

# experience expertise

## HOME CARE AND HOSPICE AGENCIES

**How can your agency succeed in an ever-changing health care environment?** BKD National Health Care Group can help your home care or hospice agency improve financial health, operate more efficiently, improve clinical outcomes, comply with government regulations and overcome strategic challenges. We can help you understand the changing environment and show you how to adapt to those changes. **So you can forge ahead.**

### Financial Management

**Audit** – Vet financial statements for compliance with accounting standards, help to strengthen internal controls, address important management concerns and help to improve operating efficiencies.

**Cost Reports** – Prepare and file reports that accurately reflect costs and represent providers before fiscal intermediaries, the Provider Reimbursement Review Board and other regulators. Prepare interim and annual Medicare and Medicaid cost reports and comply with requirements of third-party payers.

**Tax** – Prepare and file returns for both proprietary and tax-exempt agencies. Assist with benefit plan design, compensation issues and estate planning for owners; apply for and maintain tax-exempt status; and monitor compliance with reporting and disclosure requirements.

**Billing Services** – Provide billing outsourcing services for Medicare, Medicaid, commercial insurance and self-pay claims. Manage accounts receivable recovery services; perform reimbursement accuracy assessments, revenue recovery services and compliance reviews; and conduct billing training.

**Accounting Outsourcing** – Prepare financial statements, payroll and associated reporting.

Assist with accounting software implementations, cash flow projections, budgets and accounting system design.

### Operations Management

**Episode & Care Management Training** – Review care management procedures to help improve resource use and achieve positive patient outcomes. Implement episode management practices for efficient operations.

**OASIS Accuracy Assessments & Training** – Assess potential reimbursement opportunities or regulatory compliance concerns, implement improved patient assessment strategies and provide appropriate training.

**ICD-9 Code Reviews & Training** – Identify coding procedures that may lead to improper reimbursement or payment delays, review ICD-9 coding practices and provide training to clinical and billing staff.

### Performance Improvement

**Operations Assessments** – Evaluate key performance indicators, identify opportunities to reduce costs and increase efficiency to improve overall financial health.

Experience a clear point of view with approximately  
200 professionals focused on health care with one of the top 10  
CPA and advisory firm in the U.S.

200+ advisors



“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. We are very pleased with BKD’s knowledgeable, professional staff.”

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

**Experience practical direction** from a top-tier firm  
that serves clients in all 50 states and possesses international  
experience spanning more than 40 countries.

50/40  
states  
countries

**Productivity & Efficiency Assessments** – Help to evaluate operational efficiencies, improve resource utilization, implement effective compensation models and improve agency profitability.

**Outcome-Based Quality Improvement (OBQI) Implementation Training** – Streamline operations to efficiently identify outcomes; monitor best practices in a timely and cost-effective manner; and prepare for pay-for-performance.

### **Regulatory Compliance**

**Corporate Compliance** – Assist your legal counsel with developing effective corporate compliance plans; resolve compliance problems; complete risk assessments; conduct training; introduce documentation procedures that improve compliance; and perform interim and/or annual compliance audits.

**Independent Review Organization (IRO) Designation** – Act as an IRO and provide independent verification of coding, billing and auditing for home care organizations that enter into a corporate integrity agreement with the U.S. Department of Justice.

### **Business Strategies**

**Agency Start-Up** – Develop a business plan and budget; prepare licensure and certification applications; and provide start-up operations and billing training.



**Mergers & Acquisitions** – Perform due diligence, consider tax implications, recommend transaction structuring, prepare the change of ownership filings and manage the buy or sell process.

**Technology** – Provide technology planning, system selection and security and regulatory compliance assistance, industry-specific software implementation, training and support.

### **For More Information**

For a complete list of our offices and subsidiaries, visit [bkd.com](http://bkd.com) or contact:

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