



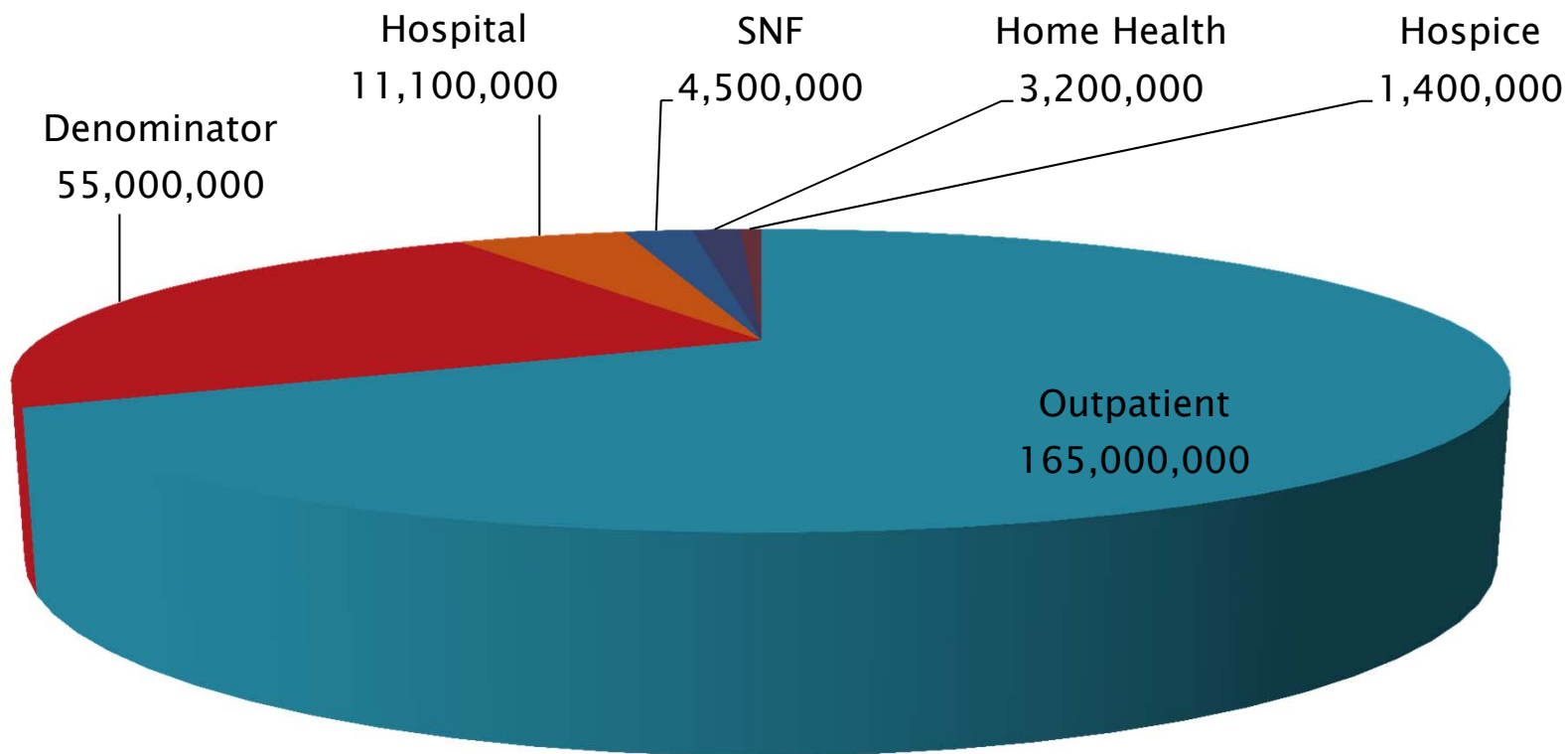
Hospice Physician Reports

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Step 1: Where We Started

2014 Medicare Records by Provider Type



185 Million Admissions / Year;
~2 Billion Claim Records / Year

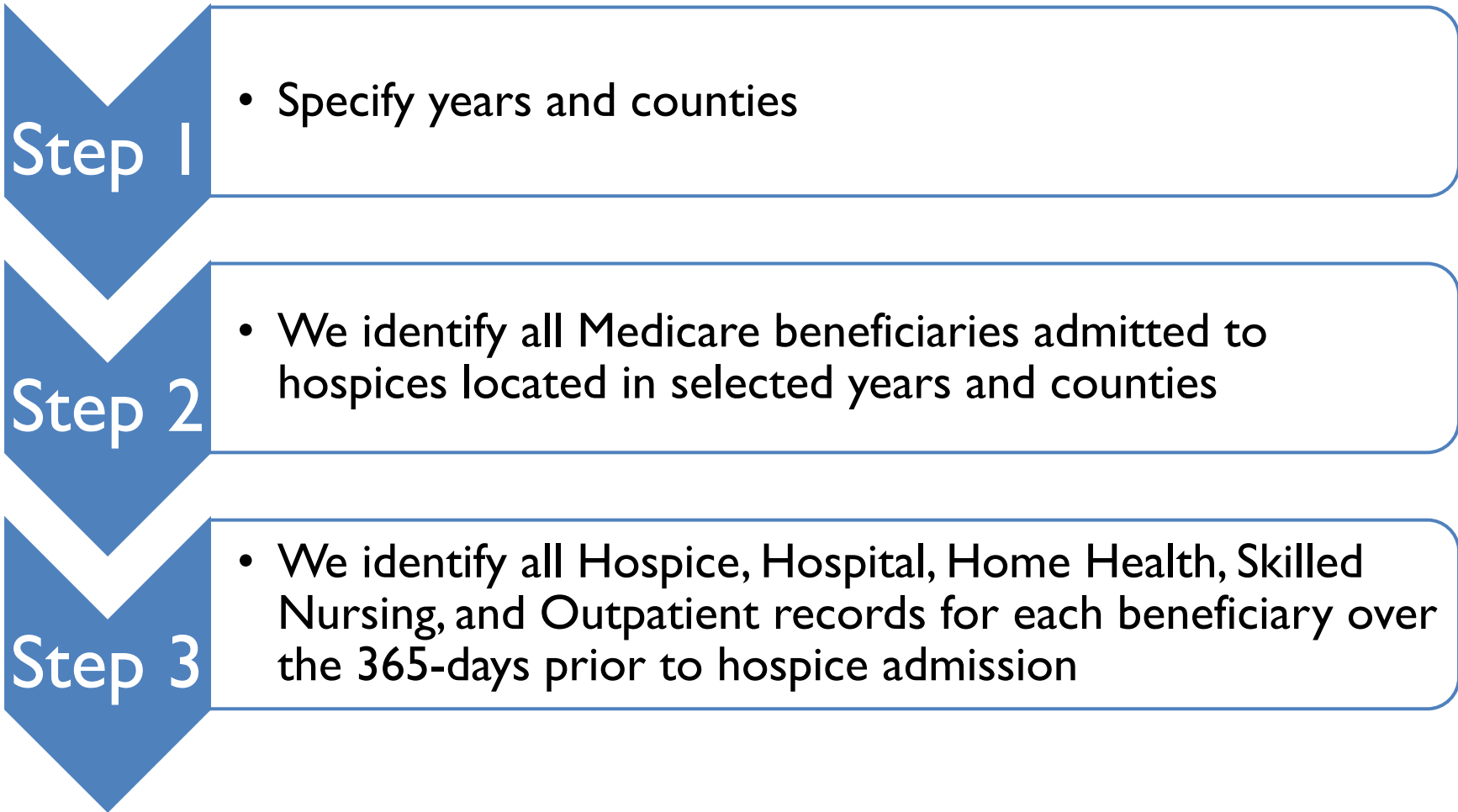


Step 2: Added Years

- ▶ Medicare files are available by **calendar year** – so to take the date of hospice admission and **look back 365 days** typically requires two years of data.
- ▶ Therefore, to run 2014 reports, we combined 2014 and 2013 records to look back 365 days.
- ▶ To run 2013 reports, we combined 2013 and 2012 records to look back 365 days.
- ▶ We wanted to provide you the ability to trend physician patterns over a two year period from the beginning.



Step 3: How the Look Back Works



Step 3: How the Look Back Works

Step 4

- We identify all Primary Attending Physicians listed in these records

Step 5

- We identify all records associated with these physicians

Step 6

- Finally, we circle back and link these physicians to how many of their beneficiaries were served by each hospice

For Example...

- ▶ Login to InfoMAX at www.HospiceAnalytics.com/InfoMAX:



HOME InfoMAX SERVICES PURCHASE PATIENT & FAMILY INFORMATION ABOUT US CONTACT US

InfoMAX

Email
Password

Login

[Forgot Password](#)

National Hospice InfoMAX Reports

Welcome to InfoMAX by Hospice Analytics - The only online hospice data reporting system in the country!

2014 Information Now Available!
2015 Information Expected in Nov!

For Example...

- ▶ Select the Physician Reports tab on the left
- ▶ Select years and counties:



Physician Reports

Select Year:

Select Counties:
Hold down the control button (or command if on a mac) to select multiple counties.

