

INTRODUCING

Calibrated Performance

Your SNF Transformed

For years now, underfunding, reimbursement challenges, tightening regulations, and labor shortages have stretched skilled nursing facilities (SNFs) to the limit. COVID-19 compounds these stressors, making facilities even more vulnerable to financial, operational, and reputational risk.

As many as 10% of all SNFs were at risk of insolvency prior to the pandemic, and these numbers are expected to rise as the outbreak continues and long-term effects are realized. Without a clear strategy for cost management, revenue generation, and financing, any facility is susceptible to rapid performance decline.

Calibrated Performance leverages the science of data analytics and the art of healthcare industry experience to develop innovative, impactful, and results-driven solutions for SNFs.

Data-Driven | Experience-Led

Resource Utilization

Value Realization

Capital Rationalization

The Calibrated Performance Approach

■ Resource Utilization

Costs / Management Structure

Control costs through a rigorous cash and vendor management program, while aligning expenses with occupancy and revenue

■ Value Realization

Revenue / Market

Improve revenues by identifying new revenue streams, maximizing existing ones, and analyzing clinical program effectiveness and revenue cycle integrity

■ Capital Rationalization

Financing / Funding

Access financing options through current lenders, new funding sources, and merger opportunities

The path to achieving these goals begins with a thorough operational and financial assessment of your organization, augmented by a proprietary database of SNF costs, benchmarking metrics, Medicare claims, and other Business Intelligence tools to provide an accurate picture of your SNF's performance.

The result is a customized Success Plan that lays out sequential 12-week action strategies to progressively transform your organization and create a clear path back to financial and operational health.

Offered exclusively by Grassi Healthcare Advisors and PYA,

Calibrated Performance services are delivered by highly experienced specialists in healthcare operations, revenue cycle, and clinical performance and are customized to meet the unique challenges your facility is facing.

Transform your SNF through better data, innovation, and change management strategies. Contact your PYA/GHA advisor to learn more.

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