

CensusVision™ Executive Dashboards for SNFs

Dashboards offer a fast, accurate, customizable view of marketing and census trends and performance metrics for executive managers at skilled nursing facilities

Busy marketing and operations executives of skilled nursing facility providers need certain census management information and analysis live and up-to-date at any time, in a format they can quickly understand. PPS built the CensusVision™ dashboards into our Web-based Referral Management System with that in mind—a fast, customizable snapshot of the trends and activity you need most to make nimble, smart decisions for your facilities.

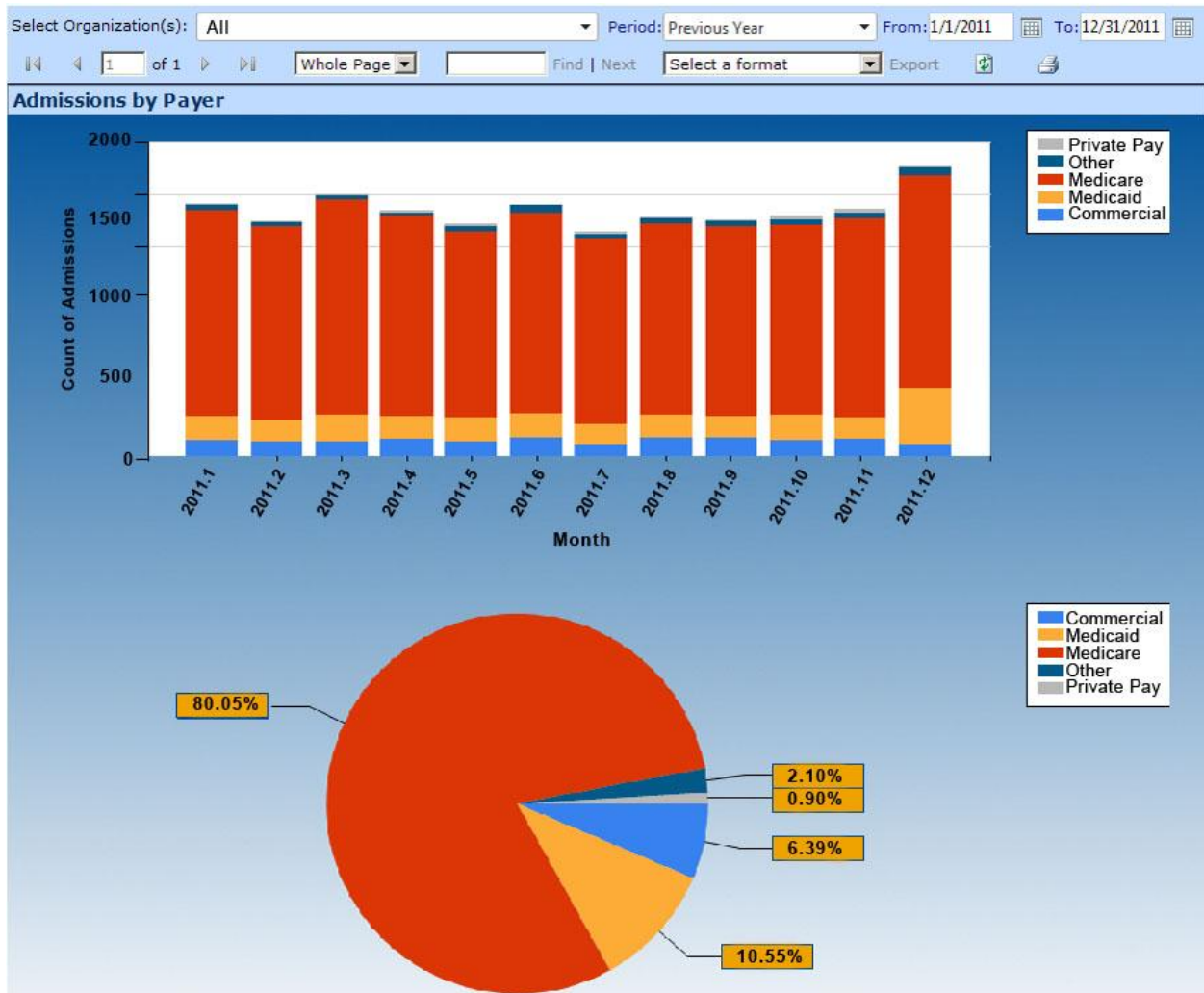
The CensusVision online executive dashboards offer a fast, accurate snapshot of trends and performance metrics specifically for managers at skilled nursing facilities. The dashboards integrate with the Web-based PPS Referral Management System, the industry's only system that automates marketing, admissions, bed management and reporting for nursing homes.

