

# POST-ACUTE HEALTH TECH COLLABORATIVE



THE UNIFIED VOICE SHAPING POLICY FOR POST-ACUTE TECH PROVIDERS

# CHALLENGES FACING TECH COMPANIES FOCUSED ON POST-ACUTE CARE PROVIDERS

- Health care technology is rapidly advancing, but payer and regulatory systems lag behind.
- Patients are at greater risk due to declining reimbursement and staffing shortages.
- Post-acute providers face challenges adopting new technologies under outdated policies. While they get 'dinged' by government agencies for patient issues that could be resolved by tech.

# GOVERNMENT PAYMENT SYSTEMS ARE EVOLVING

- CMS is requiring all reimbursement models FFS, Medicare Advantage, Duals programs, etc. to be in some form of Value-Based Reimbursement by 2030.
- Post-acute providers struggle with assessing costs and quality, which is a necessity in VBR Models.
- Federal agencies are focused on hospital, physician tech with little attention paid to post-acute providers.

# FEDS WANT TECH SOLUTIONS

New gov't report criticized nursing homes for not reporting major patient falls, other patient care issues.

- Advanced sensor systems, wearable devices, and AI-powered monitoring can detect resident movement and alert staff to potential fall risks in real time.
- Electronic health records (EHRs) and predictive analytics help identify high-risk residents and enable proactive interventions.
- Automated documentation tools and integrated reporting systems minimize human error in recording falls and related incidents.
- Digital Minimum Data Set (MDS) reporting platforms ensure accurate, timely submission of required data, helping avoid underreporting and billing discrepancies.
- Technology-driven compliance checks can flag inconsistencies, supporting transparency and regulatory adherence.

# FEDS WANT TECH SOLUTIONS

## Billing, Administrative Errors

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The growing number of tech solutions that improve senior care, fix billing, admin issues, and take costs out of the system are the focus of the Administration and Congress.

# OUR BACKGROUND

- Strategic Health Care was founded in 1994. It is a health care consultancy with offices in D.C., Columbus, OH.
- We represent health systems and other provider organizations before the federal government.
- In Columbus, we manage six statewide long-term care networks (more than 400 facilities) and negotiate their managed care contracts.
  - We manage two statewide home care networks.
  - We provide these services to dozens of other post-acute providers.

# THE POST-ACUTE HEALTH TECH COLLABORATIVE

We are establishing a national coalition to advocate for post-acute technology solutions across the federal government.

## GOALS:

1. Raise awareness about the importance of health tech for seniors.
2. Bridge the gap between government policy and emerging health tech advancements.
3. Advocate for policies benefitting post-acute tech companies.

# WHY IT MATTERS

## ENGAGEMENT

- Engaging with Washington regulators and legislators.
- Influencing HHS, CMS, agency policy initiatives.
- Hosting meetings & conferences to showcase innovations.

## MEMBER BENEFITS

- Favorably influence federal health care policies.
- Gain visibility among key decision-makers.
- Collaborate with other innovators in post-acute tech.
- Drive adoption of your technology in post-acute care settings.

# **First-Year Action Plan**

- **Identify Regulatory and Legislative Barriers to Innovation**
- **Engage in Legislative and Regulatory Initiatives**
- **Communicate Policy Goals and Opportunities**
- **Host a Capitol Hill Symposium**
- **Build Visibility and Support**

# WHY JOIN THE COLLABORATIVE?

- Be part of a unified voice shaping post-acute care policy. Together we can get the attention and focus of the federal government.
- Ensure your technology is recognized in national healthcare discussions within Congress and the federal agencies.
- Gain direct access to key legislators and regulators.

# Join the Post-Acute Tech Collaborative Today!

- Collaborate with industry leaders to drive change.
- Help shape the future of post-acute care technology
- Send your membership application in by November 1.
  - We will email membership forms following this webinar.
  - Membership fee is \$1,000/mo.
  - First seven companies to join, will be offered an opportunity to become a board member and help drive the new organization.