- CO - Denver CO
- CO - El Paso CO
- CO - Teller CO

It may take an hour or longer to generate reports for high population areas.

Generate

For Example...

- ▶ Select the Generate button

The screenshot shows the Hospice Analytics website interface. At the top is the logo for "HOSPICE analytics" and a navigation menu with links: HOME, InfoMAX, SERVICES, PURCHASE, PATIENT & FAMILY INFORMATION, ABOUT US, and CONTACT U. Below the navigation is a sidebar menu with options: REPORTS, EXECUTIVE SUMMARY, COST REPORTS, PHYSICIAN REPORTS (highlighted), FAQs, STATE HOSPICE INFO, and LOGOUT. The main content area is titled "Physician Reports" and contains a form with the following elements:

- Select Year:** A dropdown menu set to "2014".
- Select Counties:** A multi-select dropdown menu with the following options: "CO - Denver CO", "CO - El Paso CO", and "CO - Teller CO". A note below the dropdown reads: "Hold down the control button (or command if on a mac) to select multiple counties."
- Generate:** A button to generate the reports, which is pointed to by a red arrow.

Below the form, a note states: "It may take an hour or longer to generate reports for high population areas."

For Example...

- ▶ Click the report link below the Generate button to download your report

The screenshot displays the Hospice Analytics website interface. At the top left is the logo for "HOSPICE analytics". Below the logo is a dark blue navigation bar with white text for "HOME", "InfoMAX", "SERVICES", "PURCHASE", "PATIENT & FAMILY INFORMATION", "ABOUT US", and "CONTACT US". On the left side, there is a vertical menu with several options: "REPORTS", "EXECUTIVE SUMMARY", "COST REPORTS", "PHYSICIAN REPORTS" (highlighted with a white background), "FAQS", "STATE HOSPICE INFO", and "LOGOUT". The main content area is titled "Physician Reports" and contains a form with two dropdown menus. The first dropdown is labeled "Select Year:" and is set to "2014". The second dropdown is labeled "Select Counties:" and lists "CO - Denver CO", "CO - El Paso CO", and "CO - Teller CO". Below the dropdowns is a "Generate" button. A red arrow points from the "Generate" button to the text "Click Here to Download your Physician Report." below it.

[Click Here to Download your Physician Report.](#)

For Example...

▶ Open the report in Excel

Physician Report 2014 Denver 03.17.16 - orig - Microsoft Excel

Physician / NPI Summary

Physician Information Regarding Medicare Beneficiaries Served (Top 100)
v. 2/19/16, by Hospice Analytics

Medicare Contact Information

NPI Number	First Name	Last Name	Suffix	Credentials	From Referral or Hospice Report	Business Address 1	Business Address 2	Business City	Business State	Business Zip	Business County	Business Phone
1982666160	ARDITH	CROWE		APN-C	Hospice	1180 TURNER RD		COLORADO SPR CO		80920	El Paso CO	7196333400
1619131018	SHANNON	RYAN-CEBULA		MD	Hospice	8383 W ALAMEDA AVE		LAKEWOOD CO		80226	Denver CO	3033384545
1467424259	TRACY	STILLER		MD	Hospice	4350 WADSWORTH BLVD	#201	WHEAT RIDGE CO		80033	Denver CO	7208989612
1710072905	JONATHAN	WESTON		M.D.	Hospice	340 PRINTERS PKWY		COLORADO SPR CO		80910	El Paso CO	7196325700
1285959940	MARY	OSTROSKA		NURSE PRACTIT	Hospice	465 BRANDYWINE DR		COLORADO SPR CO		80906	El Paso CO	7193855841
1396753943	LESLIE	MCLEAN		MD	Hospice	2550 TENDERFOOT HILL ST.		COLORADO SPR CO		80906	El Paso CO	7196333400
1972549210	GAYLE	BERESKIN		DO	Hospice	1850 BASSETT ST APT 404		DENVER CO		80202	Denver CO	7202739598
1043354764	ALAN	RASTRELLI		M.D.	Hospice	1835 FRANKLIN ST		DENVER CO		80218	Denver CO	3033384545
1487683132	DAVID	FARSTAD		MD	Referral	DEPT 2215		DENVER CO		80291	Denver CO	8005534924
1912014002	PAUL	FISHMAN		MD	Hospice	3885 UPHAM ST	100	WHEAT RIDGE CO		80033	Denver CO	3037420108

For Example...

