This October, will you be a Payment Disaster, or a Payment Master?

We understand the coming months of preparation for Patient Driven Payment Model (PDPM) can be overwhelming and ensuring your facility’s staff is educated and well-prepared can seem nearly impossible. Don’t take a chance on inaccurate interpretations, be sure you have a reputable expert for your education and implementation resources. Celtic is your PDPM partner, to help you over this hurdle through effective, engaging trainings, made for the real world. Celtic Consulting clients have access to exclusive offerings and individualized services.

**PDPM Partner Program**
Choose to support your team with PDPM Strategic Planning & Implementation Oversight visits each month, to ensure their preparedness for PDPM.

**PDPM Partner Program members receive the following benefits**

- **Celtic’s Exclusively Developed PDPM Tools & Starter Kit**
  Custom toolkit only available within the Celtic PDPM Partner Program.

- **Monthly Support**
  During monthly visits, Celtic team members will meet with all disciplines to discuss questions as they arise, and scheduled strategic planning meetings for continual progress in your PDPM preparedness and implementation. In addition, you may opt to have live trainings performed at any monthly visit.

- **Access to Celtic’s Recorded Training Library**
  Your entire team will have access to Celtic’s pre-recorded webinars, with the ability to view at your convenience. Celtic associates will continually work to expand on PDPM concepts, strategic planning and implementation processes, gained through

- **Discounts for Celtic’s Public PDPM, Simplified Seminar**
  Your Interdisciplinary Team will receive a discounted rate ($100) at Celtic’s public PDPM, Simplified Seminar (April 9– Wallingford, CT, April 23– Stamford, CT, April 25– Southington, CT).
Ongoing Preparation & Monthly Support

During monthly visits, Celtic team members will meet with all disciplines to discuss questions as they arise, and scheduled strategic planning meetings for continual progress in your PDPM preparedness and implementation.

Your associate will be available to meet with facility Interdisciplinary Team members, in order to collaborate and develop policies and implementation strategies that will best function for them.

This may include the following:
- PDPM Strategic Planning Sessions
- PDPM Readiness Analysis
- PDPM Compliance Auditing
- Rehab Management under PDPM
- Restorative Nursing Program Development & Review
- Vendor Contract Management Assessment

Celtic Consulting may assist in continued support as PDPM becomes effective 10/1/19, with the following services:

**Optimal Facility Processes for PDPM**
- ICD-10 Diagnosis Assignment
- Clinical Conditions Category Assignment Oversight & Collection
- Case Mix Index Training
- PT, OT, ST, Nursing, Non-Therapy Ancillaries Utilization & Assignment
- Revenue Optimization Category Identification
- MDS Coordinator Workflow Optimization
- Monitoring Medicare Spending
- Care/Case Management principles to reduce spending
- Rehospitalization Management

**Census Development Under PDPM**
- Upstream PDPM opportunities analysis
- Downstream PDPM opportunity analysis
- Physician/APRN PA Training on PDPM Concepts

**MDS Process**
- MDS Accuracy auditing
- ICD-10 Diagnosis/Condition reporting auditing
- Skilled Nursing/Rehab Documentation Auditing

**Billing/ Finance**
- PDPM Claims Auditing
- Billing Training and PDPM rate review and setup
- Revenue Analysis
Phase 1: PDPM Fundamentals & Planning (To Be Released March 2019)

PDPM Overview (Session Length: 30 minutes)

Basics of PDPM Payment System (Session Length: 2 Hours)
- All aspects of the new program
- For Nursing, MDS, Rehab, Billing, Admission (or hospital liaisons), Administration, Social Services, Dietician, and any other IDT members

Strategic Planning & Team Building to Master PDPM (Session Length: 3 hours)
- Review of new case mix methodology under PDPM
- Practices to prepare your staff for the changes, and how the IDT needs to shift focus to be successful under PDPM
- Review how new ADL scoring, clinical classification categories and groupings called “condition categories” will affect payment levels and how “Add-on” point system is derived and what competencies will need to be honed in order to optimize opportunities in relation.
- Present sample timeline for nursing leadership to utilize when developing their educational programs for building PDPM competencies
- Therapy contract review
- Workflow transition for 10/1/19 MDS Assessments