Skilled nursing facility providers partnering with PPS now get the best of both worlds: fast admissions and marketing analysis with dashboards, and the comprehensive activity and performance details in standard and custom reports. PPS provides and will continue to add standard dashboards, and it will collaborate with clients to build custom dashboards as requested. Each system user can customize and choose which dashboards he or she will see upon login.

The dashboards typically combine two or more simple, graphical perspectives of the data. For example, the admissions by payer dashboard displays a bar chart of admissions counts by payer alongside a pie chart with percentages of each payer type. Users can select preset or custom date ranges for each dashboard.

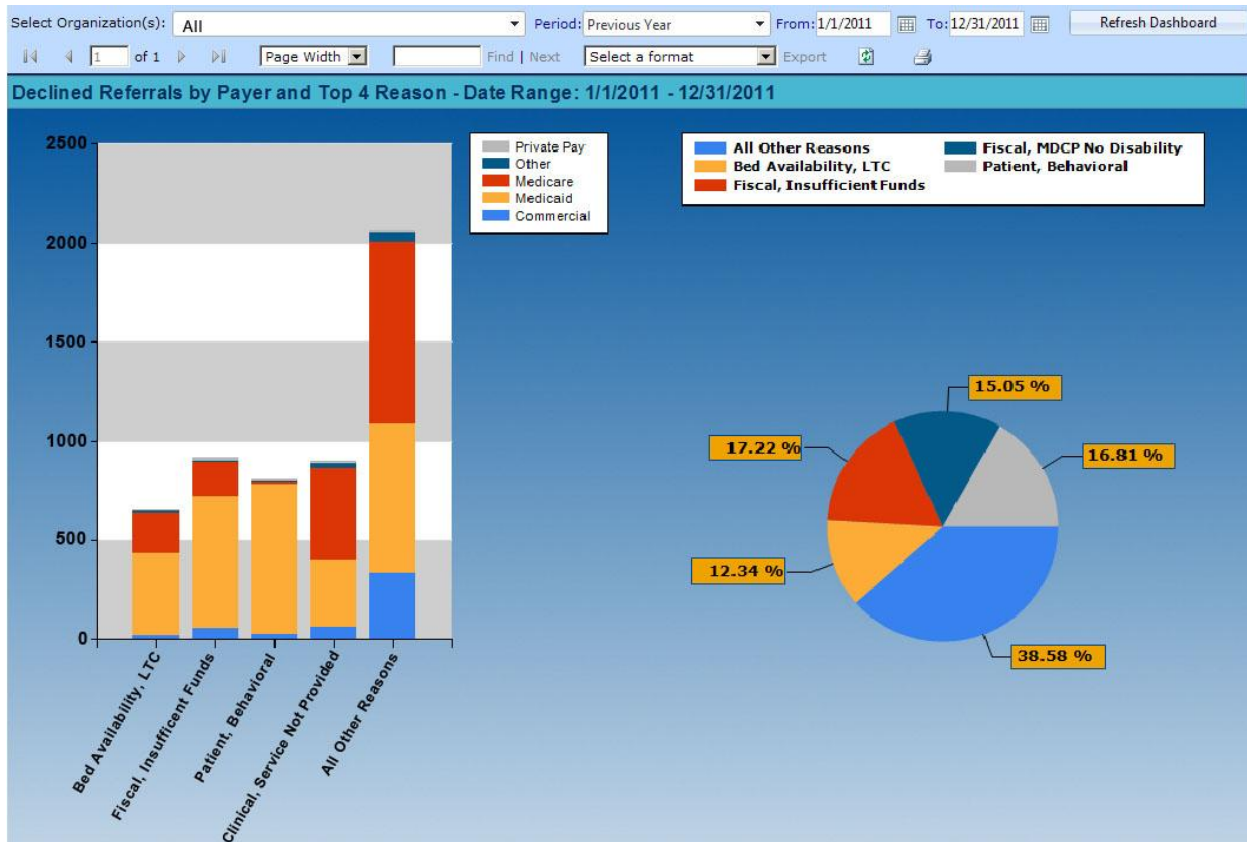
CensusVision includes several standard executive dashboards available within the Referral Management System, shown on the pages that follow.

