



Hospice Pharmacy Solutions *The Impact of Evidence-based Practices on Current and Future Hospice Trends*

Cordt T. Kassner, PhD
CEO, Hospice Analytics

12/13/17

Introduction & Background

▶ Cordt T. Kassner, PhD

CEO
Hospice Analytics
2355 Rossmere Street
Colorado Springs, CO 80919
P: 719.209.1237
E: CKassner@HospiceAnalytics.com
W: www.HospiceAnalytics.com



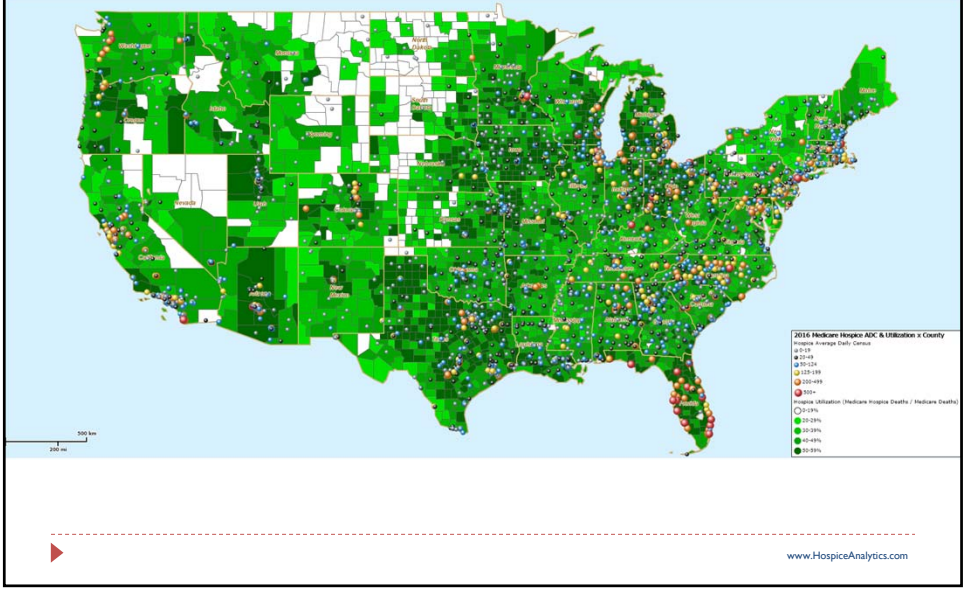
Potential Conflicts of Interest

- I have MOUs in place with approximately 30 state hospice organizations.
- Hospice Analytics is a research / business intelligence company that sells information, including provider and county level competitive hospice information and physician reports.
- I serve on the Board of Directors for CHAP and the Illinois Hospice & Palliative Care Organization, and have served on three CMS Technical Expert Panels on hospice quality.

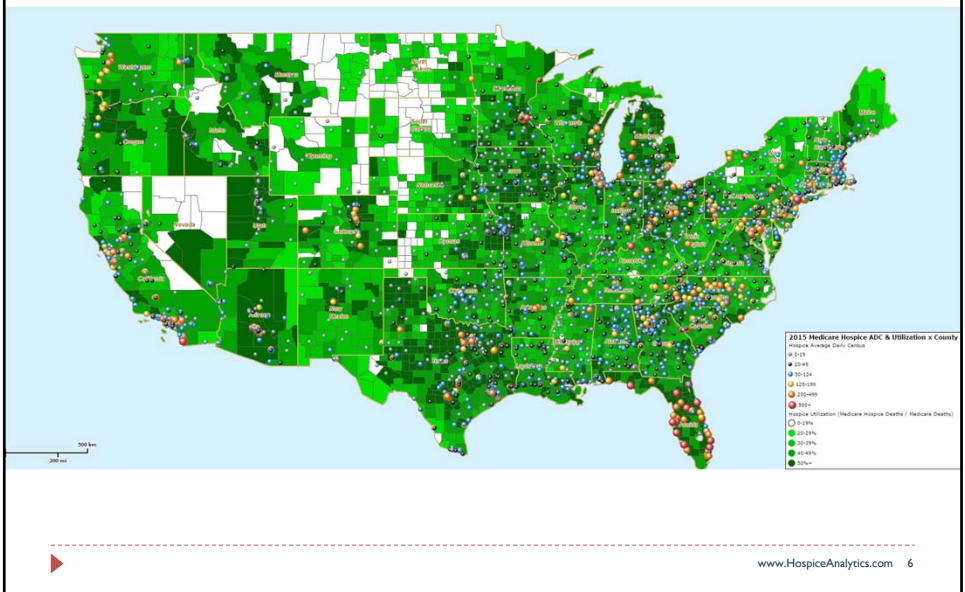
Evidence-based Practices in Hospice & Palliative Care



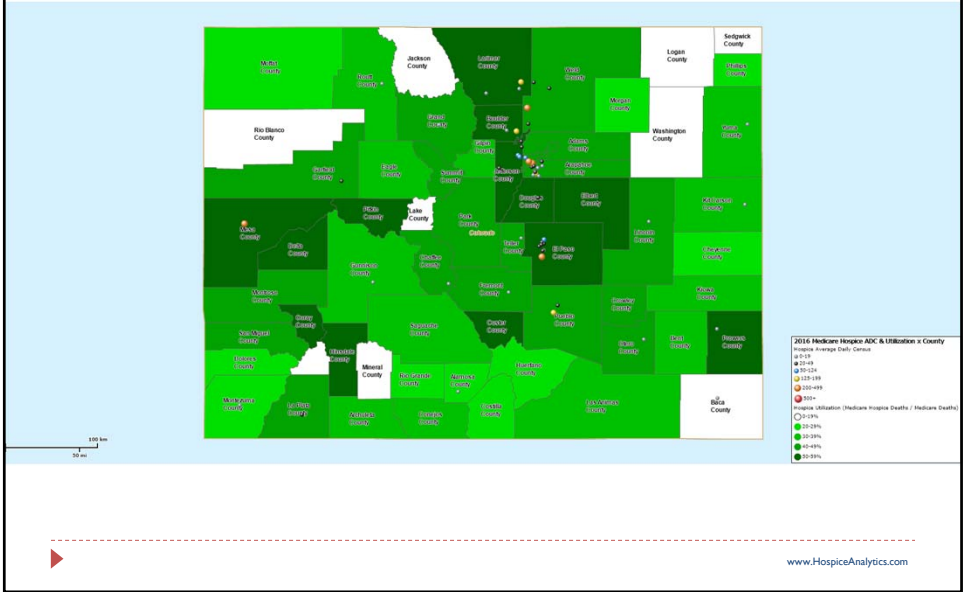
2016 Hospice Utilization (Medicare Hospice Deaths / Total Medicare Deaths)



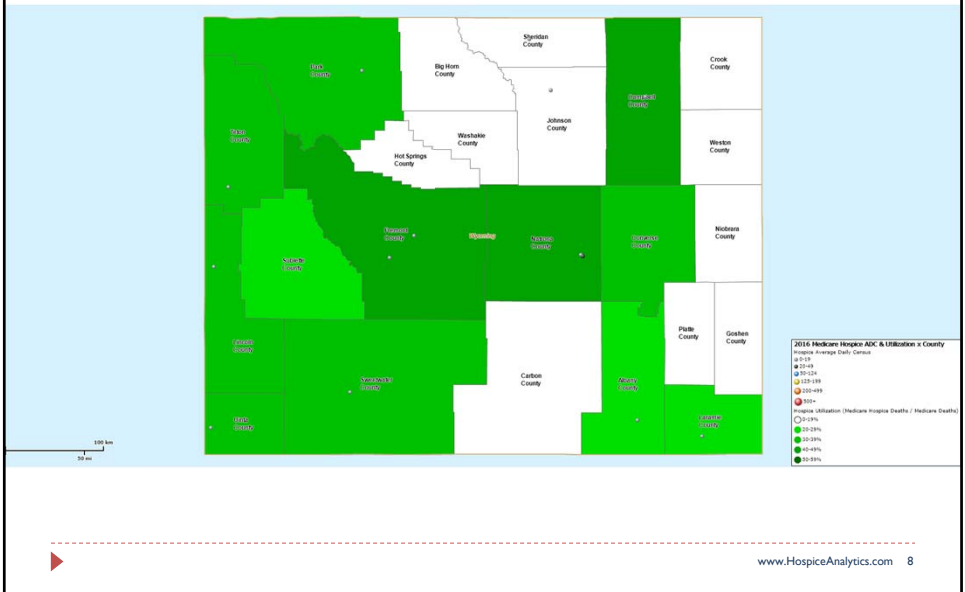
2015 Hospice Utilization (Medicare Hospice Deaths / Total Medicare Deaths)



