
Retirement Communities, Nursing Homes Without
Walls

The Challenges to Network Participants

Providers: Survival (LTC), Quality is King, Transparency and Data-Driven Care

Payers: Download Risk, Manage Hand-Offs, Provide Appropriate Incentives, Tie Payment to Quality

Consumers: Appropriate Advocacy (e.g. Discharge Planners), Monitor Quality of Care, Use of Care Managers, Financial Planning

Thank you!

We hope you enjoyed this presentation. To make sure you receive invitations to future Webinars, follow us:
@ZurickDavis

A copy of the presentation slides can be downloaded at:
www.zurickdavis.com/ZurickDavis_industry_insights.php
OR
<http://tinyurl.com/ZD-webinar>

We will be posting the recording at the same location on our Website within the next day so you can access it.