

Home Care & Hospice Agencies



Potential Benefits to You:

- ▶ Implement effective care management practices
- ▶ Improve OASIS accuracy
- ▶ Increase profitability & reduce costs
- ▶ Improve billing & collections
- ▶ File accurate cost reports
- ▶ Strengthen regulatory compliance

Solutions from BKD Health Care Group

BKD Health Care Group helps more than 200 home care and hospice agencies nationwide improve financial health, operate more efficiently, improve clinical outcomes, comply with government regulations and overcome technology challenges. Our solutions are built around fostering four core elements of success: sustained clinical outcomes, client satisfaction, staff satisfaction and financial security. Here's how we can help you achieve success.

Financial Management

Billing Services - Regulatory noncompliance and lack of knowledge of the intricacies of billing can result in penalties and lost reimbursement. Our billing specialists can help your agency with:

- Billing services for Medicare, Medicaid, commercial insurance and self-pay claims, including collections and maintaining detailed financial logs
- Accounts receivable recovery services
- Reimbursement accuracy assessments
- Revenue recovery services
- Billing compliance reviews
- Billing training

Cost Reports - We help agencies prepare and file reports that accurately reflect costs and represent them before regional home care intermediaries, the Provider Reimbursement Review Board and other regulators. Our reimbursement consultants can help you prepare interim and annual Medicare and Medicaid cost reports and comply with third-party payers.

Audit - Our auditors can advise you on how your financial statements comply with accounting rules while also seeking to strengthen internal controls, address important management concerns and improve operating efficiencies.

Tax - Our tax professionals are well versed in both proprietary and tax-exempt issues. We can help your agency apply for and maintain tax-exempt status; monitor compliance with reporting and disclosure requirements; resolve unrelated business

income issues; and assist with benefit plan design, compensation issues and estate planning for owners.

Accounting Outsourcing - The business side of managing an agency includes maintaining accounting records, properly entering data, preparing financial reports and accurately interpreting the data.

Our accounting personnel can help you with financial statements, payroll and associated reporting, accounting software implementations, cash-flow projections, budgets and accounting system design. Our accounting outsourcing services allow you to concentrate on delivering patient care while leaving business office support functions to us.

Care Management

Episode & Care Management Training

Monitoring clinical outcomes and service delivery are basic steps to coordinating patient services. These steps also help to establish goals within a financial budget. We can help set and review care management procedures to improve utilization efficiency and measure patient goals.

OASIS Accuracy

OASIS Accuracy Assessments & Training

The adequacy and accuracy of your OASIS data collection depends on the knowledge your clinical staff have of each OASIS data element and how it relates to medical record documentation. Clinical reasoning skills also are critical to comprehensive assessment and data collection. Through independent



“ We’ve worked with BKD for more than 20 years because their people understand the home care industry so thoroughly. BKD not only completes our financial statement audit, but we’ve tapped into a full range of additional services, including clinical and operations consulting, monthly financial statement compilations, tax return preparation, Medicare cost reports, pension plan administration and billing consulting. We are very pleased with BKD’s knowledgeable professional staff.”

—Serese Wiehardt RN, BSN, CHCE, *Chief Executive Officer*
Howard County Home Health & Hospice, Fayette, Missouri

audits, or combined peer review with training, we can identify potential reimbursement opportunities, regulatory compliance concerns, improved assessment strategies or additional training needs.

ICD-9 Code Reviews & Training - Diagnosis coding has become an integral part of determining reimbursement under Medicare prospective payment. To help identify coding procedures that may lead to improper reimbursement or payment delays, we can review ICD-9 coding practices and provide training to clinical and billing staff.

Performance Improvement

Operations Assessments - Our consultants are knowledgeable of the financial intricacies of operating a successful home care agency. We can help you evaluate your agency’s key operating indicators and identify opportunities to reduce costs and increase efficiency to improve overall financial health.

Productivity & Efficiency Assessments - BKD can help your agency’s management identify opportunities to improve resource utilization and profitability.

OBQI Implementation Training - The shift to outcome-based quality improvement (OBQI) and pay-for-performance is an opportunity to consolidate all of the performance improvement and quality monitoring plans agencies have in place. We can help you streamline operations to identify outcomes; monitor best practices in a timely and cost-effective manner; and prepare for pay-for-performance.

Regulatory Compliance

Independent Review Organization (IRO) Designation - Home care organizations that enter into a corporate integrity agreement (CIA)

with the Department of Justice typically must contract with an IRO, as stipulated in the CIA, to provide independent verification they are complying with the terms of the CIA.

Our approach to acting as an IRO and providing an independent verification, as required by the CIA, uses cost-effective techniques customized to your CIA. We apply our experience with coding, billing and auditing to perform the required testing of the CIA.

Corporate Compliance - To comply with complex laws and regulations, your agency needs written protocols and guidelines. We can help your legal counsel develop an effective corporate compliance plan, resolve compliance problems, complete risk assessments, conduct training, introduce documentation procedures that improve compliance and perform interim and/or annual compliance audits.

Agency Start Up - For new starts, we can help position your organization for the future. Our consultants are knowledgeable on the start-up process and can help you get started on the right foot. We can help you develop a business plan and budget; prepare licensure and certification applications; and provide operations and billing training.

Mergers & Acquisitions - For home care and hospice organizations looking to expand through a merger or acquisition, our consultants can help manage the buy or sell process, perform due diligence, consider tax implications, recommend transaction structurings and prepare the change of ownership filings.

Technology - Services from BKD Technologies include technology planning, operations improvement, system selection and security and regulatory compliance assistance. Our team of veteran health care technology professionals can assist you with solutions tailored to your needs, including industry-specific software implementation, training and support.



Beyond Your Numbers

BKD Health Care Group would like to take you beyond your numbers by applying our technical expertise, unmatched client service and disciplined delivery of solutions to your management and financial needs. We are committed to delivering results with integrity: solutions that are ethical, timely and affordable. Let us take you beyond your numbers.



For a complete list of our offices and subsidiaries and their contacts, visit:

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