2016 Hospice Utilization - CO (Medicare Hospice Deaths / Total Medicare Deaths)



2016 Hospice Utilization - Wyoming (Medicare Hospice Deaths / Total Medicare Deaths)

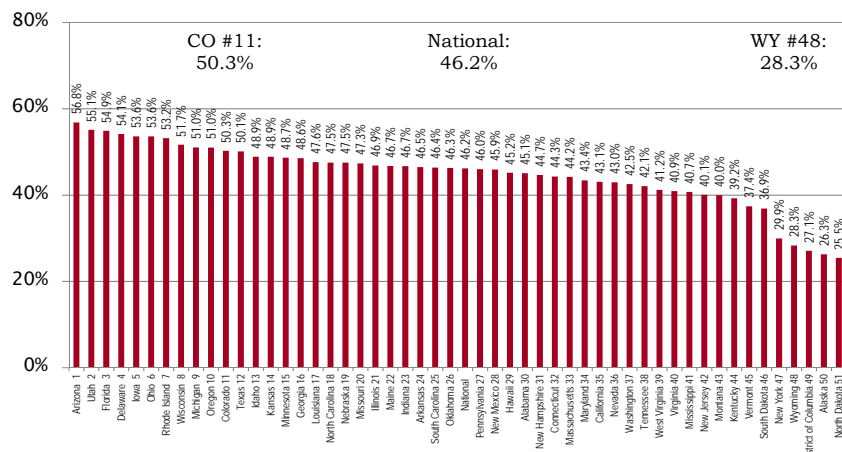


2016 Demographics & Hospice Utilization

	Colorado	Wyoming	National
Population	5,540,545	585,501	323,105,049
Total Deaths (2015; 2016 NA)	35,126	4,530	2,624,325
Medicare Beneficiaries	857,582	103,559	58,437,242
Medicare Beneficiary Deaths	29,200	3,727	2,187,468
Medicare Hospice Beneficiary Admissions	20,015 68.5% of Medicare deaths	1,309 35.1% of Medicare deaths	1,402,100 64.1% of Medicare deaths
Medicare Hospice Beneficiary Deaths	14,680 50.3% of Medicare deaths	1,055 28.3% of Medicare deaths	1,010,180 46.2% of Medicare deaths
Medicare Hospice Total Days of Care	1,381,008 Days	50,915 Days	97,989,867 Days
Medicare Hospice Mean Days / Beneficiary	69 Days	39 Days	70 Days
Medicare Hospice Median Days / Beneficiary	25 Days	12 Days	24 Days
Medicare Hospice Total Payments	\$233,164,057	\$8,958,090	\$16,335,796,030
Medicare Hospice Mean Payment / Beneficiary	\$11,649	\$6,833	\$11,655

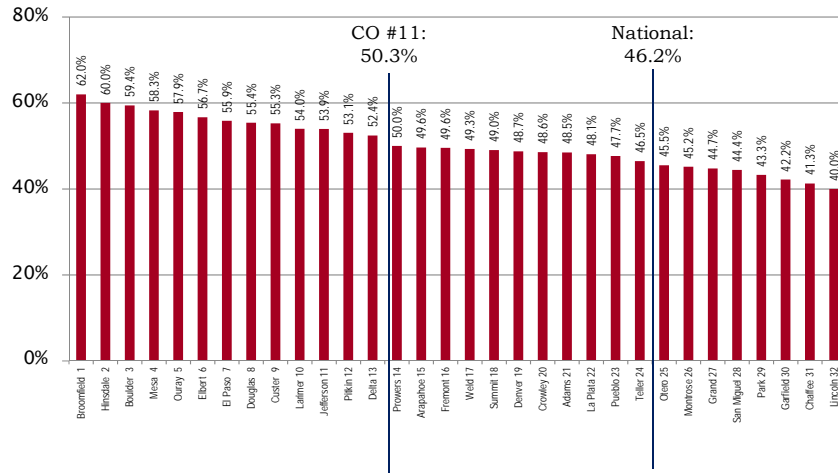
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2016 Hospice Utilization (Medicare Hospice Deaths / Total Medicare Deaths)



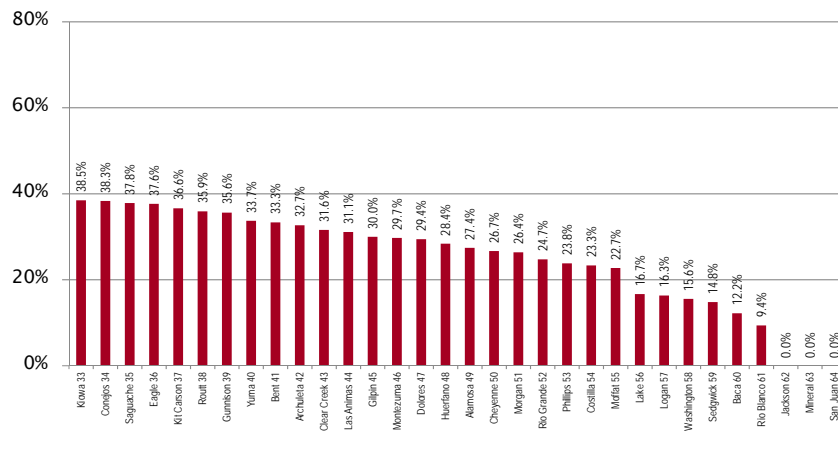
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2016 Hospice Utilization x County – CO (slide 1 of 2) (Medicare Hospice Deaths / Total Medicare Deaths)



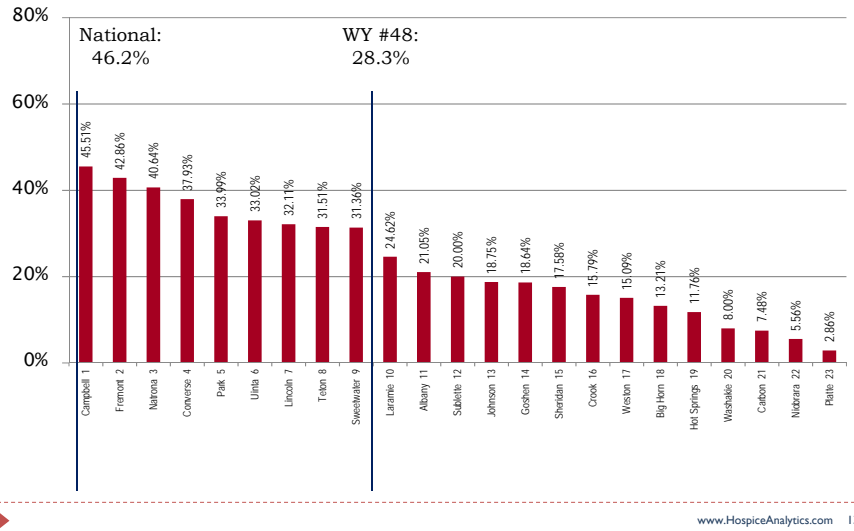
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2016 Hospice Utilization x County – CO (slide 2 of 2) (Medicare Hospice Deaths / Total Medicare Deaths)