Admissions by payer, which shows admitted referrals per facility by payer type, by volume and percentage.



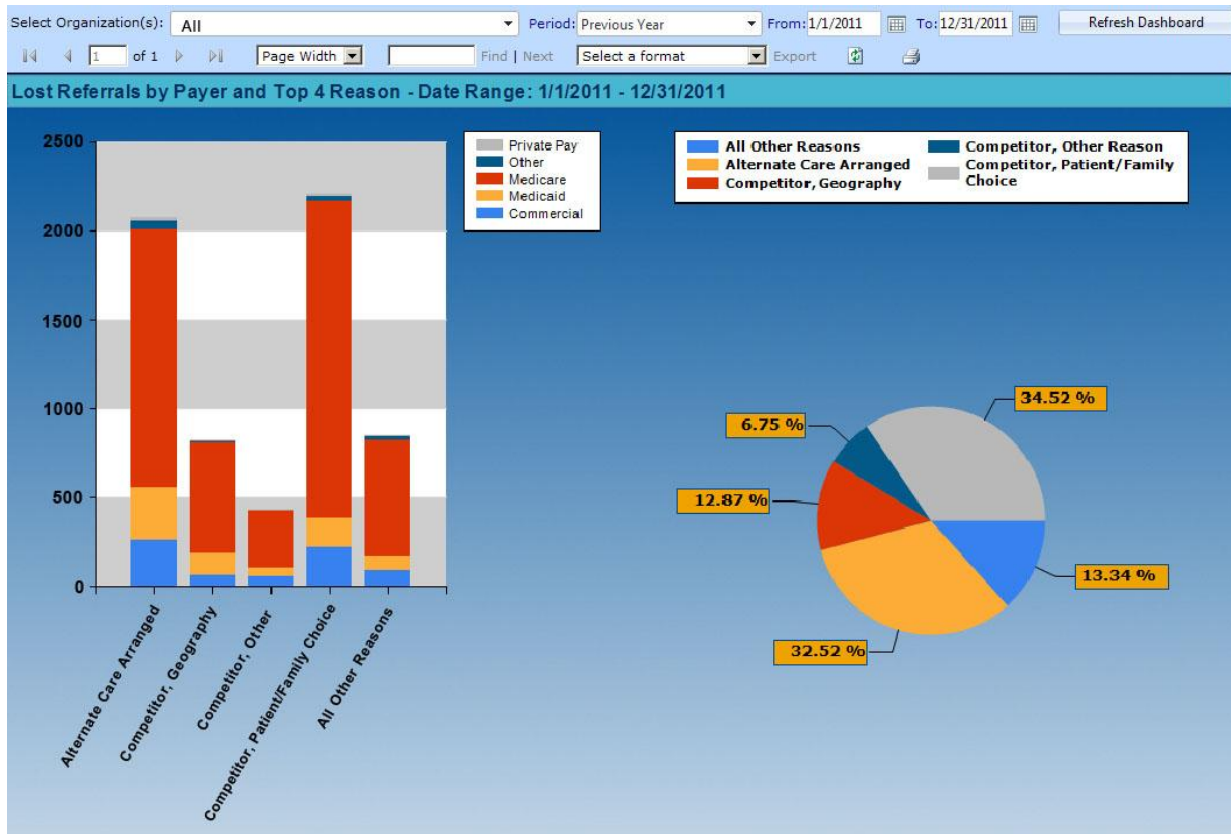
Strategies for improving payer mix and increasing Medicare census are more critical than ever for skilled nursing facilities. Executive managers can easily track and assess the payer mix for admitted patients over a specified time period. If the mix doesn't match the strategy, whether for one or multiple facilities, managers can reassess strategies and focus on improving the desired payer mix.

Declined referrals by payer, which highlights reasons that single, multiple or all facilities are declining referrals.



