

Finance Committee

August 10, 2010

NURSING SERVICE UPDATE

Nursing Service Update

■ PROCESS

- Consultant needed
 - 3 vendors identified with pertinent industry experience
 - Homecare Management Strategies (HMS) selected based upon proposed project scope and expertise in home health care operation(s) and relevant municipal experience

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Goals

Analyze status of agency over past 2 years, thus providing information on:

- Current status
- Future challenges

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- HMS work plan - 3 phase project

Phase 1 - Fiscal Analysis

Phase 2 - Operations analysis

Phase 3 – Findings, Recommendations & SWOT analysis

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About HMS

- CEO Dr. Donna R. Galluzzo appointed to national healthcare task force.
- Privately held corporation that specializes in planning and analysis for home care agencies.
- Management Team Focus—
 - Financial analysis
 - Clinical development & oversight
 - Operations management

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HMS Phase 1

- 29 reports delivered, including the following:
 - Org Chart
 - Audited financial statements
 - Referral/admission/discharge data
 - Contractual agreements
 - Case mix, staff productivity
 - Episode detail
 - Payer mix
- In-depth staff interviews pursuant to Phase 1 have been completed

Nursing Service Update HMS Phase 2

- 46 reports delivered, including the following
 - Quality assurance
 - Risk Management
 - Marketing
 - Personnel deployment
 - Regulatory review
 - OSHA
 - OIG
 - CLIA
- In-depth staff interviews pursuant to Phase 2 are in process

Nursing Service Update HMS Phase 3

- Estimated completion date Sept 2010
 - Summary/Conclusions/Recommendations
 - Overall evaluation
 - SWOT analysis
 - Recommendation for continued agency viability FY11 – FY13 with potential levels of subsidy needed

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- HMS Presentation to BOS - date to be determined after finalization of HMS report
- Budget strategies to be developed leading up to TM action