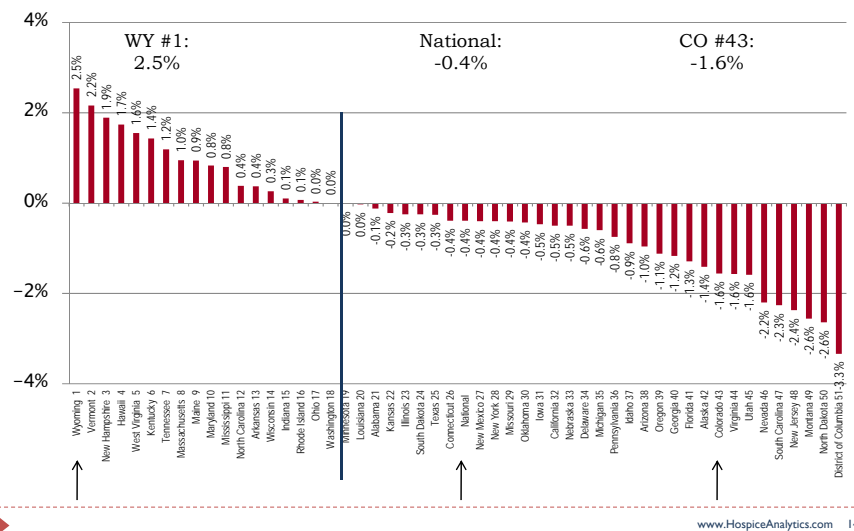


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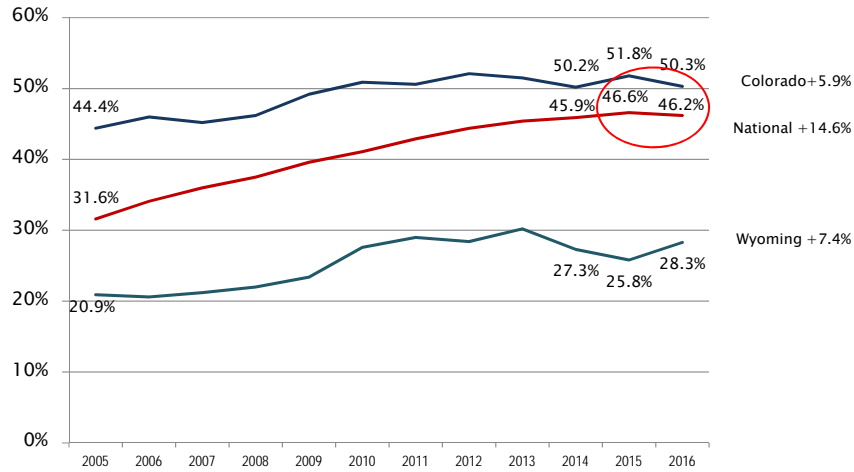
2016 Hospice Utilization x County – WY (Medicare Hospice Deaths / Total Medicare Deaths)



Change in Hospice Utilization 2014-2015 (Medicare Hospice Deaths / Total Medicare Deaths)



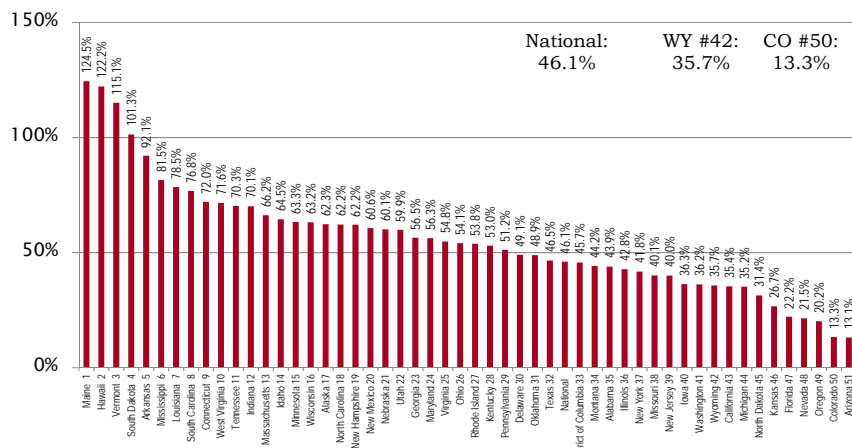
2005-2016 Hospice Utilization State 12-Year Trend



Note: Hospice Utilization= Medicare Hospice Deaths / Total Medicare Deaths.

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Growth in Hospice Utilization – 2007-2016

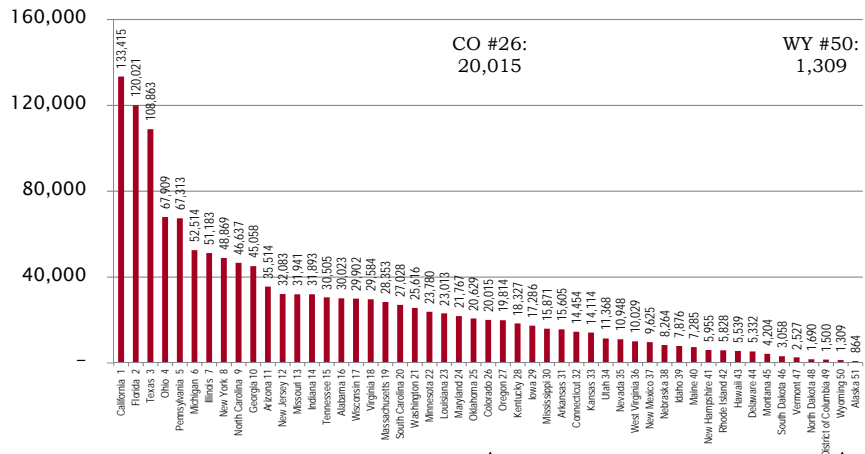


Note: Hospice Utilization= Medicare Hospice Deaths / Total Medicare Deaths.

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2016 Medicare Hospice Admissions

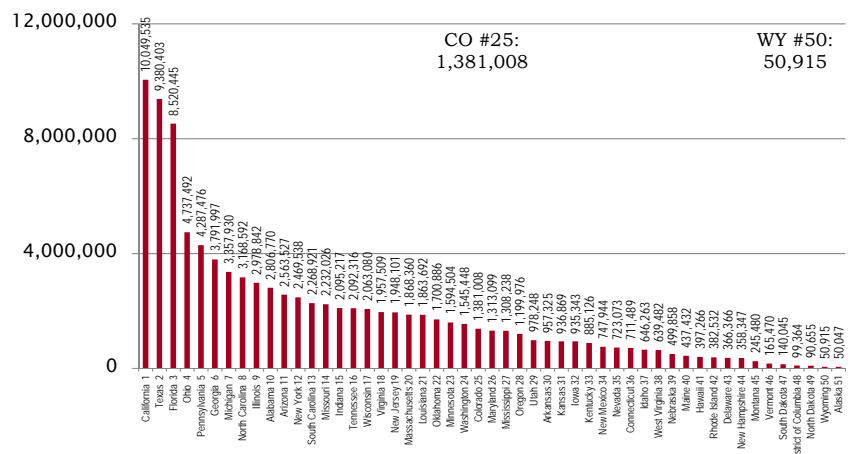
National= 1,402,100



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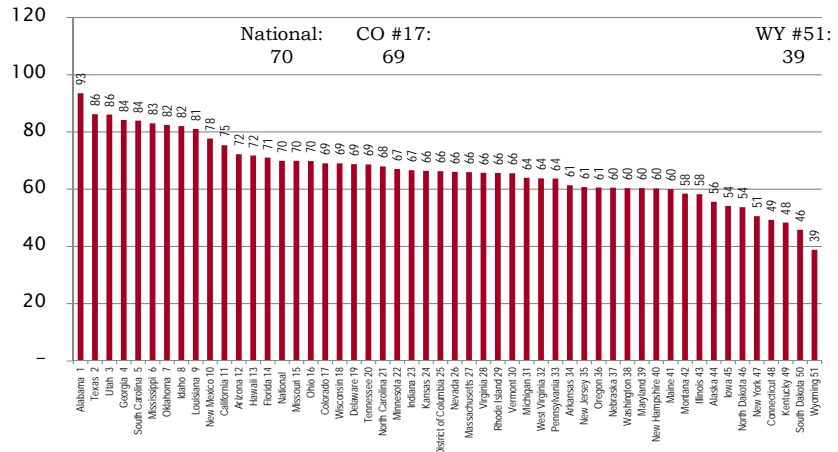
2016 Medicare Total Days of Hospice Care

