

Case Study: “We didn’t know what we didn’t know.”

In 2017 a small Orthopedic practice in Florida reached out to TRIARQ Health to conduct a financial assessment of their historical claims data. The practice’s leadership was struggling to find an easy way to track and manage the cost of their patients’ post-acute care, like physical therapy and home health, and it was cost-prohibitive to hire more staff to manage their patients’ care directly.

TRIARQ Health’s first step was to assess the practice’s market and review its historical claims data. TRIARQ Health then showed the practice’s leadership a simple and easy way to view their data. For the first time, the Florida group could see and make sense of the utilization data and the costs associated with post-acute care provided outside their office.

TRIARQ Health also showed the practice how participating in bundled payment programs could be a profitable opportunity.

A New Path Forward

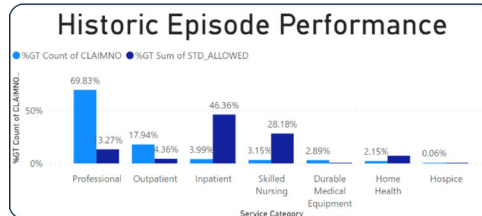
Armed with this new information, the Florida group opted to partner with TRIARQ Health to co-develop clinical care pathways that adhered to best practice standards. These procedure-based care pathways included pre-procedural care, optimized site of service, and structured plans for post-acute care utilization. The group also worked closely with TRIARQ to develop a clinically integrated network of post-acute providers who agreed to use the clinical pathways in their service area.

Instead of hiring more staff, the Florida orthopedic group leveraged the expertise of TRIARQ Health’s Nurse Navigators, who worked as an extension of the group’s office staff to streamline communications between patients, providers, and payers. The nurses managed patients’ progression through their continuum of care, leveraging the new co-developed clinical pathways. They also ensured that patients received their post-acute care within the new clinically integrated network.

Historic Performance *Before partnering with TRIARQ Health*

Total Allowed
\$26.44K

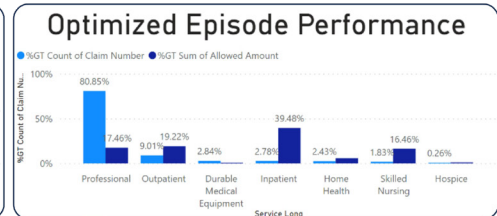
Service Category	%CT Sum of STD_ALLOWED	%CT Count of CLAIMNO
Inpatient	46.36%	3.99%
Skilled Nursing	28.18%	3.15%
Professional	13.27%	69.83%
Home Health	7.20%	2.15%
Outpatient	4.36%	17.94%
Durable Medical Equipment	0.44%	2.89%
Hospice	0.18%	0.06%
Total	100.00%	100.00%



Optimized Performance *After partnering with TRIARQ Health*

Total Allowed
\$24.04K

Service Long	%CT Sum of Allowed Amount	%CT Count of Claim Number
Durable Medical Equipment	0.47%	2.61%
Home Health	8.33%	2.74%
Hospice	0.28%	0.06%
Inpatient	51.99%	3.62%
Outpatient	8.04%	8.30%
Professional	19.08%	81.32%
Skilled Nursing	11.81%	1.34%
Total	100.00%	100.00%



In the following years, the group continued to make changes like transitioning patients from high-cost skilled nursing care to home health care and developing a new partnership with a physical therapy provider who visited patients in their homes. Within five years, the group had achieved an average savings of \$1,700 per episode (patient).

Data Driven Decision Making

TRIARQ Health wants to inspire your practice’s growth through better patient engagement, higher physician satisfaction, and additional value, all while improving revenue and efficiency.

Contact us today if you want to leverage your historical claims data to create and implement strategic care pathways and a clinically based network in your service area.

Click to request a financial assessment utilizing your practice’s historical CMS claims data.