► Note the 5 different worksheets

The screenshot shows a Microsoft Excel window titled "Physician Report 2014 Denver 03.17.16 - orig - Microsoft Excel". The ribbon is set to the "Data" tab. The active worksheet is "Physician / NPI Summary". The spreadsheet contains a table with the following data:

Physician / NPI Summary												
Physician Information Regarding Medicare Beneficiaries Served (Top 100) v. 2/19/16, by Hospice Analytics												
Medicare Contact Information												
NPI Number	First Name	Last Name	Suffix	Credentials	From Referral or Hospice Report	Business Address 1	Business Address 2	Business City	Business State	Business Zip	Business County	Business Phone
1982666160	ARDITH	CROWE		APN-C	Hospice	1180 TURNER RD		COLORADO SPR CO		80920	El Paso CO	7196333400
1619131018	SHANNON	RYAN-CEBULA		MD	Hospice	8383 W ALAMEDA AVE		LAKEWOOD CO		80226	Denver CO	3033384545
1467424259	TRACY	STILLER		MD	Hospice	4360 WADSWORTH BLVD	#201	WHEAT RIDGE CO		80033	Denver CO	7208989612
1710072905	JONATHAN	WESTON		M.D.	Hospice	340 PRINTERS PKWY		COLORADO SPR CO		80910	El Paso CO	7196325700
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1396753943	LESLIE	MCLEAN		MD	Hospice	2550 TENDERFOOT HILL ST.		COLORADO SPR CO		80906	El Paso CO	7196333400
1972549210	GAYLE	BERESKIN		DO	Hospice	1850 BASSETT ST APT 404		DENVER CO		80202	Denver CO	7202739598
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For Example...

Definitions:

- ▶ “Referral Physicians” appeared in the claims as the Primary Attending Physician for beneficiaries who received hospice – but the physician was not listed as the Primary Attending Physician for anyone in hospice.
- ▶ “Hospice Physicians” appeared in the hospice claims as the Primary Attending Physician – regardless of whether they appeared in other claims or not.
 - ▶ We thought it was important to distinguish hospice medical directors from others.
- ▶ If a physician did not serve any beneficiaries who received hospice, they are excluded from this report.

For Example...

Definitions:

- ▶ **Report Summary:** The 100 physicians with the most hospice admissions (one line / physician)
- ▶ **Referral Summary:** All referral physicians (one line / physician)
- ▶ **Referral Detail:** All referral physicians – including multiple listings for each physician broken out by hospice (multiple lines / physician)
- ▶ **Hospice Summary:** All hospice physicians (one line / physician)
- ▶ **Hospice Detail:** All hospice physicians – including multiple listings for each physician broken out by hospice (multiple lines / physician)



For Example...

Excel Tips:

- ▶ Consider using View / Freeze Panes to temporarily “lock” selected fields in view.
- ▶ Consider using Data / Filter to add filtering capability within the spreadsheet.



For Example...

- ▶ On the “Detail” worksheets, note the difference between these columns:

Physician / NPI Hospice Referral Detail												
Physician Information				Hospice	Hospice Aggregate Totals x NPI					Total Admissions by Hospice		
NPI Number	Physician Name	Other Provider	Hospice Provider	Total Unduplicated Beneficiaries Seen Prior to Hospice Admit	Total Hospice Mean LOS	Total Hospice Admissions DC Deceased	Total Hospice Admissions DC Alive	Total Hospice Admissions DC Still Patient	Admissions	LOS x Hospice	Revenue x Hospice	
1386686236	JULIE SANFORD M.D.	PEAK VIEW BEHAVIORAL HEALTH 064026	PIKES PEAK HOSPICE AND PALLIA	66	49	47	11	18	19	20	\$81,253	
1386686236	JULIE SANFORD M.D.	PEAK VIEW BEHAVIORAL HEALTH 064026	LIFE CHOICE HOSPICE OF COLOR	66	49	47	11	18	16	68	\$161,027	
1386686236	JULIE SANFORD M.D.	PEAK VIEW BEHAVIORAL HEALTH 064026	OPTUM PALLIATIVE & HOSPICE C	66	49	47	11	18	*	32	\$18,877	
1386686236	JULIE SANFORD M.D.	PEAK VIEW BEHAVIORAL HEALTH 064026	GENTIVA HOSPICE 61531	66	49	47	11	18	*	210	\$62,162	

These columns summarize ALL beneficiaries in hospice (in this example, 66 unique beneficiaries received hospice)

These columns are admissions specific to each hospice (in this example, 19 beneficiaries received hospice at Pikes Peak HPC)

Thank you

Please contact Cordt Kassner, PhD, CEO, at Hospice Analytics with any questions, comments, feedback, or for additional information:

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W: www.HospiceAnalytics.com

* Review the new National Hospice Locator at www.HospiceAnalytics.com – geo-maps and detailed information on every known hospice in the United States!