National= 97,989,867 Days



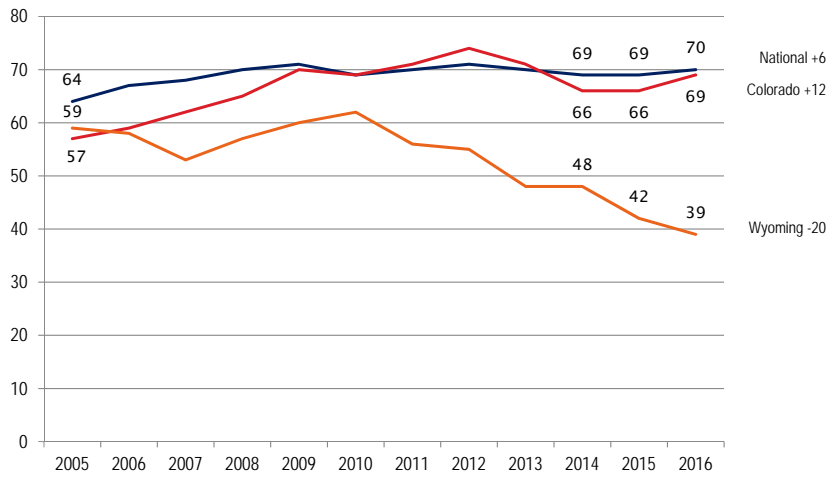
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2016 Medicare Hospice Mean Days of Care / Beneficiary



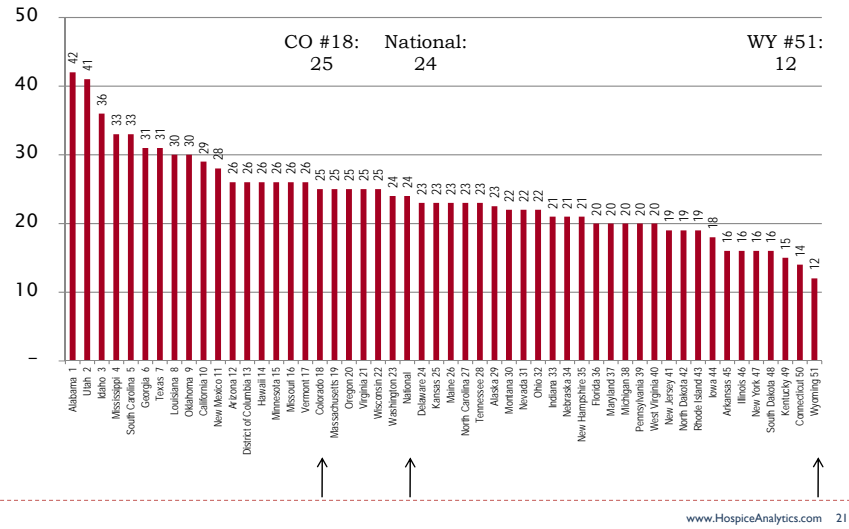
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2005-2016 Hospice Mean Days of Care 12-Year Trend

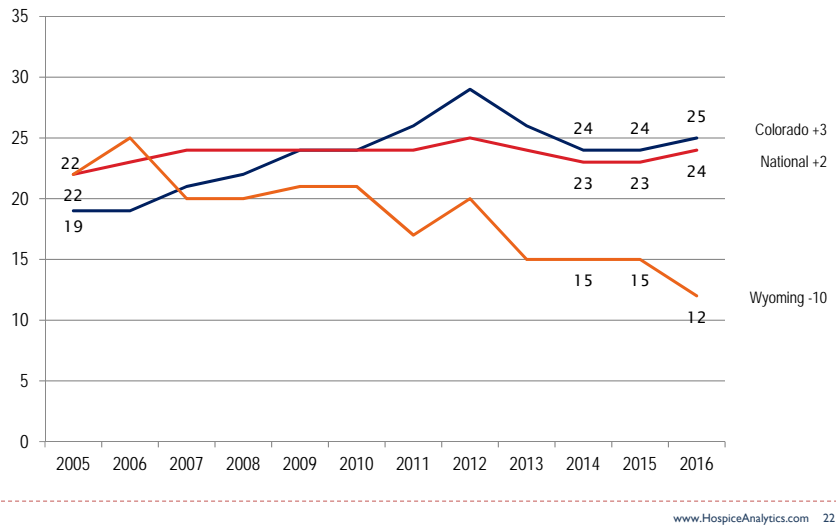


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2016 Medicare Hospice Median Days of Care / Beneficiary