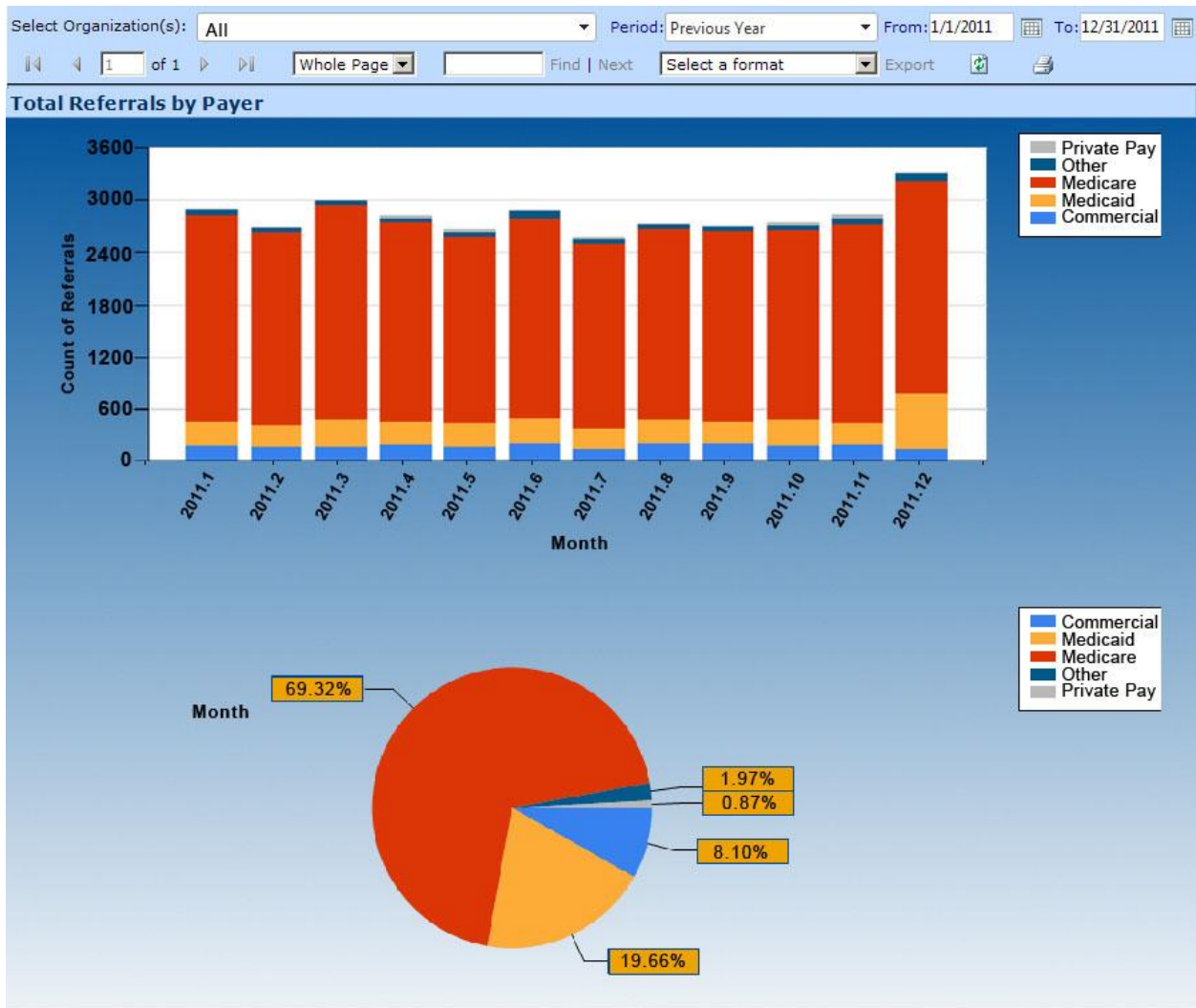
This dashboard helps providers assess the reasons they are turning patients away, and adjust their processes, offerings or acceptance criteria accordingly. The users or managers can create and track as many custom reasons for decline as they wish.

Lost referrals by payer and reason, which shows the volumes of lost referrals and breaks down the reasons they were lost.



