FROM FINANCIAL PAIN TO ROBUST RECOVERY

CLIENT

$1 Billion SNF operator
200 locations in 24 states

How data powered a $30 million turnaround for a national Skilled Nursing Operator

A $1 billion operator of Skilled Nursing Facilities was in urgent need of financial rehab.

Running at a steep annual loss, the company faced daunting challenges: low margins, declining enrollment and turmoil around sweeping changes in payment models, complicated by limited visibility into critical cost areas such as nursing, staffing, food and supplies.

The prognosis was not rosy. But with help from Quantified Mechanix, the company moved from financial jeopardy to thriving good health, in just three years.

Combining operational, clinical and financial data into actionable analytics, our solution enabled the company to achieve better cost management and increased per-patient reimbursement—even as the industry continues to face significant negative market trends.

Delivering vital services while struggling to survive

Like other SNF operators today, our client was strained on multiple fronts—pressured to reduce costs while improving outcomes, with growing competition, in a new, dramatically changed payment environment.

Their focus on quality patient care remained as strong as ever. But without relief from its financial and operational stresses the company's very survival was at risk.

Issues

- Thin margins
- Falling occupancy rates
- Growing competition from alternative care options
- Transition to value-based payment model, rewarding quality over quantity
- Changing reimbursement models from PDPM
- CMS rankings driving referrals and occupancy

> *Facilities are missing key opportunities for reimbursement. Based on industry benchmarks, this can add up to 10% or more.*

Eric Lealos, Quantified Mechanix

> *Quantified Mechanix delivered MDS Assessment data into the hands of people who could use it. This created a new capability for our Assessment Coordinators, helping us **manage compliance risks, identify missed reimbursement opportunities and drive faster, better decisions** through new information-driven analytical tools.*

Director of Compliance

From disparate data to business value

Quantified Mechanix, an analytic consultancy specializing in customized solutions for Skilled Nursing Facilities, came to the company with a mission: where to start, what data to begin with, and what to deliver to the business to reveal opportunities for optimizing revenue, controlling costs, and improving operational efficiencies.

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*The industry is changing, requiring Skilled Nursing Operators to drive more effective care much more efficiently than in the past. Quantified Mechanix brought data together from all of our critical operational systems and produced dashboards that have helped us manage that change. **Over the course of 3 years we made tremendous progress and turned around our operations to the tune of 30 million dollars.***

Vice President of Operations

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Using an integrated data and AI platform to consolidate operational, financial, clinical and CMS data, we created an analytics application that brought this critical information together, and put it in the hands of decision makers across the system for the first time.

Problems solved

By harnessing the power of data, Quantified Mechanix was able to help the company serve their residents in sustainable ways.

- **Consolidated, easily accessible reporting** of clinical, staffing, operations and financial data systems

- **Continuous improvement in resource allocation**: staffing, equipment, outside contractors, supplies

- **Increase efficiency** while improving quality of care

- **Managing labor costs**, by optimizing licensed staff mix and minimizing overtime

- **Capture the full value** of service with PDPM

- **Aligning costs** of labor, food and nursing supplies with patient census and case severity

- **Identifying key clinical data** for improving outcomes: Length of stay by condition, readmittance rates, intake assessment accuracy, alternative treatment success rates

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5-STAR EXPERTISE IN 5-STAR RATINGS

Understanding how performance and operations data affect quality is key to higher CMS star ratings, which drive occupancy and reimbursement rates. Quantified Mechanix helps SNFs navigate the ranking system by:

- Providing insight into key factors impacting star ratings, including:
  - Staffing mix
  - 15 measures of resident health
  - Patient safety, physical hazards, cleanliness, regulatory compliance

- Identifying inspection trends by state

- Organizing your clinical and financial data in a way that meaningfully displays your value proposition

- Stabilizing referral relationships and cultivating new partners

- Understanding how you stack up against your competition standing

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*Quantified Mechanix developed capabilities to link and analyze vast amounts of information, providing financial and operational insights—not just data—to our front-line operators. Instead of being buried in data, our operators now are able to make critical decisions more quickly and accurately. **This saved my team hundreds of hours every month, and freed my team up to focus on things that could change business outcomes.***

Vice President of Finance

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About Quantified Mechanix

Quantified Mechanix is an analytics consulting company founded in 2004, bringing deep descriptive and predictive analytics capabilities, including AI, to provide SNF clients with solutions for automation, timeliness, reliability, accuracy, and insight. We know the skilled nursing industry, we're familiar with the systems you use, we understand the data and we know how to get value from it.

IBM systems experts

Specialists in reselling and implementing IBM Analytics, Quantified Mechanix offers deep expertise in Healthcare. We are experts in deploying IBM Cloud Pak® for Data, which provides healthcare organizations an analytic platform with all the benefits of the cloud, the performance of dedicated resources, and the security of controlling your sensitive data.

About IBM Cloud Pak® for Data

IBM Cloud Pak® for Data is a fully integrated data and AI platform that modernizes how businesses collect, organize and analyze data to infuse AI throughout their organizations. Cloud native by design, the platform unifies market-leading services spanning the entire analytics lifecycle. From data management, DataOps, governance, business analytics and automated AI, IBM Cloud Pak for Data helps eliminate the need for costly, and often competing, point solutions while providing the information architecture you need to implement AI successfully.

Solutions deployed for this client

EHR/EMR
- Point Click Care
- Netsmart/Allscripts

Payroll/Labor/Time
- Kronos

Financial
- Infor/Lawson
- Workday
- Kaufman Hall

Revenue Cycle Management/ Billing/Scheduling
- ContinuLink/Complia Health

Contact info

Eric Lealos
(952) 484-7321
elealos@quantifiedmechanix.com

Andrew Mullin
(952) 484-8159
andrew@quantifiedmechanix.com

Quantified Mechanix
7730 Laredo Drive #943
Eden Praire MN 55317

QUANTIFIED MECHANIX