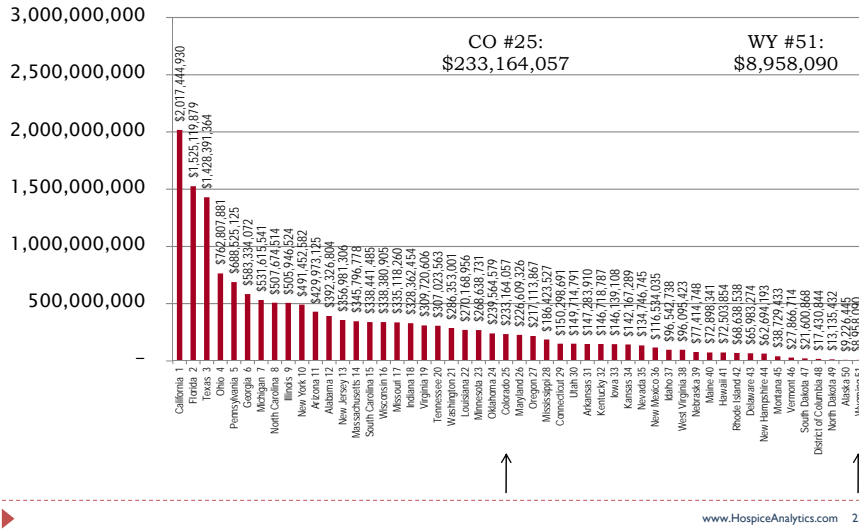


2005-2016 Hospice Median Days of Care 12-Year Trends

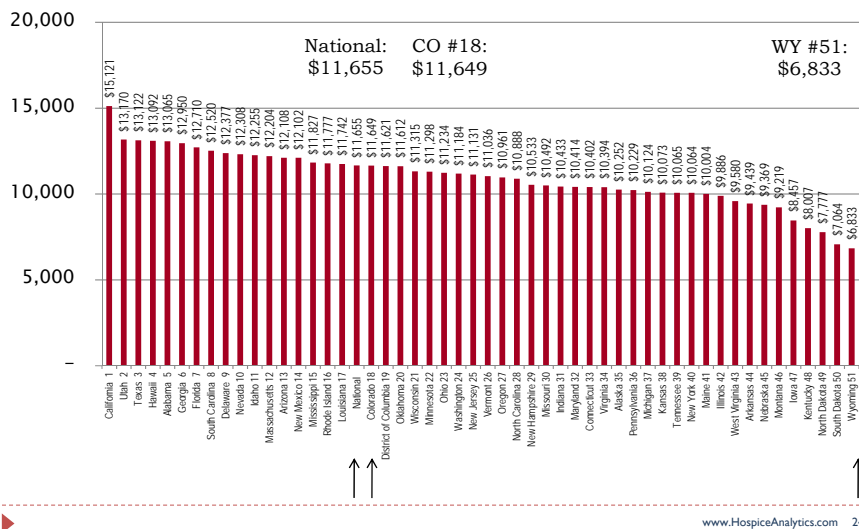


2016 Medicare Hospice Total Medicare Reimbursement / Beneficiary

National= \$16,335,796,030

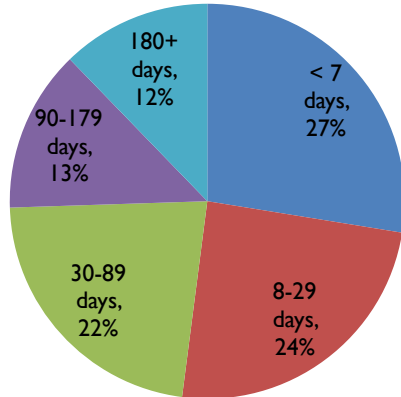


2016 Medicare Hospice Mean Medicare Reimbursement / Beneficiary

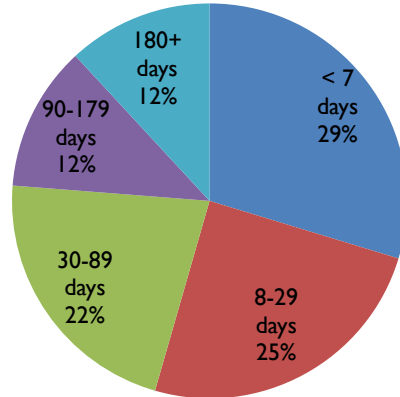


2016 Medicare Hospice
Percentage of Days x LOS

Colorado



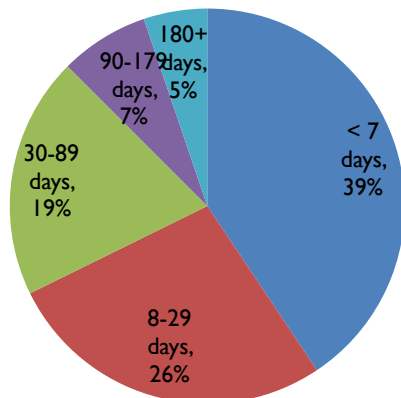
National



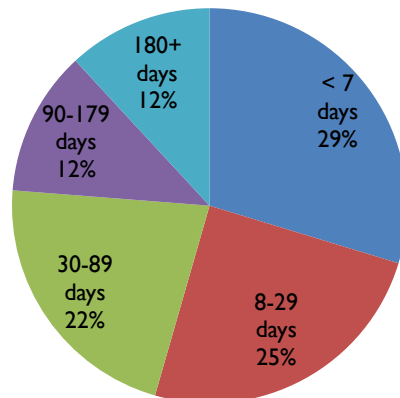
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2016 Medicare Hospice
Percentage of Days x LOS

Wyoming



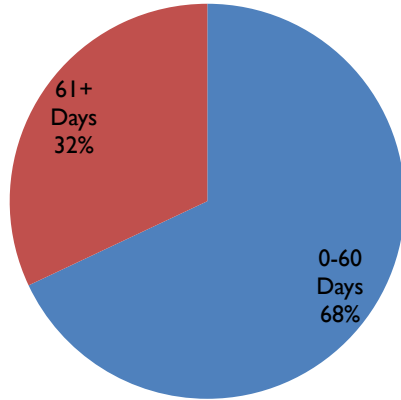
National



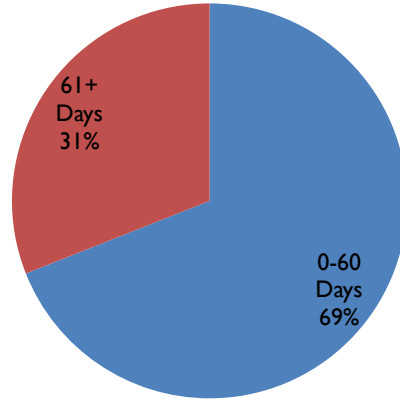
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2016 Medicare Hospice
Percentage of Days x LOS

Colorado



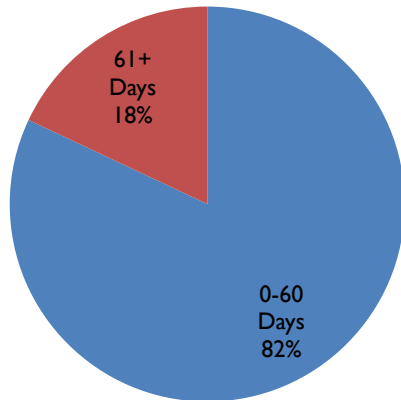
National



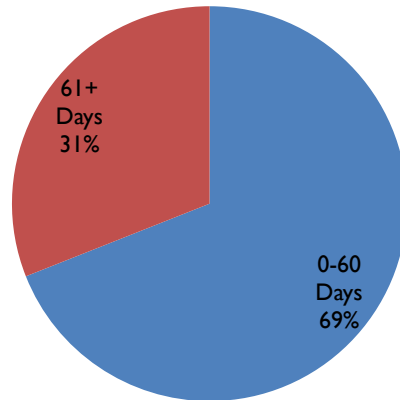
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2016 Medicare Hospice
Percentage of Days x LOS

Wyoming

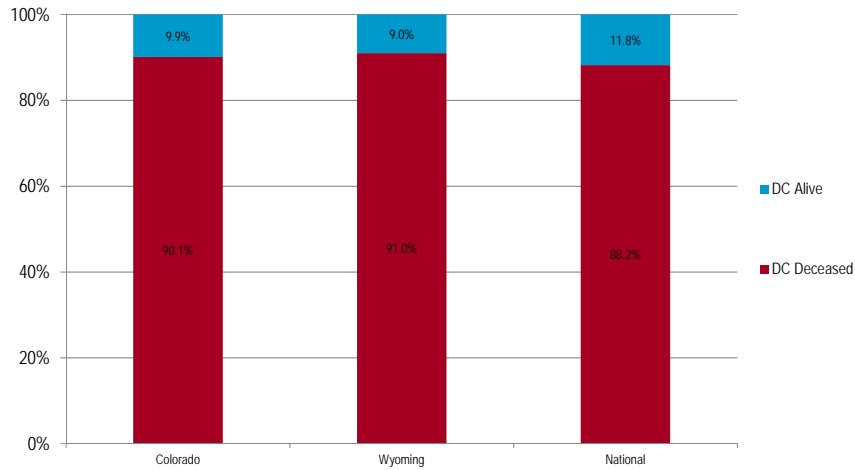


National



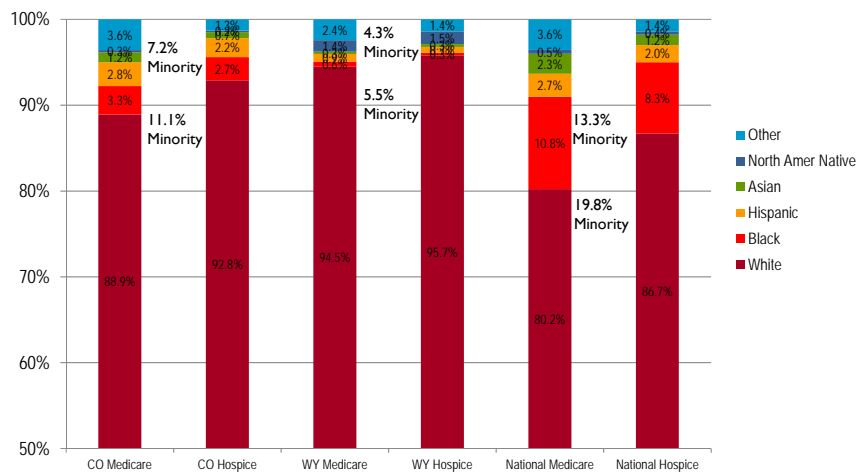
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2016 Medicare Hospice Beneficiaries Status at Discharge



