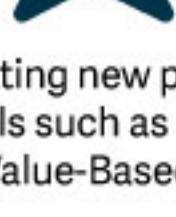


Home Health and Hospice

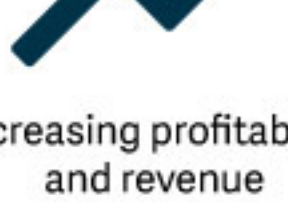
What's Keeping You Up at Night?

For the first time in a decade, the top concerns of home health and hospice organizations are all financial-related.

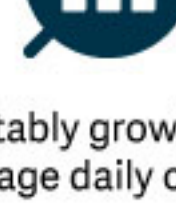
TOP ISSUES



Navigating new payment models such as PDGM and Value-Based Care



Increasing profitability and revenue



Profitably growing the average daily census

The Top Focus

Changing reimbursement models

Increased regulations



Real-time visibility into financial performance

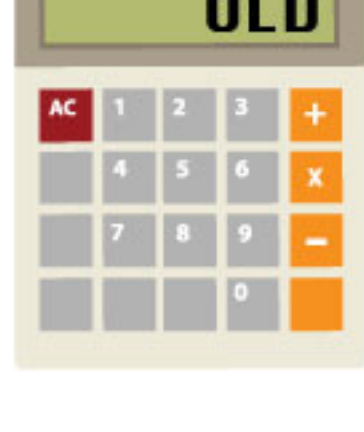
75%

Respondents are not confident they have the financial solutions in place to address their top business concerns.



60%

Respondents are using the same financial system as they were 5-10 years ago. So much has changed, but the systems have not.



Lack of visibility into their financials is holding them back

- Real-time visibility into financial performance is a necessity.
- Patient conditions and situations change daily, which can impact payments.
- You're too late if you're looking at end-of-month financials.

49%

Respondents are not confident their financial management solution will meet their expectations when it comes to up-to-date healthcare reporting requirements.

58%

Respondents do not have KPI dashboards set up to give them the real-time visibility they need to manage the uniquely dynamic nature of their business.

Top Words Used to Describe Their Current Financial Systems

Outdated
Inflexible
Incomplete

Risky
Partial
Cumbersome

Single Financial View



Business leaders need a single financial view of all their entities and locations from a single dashboard – giving them a complete picture in an instant.

Seeing Key Performance Indicators in real-time dashboards is the key to financial success.

Top KPIs to Track:



GROWTH IN REVENUE



OPERATIONAL CASH FLOW



CURRENT ACCOUNTS RECEIVABLE

In value-based care, clinical and operational data must be easily combined to understand performance measures and predict payments.

67%

However, respondents reported that their financial management solutions do not integrate with their EHR system – making it nearly impossible for home health and hospice organizations to quickly marry clinical and financial outcomes.

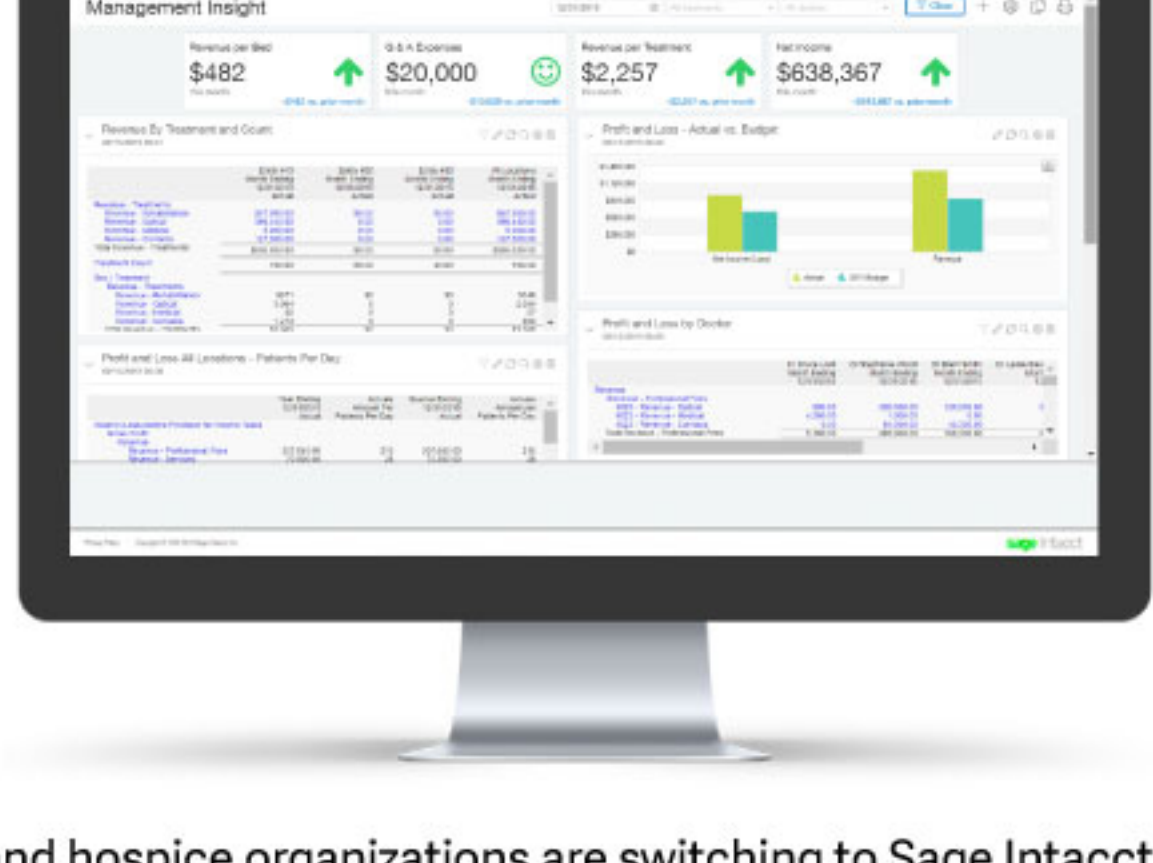


Stop the Spreadsheet Gymnastics

by using a financial management system that can integrate data with virtually any system.

What You Should do Now

To succeed in this new environment, you need a financial system that offers real-time visibility into your financial performance across multiple entities with the ability to analyze profitability across patients, referral sources and entities.



Home health and hospice organizations are switching to Sage Intacct to support their modern-day financial needs including visibility, PDGM and value-based care.

Sage Intacct is the innovation and customer satisfaction leader in cloud Financial Management.

AICPA-endorsed and best-in-class, Sage Intacct delivers clear and measurable business results to help PSOs improve company performance.

Learn more at sageintacct.com/professional-services-accounting-software