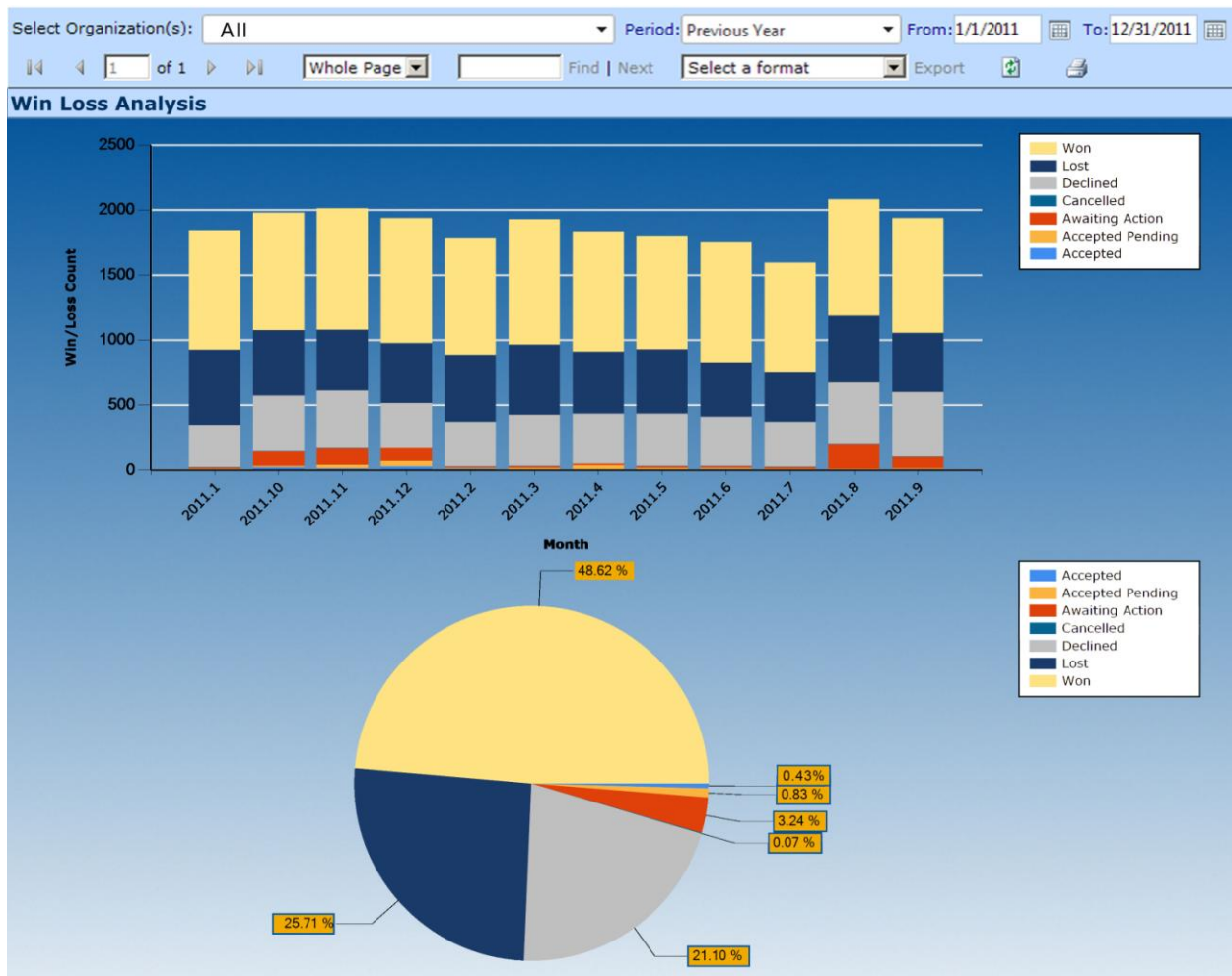
This valuable snapshot can identify potential competitive problem areas by breaking down how many referrals SNFs are losing to competitors, and why they are losing them. Users can customize and track reasons that are most relevant to their organizations. This live snapshot can highlight areas that need additional attention, such as response times, services requested but not offered, physicians suggesting other facilities, and more.

Total referrals by payer, which shows the volumes and percentages of patient referrals over a specified period, broken down by payer type.