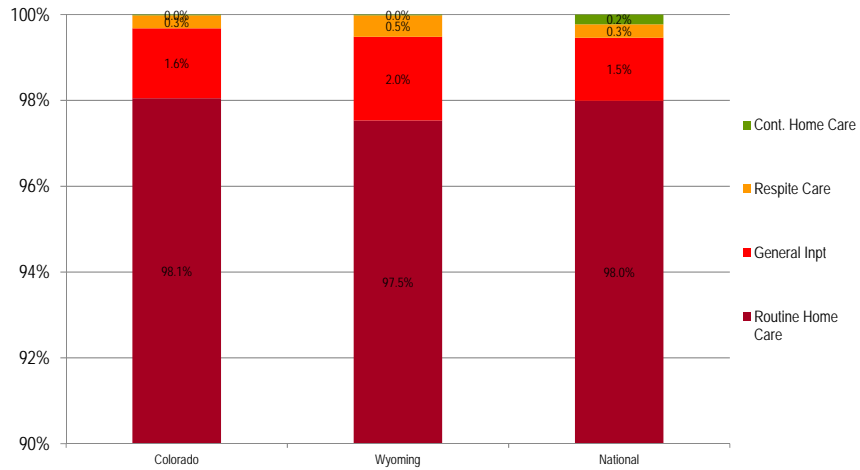
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2016 Medicare Hospice Beneficiaries Race: Medicare Beneficiaries vs. Hospice Admissions



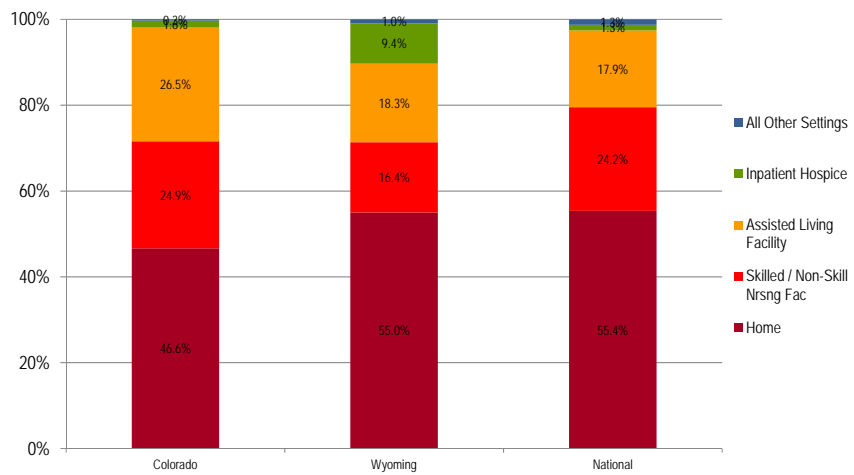
▶ Comparing Medicare to Medicare Hospice minority percentages. Minorities are underserved in hospice. www.HospiceAnalytics.com 30

2016 Medicare Hospice Beneficiaries Levels of Care (days)



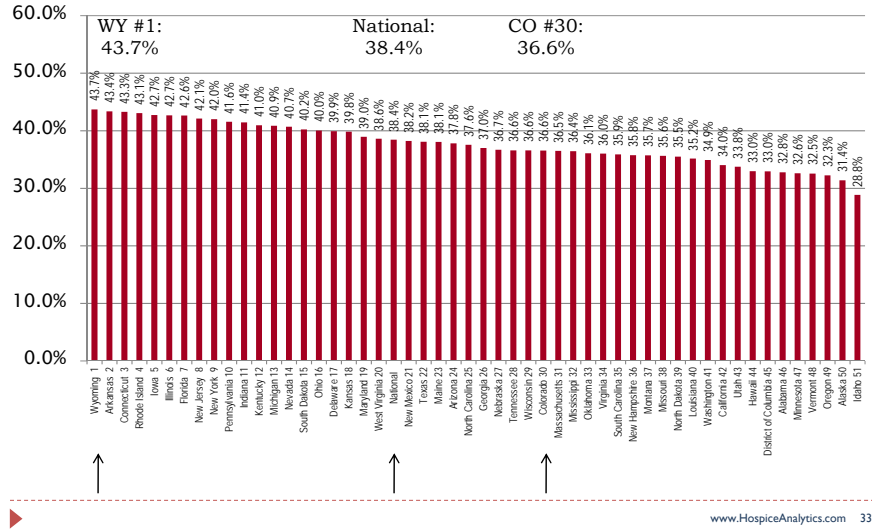
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2016 Medicare Hospice Beneficiaries Locations of Care (days)

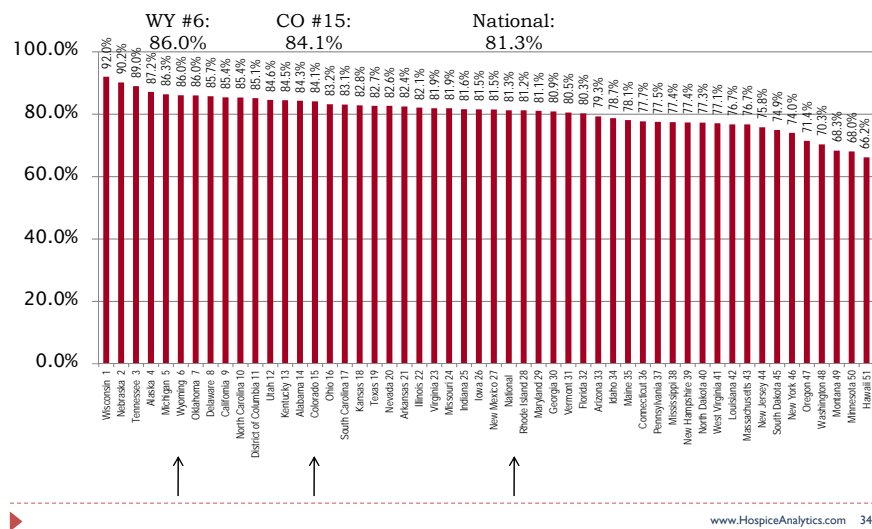


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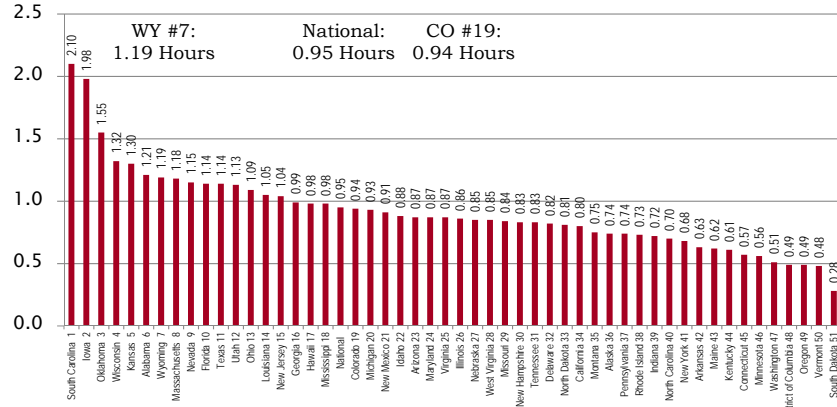
2015 Percent of Hospice Beneficiaries Who Died With a Length of Stay ≤ 7 Days



