



Maxwell Healthcare  
Associates



# Monthly Business Insights

Help Agencies Quickly Identify Areas of Focus and Make Informed Business Decisions.

The Monthly Business Insights (MBI) provides key metrics needed to operate a home health and hospice agency/branch month over month. The MBI product offers a range of metrics for home health agencies, including average daily census, Medicare revenue metrics, and conversion rates. It also provides details on visit schedules, orders and OASIS, and staff productivity. For hospice agencies, the product offers metrics on time to admit, average length of stay, and patient referrals, as well as financial metrics on collections, billing, and write-offs.

*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.*

Core Analytics:



Operational



Clinical



Financial

Helping agencies identify areas for improvement and developing effective strategies for addressing any issues.





Help Your Agency  
Drive Improvement and  
Optimize Operations



# Monthly Business Insights

## Branch-by-Branch Metrics

One key aspect of the MBI product is the ability to view metrics on a branch-by-branch basis. This allows agencies to identify any underperforming branches and focus their efforts on improving those specific areas. By analyzing these metrics on a branch-by-branch basis, rather than simply looking at the overall agency averages, agencies can more effectively address any issues and drive overall improvement.

In addition to providing comprehensive metrics and data analysis, the MBI product from Maxwell Healthcare Associates also offers the ability to interpret the information and assist staff in creating a plan for correction or optimization. This can include identifying declining trends and finding solutions such as form optimization, workflow optimization, staff reeducation, or process changes.

Operational Category	Key Performance Metric	Nov 2021	Dec 2021	Jan 2022	Feb 2022	Mar 2022	Apr 2022	May 2022	Jun 2022	Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	Aug 2022	Sep 2022	Oct 2022	6-Mo Trendline
<b>Business Development</b>																		
<b>Average Daily Census</b>																		
Average Daily Census - HH Medicare		250	237	257	266	224	213	210	234	230	249	208	170	232	-7.0%	11.3%	36.3%	
Average Daily Census - HH Non-Medicare		138	121	148	153	160	162	166	165	164	170	166	157	165	-2.9%	-0.8%	5.5%	
<b>Average Length of Stay</b>																		
Discharge ALOS - HH Medicare		36.5	27.4	26.0	26.2	27.3	24.5	26.8	27.8	24.5	24.7	33.4	32.6	27.3	10.7%	-18.2%	-16.0%	
Discharge ALOS - HH Non-Medicare		24.5	19.4	22.9	23.4	20.7	24.0	22.8	22.9	20.1	21.5	21.2	21.1	20.7	-3.9%	-2.7%	-1.9%	
<b>Medicare Revenue Metrics</b>																		
Revenue per Period (ALL)		\$2,019	\$2,196	\$2,216	\$2,338	\$2,220	\$2,275	\$2,257	\$2,259	\$2,209	\$2,272	\$2,228	\$2,428	\$2,220	-2.3%	-0.3%	-8.6%	
Revenue per Period (Non LUPA)		\$2,402	\$2,512	\$2,559	\$2,622	\$2,525	\$2,620	\$2,554	\$2,613	\$2,519	\$2,535	\$2,466	\$2,561	\$2,525	-0.4%	2.4%	-1.4%	
Revenue per Period - Community Early (Non LUPA)		\$2,776	\$2,727	\$2,828	\$2,908	\$2,935	\$2,910	\$2,890	\$2,955	\$2,927	\$2,900	\$2,905	\$2,847	\$2,935	1.2%	1.0%	3.1%	
Revenue per Period - Community Late (Non LUPA)		\$1,893	\$1,860	\$1,858	\$1,909	\$1,861	\$1,857	\$1,784	\$1,834	\$1,848	\$1,798	\$1,820	\$1,765	\$1,861	3.5%	2.3%	5.4%	
Revenue per Period - Institutional Early (Non LUPA)		\$3,351	\$3,265	\$3,407	\$3,586	\$3,579	\$3,570	\$3,558	\$3,576	\$3,529	\$3,609	\$3,565	\$3,521	\$3,579	-0.8%	0.4%	1.6%	
Revenue per Period - Institutional Late (Non LUPA)		\$3,389	\$3,139	\$3,219	\$3,497	\$3,509	\$3,366	\$3,537	\$3,322	\$3,045	\$3,441	\$2,813	\$3,509	\$3,509	15.2%	2.0%	24.7%	
Revenue per Visit (ALL)		\$372	\$358	\$356	\$363	\$359	\$374	\$357	\$373	\$374	\$366	\$370	\$366	\$359	-1.9%	-2.9%	-2.0%	
Revenue per Period (LUPA)		\$502	\$693	\$632	\$659	\$808	\$722	\$623	\$716	\$622	\$681	\$749	\$685	\$808	18.7%	7.9%	17.9%	
LUPA %		20.1%	17.4%	17.8%	14.5%	17.8%	18.2%	15.4%	18.6%	16.4%	14.2%	13.9%	7.1%	17.8%	25.5%	27.9%	150.2%	
Est. GM per Period (Non LUPA)		\$2,419	\$2,035	\$1,908	\$2,006	\$1,985	\$2,041	\$2,005	\$2,078	\$1,986	\$1,945	\$1,949	\$2,020	\$1,985	2.1%	1.8%	-1.7%	
<b>Medicare Visit Metrics</b>																		
Visits Per Period (ALL)		5.4	6.1	6.2	6.4	6.2	6.1	6.3	6.1	5.9	6.2	6.0	6.6	6.2	-0.4%	2.7%	-6.7%	
Visits Per Period - Community Early (Non LUPA)		7.4	7.3	7.5	7.4	7.5	7.0	7.9	6.9	7.6	7.3	7.0	7.3	7.5	2.0%	6.3%	3.0%	
Visits Per Period - Community Late (Non LUPA)		5.5	5.5	5.7	6.1	6.3	6.1	5.7	6.1	5.4	5.8	5.6	6.1	6.3	9.0%	11.9%	3.8%	
Visits Per Period - Institutional Early (Non LUPA)		7.5	8.5	9.0	9.3	7.9	8.3	8.3	8.8	7.2	9.0	9.3	8.4	7.9	-12.3%	-14.9%	-6.1%	
Visits Per Period - Institutional Late (Non LUPA)		6.0	11.5	7.7	6.0	7.3	7.3	14.5	7.5	6.0	11.5	8.5	7.3	7.3	22.2%	36.2%	13.7%	
<b>Medicare Recert Metrics</b>																		
% Starts with 2 Periods (ALL)		34.7%	23.3%	25.3%	24.4%	24.5%	23.0%	25.6%	23.2%	25.4%	21.8%	24.7%	50.9%	24.5%	12.3%	-0.8%	51.9%	
% Admits with 2 Periods (ALL)		26.5%	14.6%	22.3%	17.6%	18.1%	16.3%	20.0%	18.1%	16.9%	17.1%	36.6%	18.1%	18.1%	7.3%	6.2%	-50.5%	
% Recerts with 2 Periods (ALL)		83.9%	84.4%	66.7%	75.8%	75.0%	76.9%	77.3%	83.3%	85.8%	85.0%	80.0%	75.0%	75.0%	-11.8%	-6.3%	-25.0%	

Overall, the MBI product from Maxwell Healthcare Associates is a valuable tool for healthcare agencies looking to optimize their operations and improve performance. With its comprehensive data analysis and interpretation capabilities, it can help agencies identify areas for improvement and develop effective strategies for addressing any issues.



People. Process. Technology.

