

# 5 Cost Savings Strategies You Can Count On



As payors move more care to the home, here are five strategies plan should consider to drive cost savings:



## **Optimal Site of Care**

Identifying the appropriate time to transition to the next site of care.



## **Readmissions Management**

Continued engagement and coaching to avoid unnecessary readmissions, improve adherence, and adapt care plans in real-time.



## **Quality Provider Networks**

Matching members to quality providers to improve outcomes.



## **Coordinate the Right Care at Home**

The approval of the right setting and services in a timely fashion.



## **More Care in the Home**

Moving more care to the home for members who utilize more costly therapies.



## **CareCentrix Solutions Can Help Drive Cost Savings**

CareCentrix leverages a home-centered approach that combines *HomeFirst Analytics* and personalized care to deliver the right care at the right time from hospital to home.

In addition to these five strategies, CareCentrix solutions can come with a financial guarantee that scales by membership growth. Our single platform of multiple home solutions increases your ability to offer more integrated care resulting in better member experience by reducing the risk of gaps in care.



**Empowering  
Health at Home**

For sales inquiries, call: 1-888-839-5122 |

# 1 Strategy One Optimal Site of Care



**Drive cost savings by ensuring smooth transitions and continued access to care in the home to keep members out of the hospital.**



**Optimal Site of Care**



**Readmissions Management**



**Quality Provider Networks**



**Coordinate the Right Care at Home**



**More Care in the Home**

## ● Transition of Care

Leveraging analytics with a home-first approach will identify the right time to direct members to the appropriate next site of care.

- 80% of members could recover at home instead of SNFs.
- 85% of sleep testing can be performed in the home.

*Source: 2023 CareCentrix Data*

## ● HomeFirst Analytics

*HomeFirst Analytics* identifies the appropriate time to direct members to the next site of care, including the home.

## ● Reduction in SNF and Hospital Days

Higher member satisfaction receiving necessary treatments in the comfort of their home with an 18% reduction in total Skilled Nursing Facility (SNF) days.

*Source: 2020 Avalere Study*



**Reduction of Targeted Facility Spend**

when infusions are conducted in the home\*



**Savings When Sleep Testing is Conducted in the Home\***

This is done by using member data and our robust *HomeFirst Analytics* to determine the optimal site of care for every member based on their unique SDoH and care needs.

*\*Source: 2023 CareCentrix Data*



**Empowering  
Health at Home**

**For sales inquiries, call: 1-888-839-5122**

# 2 Strategy Two Readmissions Management



Drive cost savings through continued engagement and coaching to avoid unnecessary readmissions, improve adherence and adapt care plans in real-time.



Optimal Site of Care



Readmissions Management



Quality Provider Networks



Coordinate the Right Care at Home



More Care in the Home

- **Identifying SDoH Needs**

HomeFirst Analytics proactively identifies and addresses SDoH needs to reduce unnecessary readmissions.

- **Member Engagement**

Personalized engagement with our nurse coaches who check in with the member, educate and provide caregiver support. Through our monitoring system, we proactively connect members to the services and resources they need.

- **Medication Reconciliation**

Ensuring that members understand how to take their medications and reduce medication errors and discrepancies post-discharge. 95%+ medication reconciliations for contacted members are completed within 30 days of discharge.

Source: 2023 CareCentrix Data



\*Source: "Cost and Outcomes Assessment of Post-Acute Care Interventions," 2020 Avalere Study



Empowering  
Health at Home

For sales inquiries, call: 1-888-839-5122 |

# 3 Strategy Three Quality Network Management



Drive cost savings by matching members to high-quality providers that meet their needs.



Optimal Site  
of Care



Readmissions  
Management



Quality Provider  
Networks



Coordinate the  
Right Care at Home



More Care  
in the Home

- **HomeFirst Analytics**

*HomeFirst Analytics* delivers personalized care insights to guide the transition to a post-acute facility care or the home. With *HomeFirst Analytics*, members can be assured they will be connected to providers that will meet their needs.

- **Provider Scoring**

Collaboration and feedback with network providers and score carding, identifying risk-adjusted outliers for cost per member, cost per episode and more.

- **Administrative Costs**

Reduction in overall administrative costs for network teams and plans.

- **Service Validation**

Ensures members are satisfied with care outcomes.



Healthcare organizations have already increased or are looking at ways to increase more care in the home with value-based provider contracting.

Source: CareCentrix Payor Research, 2020

## Our National Network of High-Quality Providers

- **Home Health:** 2.7K home health providers nationwide
- **DME:** 3.5K+ DME providers nationwide
- **Home Sleep and Respiratory:** 2.3K+ providers
- **Home Infusion:** 500+ Home Infusion providers



Empowering  
Health at Home

For sales inquiries, call: 1-888-839-5122 |



# 4 Strategy Four Coordinate the Right Care at Home



Drive cost savings through the approval of the right services and providers in a timely fashion.



Optimal Site  
of Care



Readmissions  
Management



Quality Provider  
Networks



Coordinate the  
Right Care at Home



More Care  
in the Home

- **HomeFirst Analytics**

*HomeFirst Analytics* provides personalized insights to determine the appropriate level of services for optimal outcomes.

- **A Collaborative Approach with Your Clinical Team**

CareCentrix works with members' existing care teams when appropriate to ensure continuity of care. With the optimization of data and experience to provide the best, most personalized care possible, *HomeFirst Analytics* helps more members heal and age at home through proprietary analytics and data.

- **HomeBridge®**

Proprietary coordination portal for providers to submit requests with a streamlined authorization process to ensure on-time starts of care and better member and provider experience.

99%  
**On-Time Starts**

for home health services for each member  
with our intuitive HomeBridge platform.

Source: 2023 CareCentrix Data



**Empowering  
Health at Home**

For sales inquiries, call: 1-888-839-5122 |

# 5 Strategy Five More Care in the Home



**Deliver care to the home for members who require more costly therapies and support.**



**Optimal Site  
of Care**



**Readmissions  
Management**



**Quality Provider  
Networks**



**Coordinate the  
Right Care at Home**



**More Care  
in the Home**

**Explore how opportunities for savings could come from moving more care to the home for populations who need specialized care.**

- **Home Infusion**

Less than 2% of the population uses specialty drugs, but it makes up 20%+ of total health plan medical spend. Redirecting infusion treatments to the home can help health plans reduce their costs.

- **Home-Based Palliative Support**

Over-medicalized care for members with serious illness can account for nearly half of a health plan's total medical costs. Implementing a home-based palliative support program can not only help to reduce costs, but it can improve the quality of life and experience for members with serious illness.

Through network and utilization management and leveraging optimal site of care, we provide:



**Reduction of Targeted Facility Spend for Home Infusion\***



**Savings on Total Medical Costs**  
for members with serious illness\*

\*Source: 2023 CareCentrix Data



**Empowering  
Health at Home**

**For sales inquiries, call: 1-888-839-5122**