Phase 2: Concepts, Competencies, and Collaboration (To Be Released May 2019)

ICD-10 Diagnosis Coding Concepts (Session Length: 3 hours)
- Review of intermediate ICD-10 principles for MDS, Admissions, Rehab
- Chapter specific guidelines pertinent to the Skilled Nursing Facility setting
Phase 2: Concepts, Competencies, and Collaboration continued
(To Be Released May 2019)

Effective Capture of Diagnoses & Condition Categories (Session Length: 1.5 hours)
- For MDS, Rehab, Admission, Dietician
- Explain condition category assignment importance
- Educate on primary code assignment in current (2018) I Section
- Communicating amongst Providers: Using discharge summaries, provider documentation, & the medical record to capture conditions

Collaborating to Determine Section GG: Functional Performance and Outcomes
(Session Length: 1 hour)
- For MDS, Nursing, Rehab
- Maximize reimbursement
- Manage outcomes

Refresher in MDS Coding of Cognition and Mood & Relationship to PDPM (Session Length: 30 minutes)
- For MDS, Social Services, SLP

Nursing Fundamentals for Skilled Patients (Session Length: 1.5 Hours)
- Practices nursing should implement to skill patients
- Skilled Nursing Documentation Competencies
- Review of Medicare Coverage Guidelines
- Skilled Nursing and Skilled Rehab criteria

Group/Concurrent Therapy Limitations- Management, Rehab, MDS (Session Length: 1.5 hours)
- Benefits (Cost Center vs. Revenue Center)
- Regulations for each type of therapy
- Developing treatment schedules for each type
Phase 3: Processes & Programs for Managing Costs & Reimbursement  
(To Be Released July 2019)

What Happens after Day 8? Revised MDS Coordinator Duties (Session Length: 1 hour)

- Daily case management & tracking
- Communication and interviewing for success
- Monitor consults, notes, etc. for clues on additional conditions
- Managing the MDS Schedule
  - Use of IPA to reset Case Mix Grouping category
  - Managing the benefit period calendar
  - MDS scheduling for PDPM transition (10/1/19)
- Determining resumption of skilled services

PDPM and Triple Check (Session Length: 1 hour)

- For MDS, Nursing, Admission, Finance, Rehab
- New practices to implement
- How will IDT’s Roles change to accommodate PDPM
- New Triple Check Checklist reviewed

Fiscal Responsibility and Financial Management in a Quality & Value Driven Environment (Session Length: 30 minutes)

- Therapy spending
- Use of restorative nursing vs. therapy for some cases
- Managing ‘downstream’ costs
- Evaluating ‘in-house’ care programs, equipment and exploring program development

PDPM, VBP and QRP: How It All Pulls Together (Session Length: 3 hours)

- Participants will learn how to determine their final per diem rate including VBP penalties, for FY 2019 and beyond under SNF VBP.
- Attendees will learn the difference between performance and outcome measures and how each type effects reimbursement under the SNF QRP.
- The audience will come away with best practice ideas for monitoring compliance
Celtic Consulting, was founded in 2001 by President and CEO, Maureen McCarthy, when she recognized the need for an educational resource during the PPS transition. During her years of experience at all levels of the Long Term Care industry, McCarthy realized the value an advisory organization would bring to skilled nursing facilities, facility management companies, assisted living facilities, and intermediate care facilities.

Today, Celtic Consulting is a nationally recognized long-term care advisory firm, focused on providing one-on-one oversight, to facilities of all sizes. Our advisors specialize in clinical reimbursement, quality improvement and clinical operations for the interdisciplinary team.

PDPM Implementation, VBP, QRP, 5-Star Programs, MDS Changes effective 10/1/19,

Who do you trust to keep you informed of industry updates?

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PDPM Prep & Implementation Assistance  Payroll Based Journal (PBJ) Auditing
5 Star Quality Improvement Programs  Compliance Solutions
Quality Auditing  ICD-10 Coding Assessment
Clinical Care Management  Medicare Compliance Auditing
Mock Survey Auditing  Reimbursement Management & Billing
MDS/CMI Services  Customized Education / In-Services