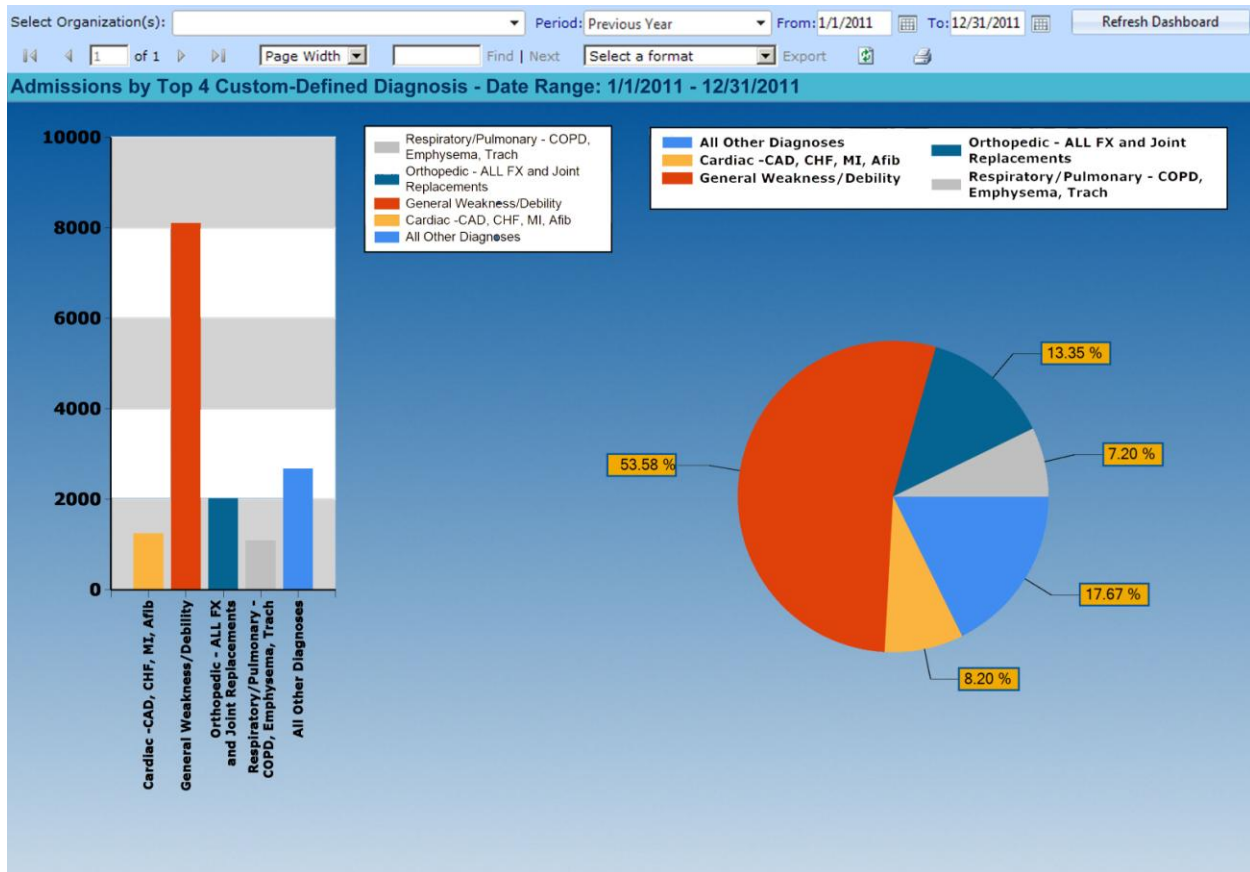
Patient referrals drive the business of skilled nursing facilities, and this dashboard provides a fast update of referral volume totals and trends. It also breaks down the referrals by payer type, both by volume and by percentage. This dashboard complements the admissions by payer dashboard, giving executives a fast comparison of Medicare and commercial referral percentages with admissions percentages—key performance data for measuring the effectiveness of payer mix strategies.

Referral win/loss, which provides a high-level graphical comparison of referrals won and lost during a specified period.



