



Maxwell Healthcare
Associates

Business Analytics

Achieving Data Confidence with Transformative Tools in your Analytical Toolbox.

Just because you have tools to decipher your data, doesn't mean you'll always end up with a single source of truth. Your business analytics should be easy to understand, and sometimes it takes a little bit of clarity from data experts to set the record straight. MHA can break down the numbers for you, so you no longer have to spend hours behind a screen doing so. Our extensive toolset analyzes your entire agency and gives you a full diagnosis of the health of your organization.

Real solutions are tailored. Our team provides affordable, comprehensive and customized post-acute care consulting services that are scalable to your company's unique needs.



Components

- Custom Business Insights (CBI) Reports
- Customized Queries
- Subscription Model Available
- Industry Best Practices
- Predictive Forecasting
- Experience with top BI Tools
- Proactive vs Reactive Business Decisions
- Efficient Executive Views
- Intuitive Visuals & Trending
- Transparency
- Consistency
- Accountability



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*Gain Business Insights
from Data and Set
Yourself Apart*



Business Analytics

Top Nine Tools for Your Analytical Toolbox

- #1: Order Management** – Our customized dashboard will inform your agency on the following: What has been processed? – What has been processed but not yet sent to the physician? – What has been sent to the physician but not yet returned?
- #2: Client Demographics** – We'll examine your entire patient population across multiple branches based on age, race, payor, diagnosis and break it all down for you.
- #3 & #4: Worker Productivity (Field & Office)** – We'll track these metrics to see if you're overstaffed or understaffed. You'll also be able to see if your employees are successful fulfilling their obligations for the week. Plus, you'll have the necessary data to determine the number of employees you need to care for all of your patients.
- #5: Key Metrics** – Daily metrics you want to keep a pulse on: **Census, Length of stay, Discharge info, Hospice** – patient days, level of care, & cost per day, **Home Health** – case mix, gross margin percent, & utilization management, **Finances** – billing & claims by payor, revenue adjustments, room & board billing (hospice), PDGM metrics, LUPA presents (Home Health), & AR aging.
- #6: WAAR** – The "Weekly Agency Audit Report" (WAAR) is a snapshot view of your weekly activity. It's an overall look at how your agency is doing. But MHA can set up alerts to notify you based on business rules when an event occurs.
- #7: Sales Trends** – MHA does custom work to expand and identify conversions for your team. We assess the health of your referral source and grade/rank them based on the following criteria: Are they a paying customer? – Are they a Medicare customer? – How many patients does your agency admit based on their referral? – How much revenue is earned due to the referral?
- #8: Clinical** – We pull data from OASIS and physical assessments to identify trending items. We get granular and find the source of what's happening to your patients.
- #9: Executive** – We focus on five main areas: Clinical, Financial, Sales, Operational, Compliance. We'll give your team a score on each area and classify the metrics that make up each health score.



People. Process. Technology.