2015 Percent of Hospice Beneficiaries Who Died With a Visit on The Last Day of Life

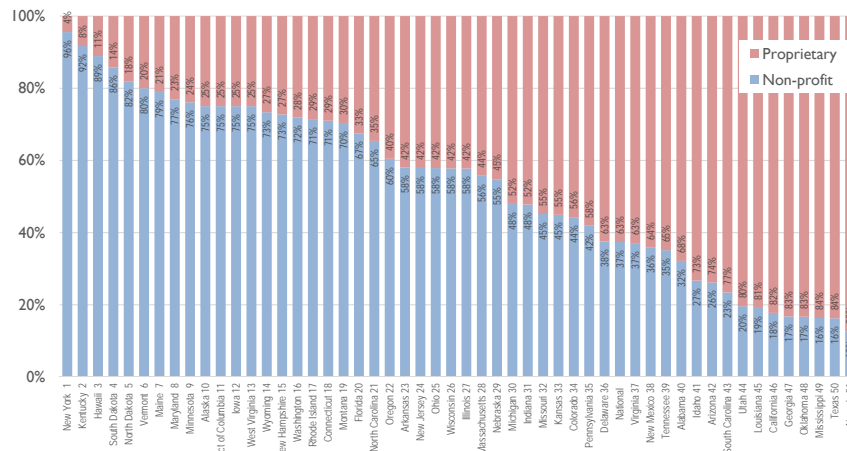


2015 Mean Discipline Hours / Visit / Hospice Beneficiary Received on The Last Day of Life



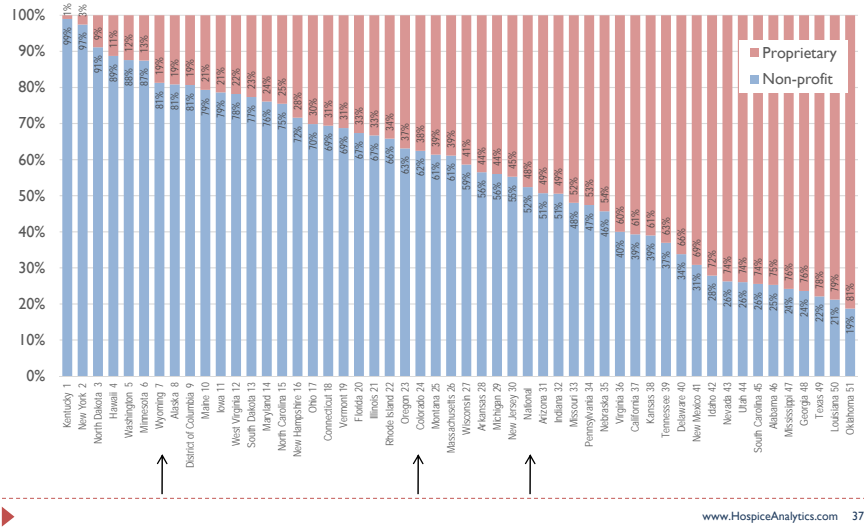
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2015 Hospice Ownership - Providers National Non-profit (37%) vs. Proprietary (63%)



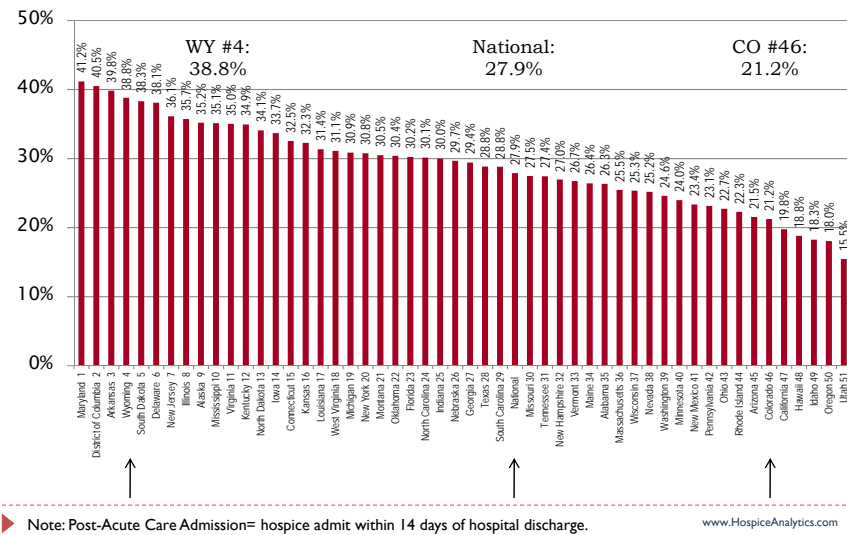
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2015 Hospice Ownership – Beneficiaries Served National Non-profit (52%) vs. Proprietary (48%)



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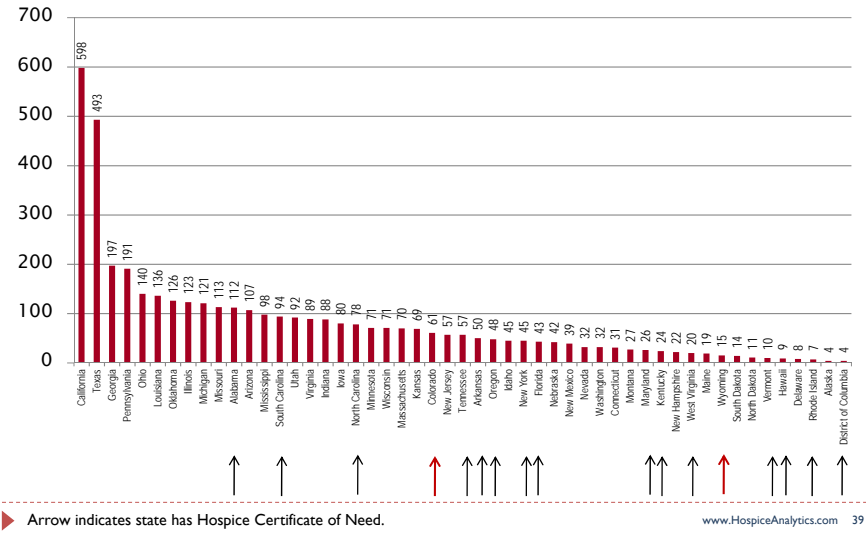
2015 Percentage Hospice “Post-Acute Care” Admissions



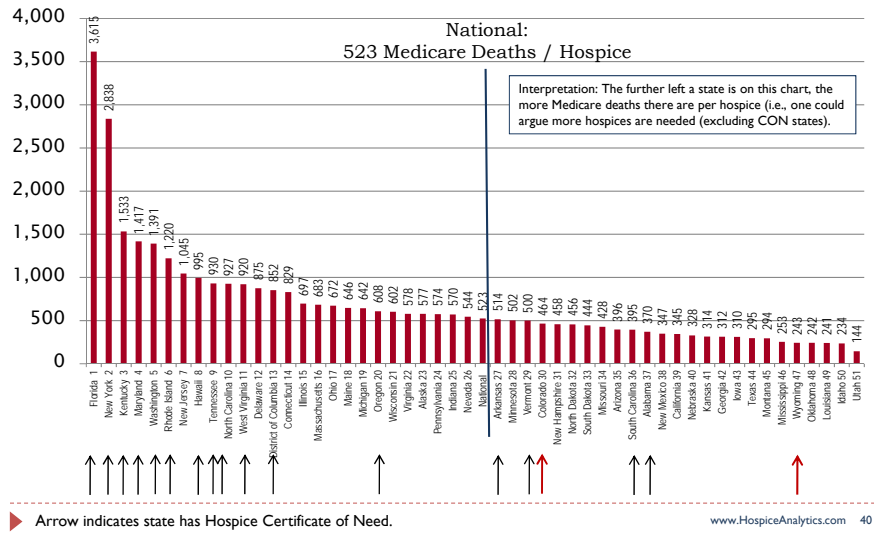
Note: Post-Acute Care Admission= hospice admit within 14 days of hospital discharge.