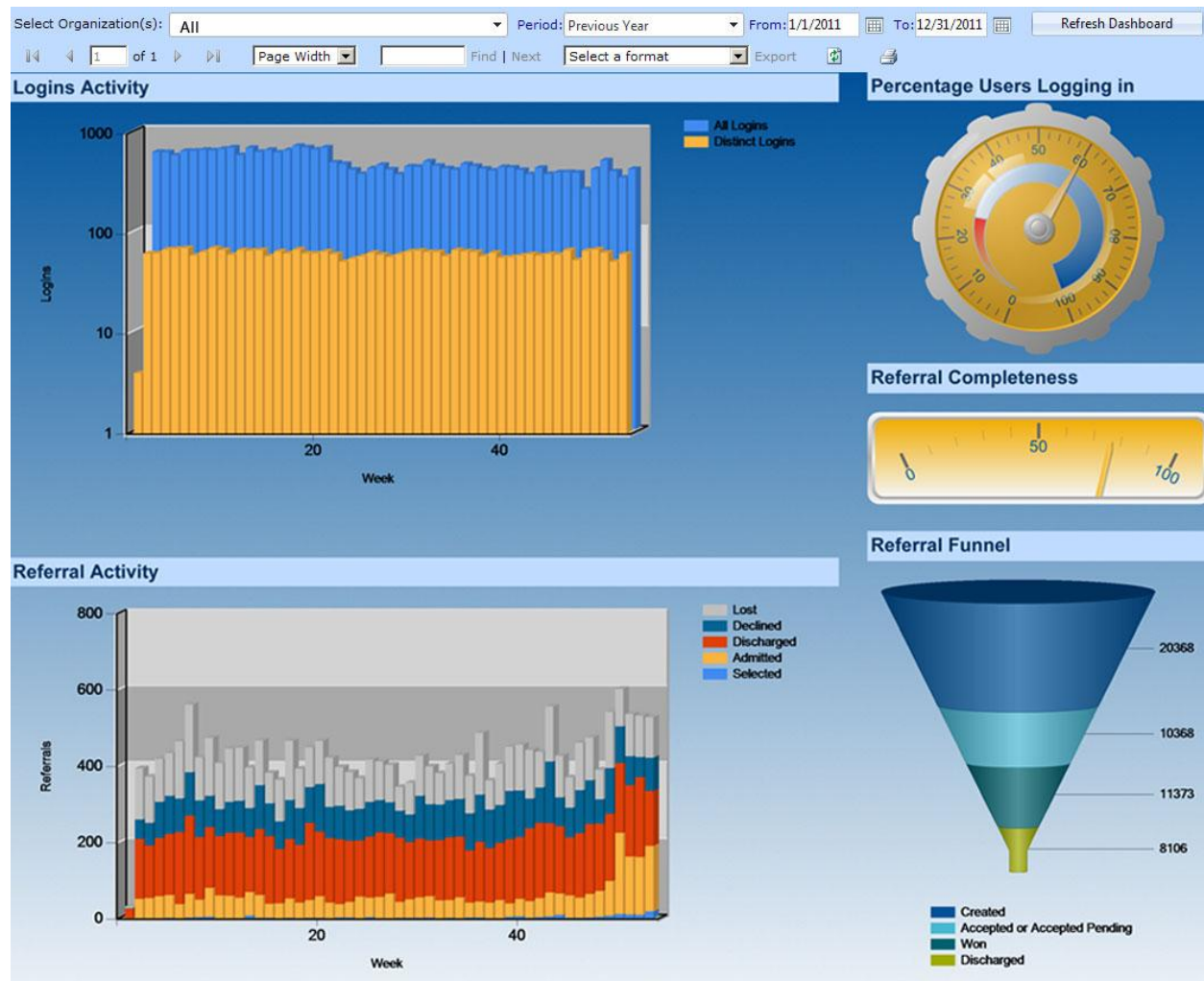
This valuable dashboard provides an instant view of performance for one or multiple facilities over a user-defined date range, breaking down all referrals by status so executives can get a quick, up-to-date, accurate picture of success in converting referrals to admissions.

Admissions by custom-defined diagnosis, which provides of the admitted referrals per facility by custom defined categories.



Case mix associates closely with strategic payer mix. PPS created this dashboard to let providers define and track admissions, by volume and percentage, of specific patient diagnoses. This helps executive managers better understand the impact of case mix on costs and reimbursements, as well as tracking clinical cases that referring hospitals seek to prevent becoming readmissions.

RMS system adoption, which shows how many people are using the system, and how comprehensively they are using it.



Skilled nursing facilities realize the maximum revenue returns and benefits of the Referral Management System when their teams consistently and comprehensively track and manage all referrals, admissions and beds. This dashboard tells senior managers how frequently users are logging in, how completely they are entering referral data, and how much overall referral activity is in the system. Managers can identify and address drop-offs in referral activity or system usage before they affect overall census and admissions performance.

Learn more about how the PatientPlacement.com Referral Management System:

- *Builds census*
- *Improves payer and reimbursement mix*
- *Grows revenue*
- *Provides complete executive reporting and visibility*
- *Automates your marketing, admissions and bed management*
- *Enables comprehensive capacity management*

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