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2015 Number of Medicare Certified Hospices / State National= 4,159

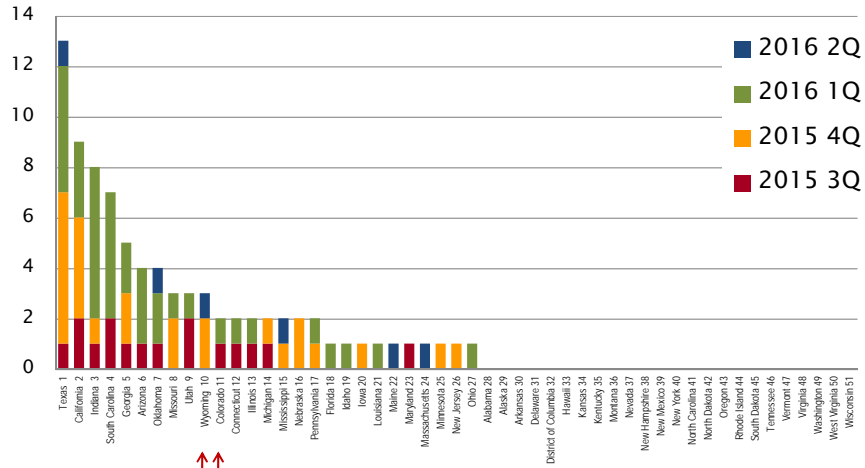


2015 Hospice Competition (Total Medicare Deaths / Hospices per State)



Hospice Closures 2015 3Q – 2016 2Q

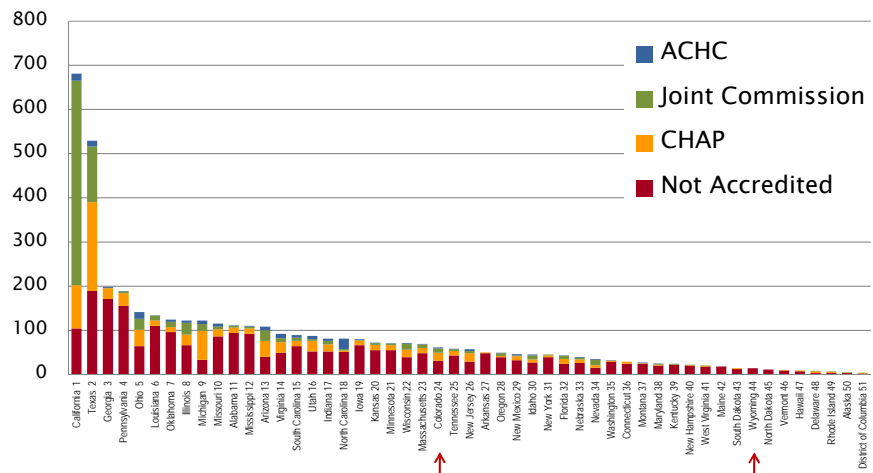
National Total= 83



► CMS Provider of Service Files 2015-2016; Hospice Provider Identification Number terminations. www.HospiceAnalytics.com 41

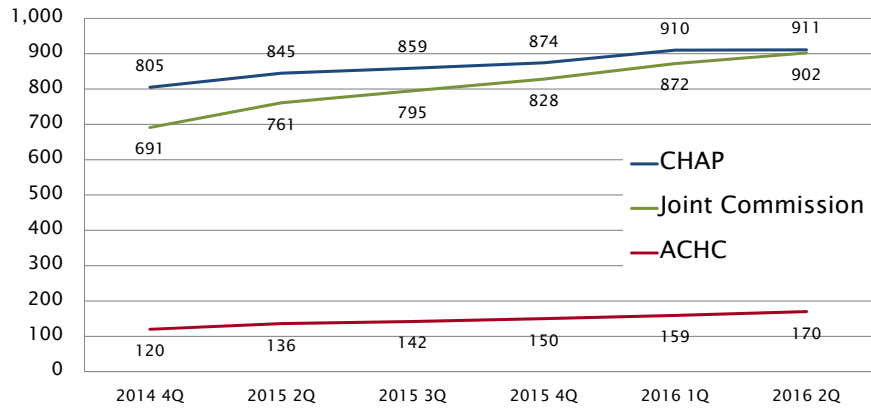
Hospice Accreditation 2016 2Q

National Total= 4,284



► CMS Provider of Service File 2016 2Q. www.HospiceAnalytics.com 42

Hospice Accreditation 2014-2016



► CMS Provider of Service Files 2014-2016.

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Hospice Compare



Bobcats are just walking on our fence - ya know - the usual

EDIT SEND

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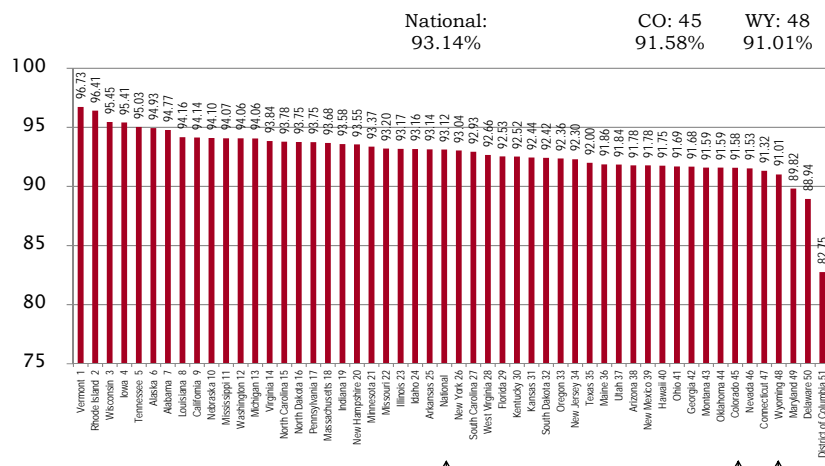
Top Hospice Compare Colorado

National Average		98.43	93.48	97.58	96.13	93.99	77.32	94.59	93.13			
Provider ID	State	Provider	Ownership	Certification Date	Sustaining Treatment Preferences	Discussed Beliefs & Values	Dyspnea Screening	Dyspnea Treatment	Pain Screening	Pain Assessment	Bowel Regimen if On Opioid	Composite Measure
911040	Colorado	COMPASSUS DENVER	Proprietary	6/17/1997	100.00	100.00	100.00	100.00	99.80	96.00	100.00	99.42
911016	Colorado	FALCBERG'S HOSPICE	Non-profit / other	11/29/1986	100.00	99.40	99.40	99.70	98.30	95.10	100.00	98.84
911004	Colorado	DENVER HOSPICE THE	Non-profit / other	7/17/1984	99.60	98.50	99.40	98.20	98.40	93.90	100.00	98.23
911010	Colorado	SANFORD DE CRISTO HOSPICE AND PALLIATIVE CARE	Non-profit / other	8/15/1985	99.90	98.30	99.50	96.90	96.20	92.60	99.60	97.57
911062	Colorado	COMPASSUS COLORADO SPRINGS	Proprietary	3/25/2007	100.00	99.70	100.00	100.00	99.40	93.80	99.30	97.48
911064	Colorado	HALCYON HOSPICE AND PALLIATIVE CARE	Non-profit / other	4/4/2008	99.30	98.90	98.00	100.00	98.50	87.40	99.30	97.27
911026	Colorado	COLORADO VNA HOSPICE AND PALLIATIVE CARE	Non-profit / other	3/27/1992	100.00	98.90	100.00	95.60	98.40	92.90	97.30	97.14
911031	Colorado	HINCHES HOSPICE	Proprietary	3/6/1984	98.90	98.80	98.80	100.00	97.90	91.80	90.90	95.04
911073	Colorado	BROOKDALE HOSPICE DENVER	Proprietary	8/31/2011	99.30	98.00	99.30	95.20	96.30	88.40	91.20	95.24
911001	Colorado	TRU COMMUNITY CARE - LAFAYETTE	Non-profit / other	12/29/1983	100.00	99.80	99.80	100.00	96.70	89.90	100.00	95.17

Note: Mean composite measure based on reportable data for all 7 measures.

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2017 Medicare Hospice Compare Mean Composite Scores



Note: Mean composite measure based on reportable data for all 7 measures.

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Hospice Item Set 2.0

Hospice HEART TEP

- ▶ Hospice Evaluation & Assessment Reporting Tool (HEART)
- ▶ Comprehensive patient assessment for hospice providers
- ▶ The purpose of this project is to develop an item set that would allow for a broader picture of the quality of care provided by hospice agencies, as well as a more comprehensive picture of patient need and service delivery for hospice patients.

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Thank you

Please contact Cordt Kassner, PhD, at Hospice Analytics with any questions, comments, feedback, or for additional information:

P: 719-209-1237

E: Info@HospiceAnalytics.com

W: www.HospiceAnalytics.com

* Review the new National Hospice Locator at www.HospiceAnalytics.com – geo-maps and detailed information on every known hospice in the United States!

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