



# Looking Ahead

**Hospital at Home Beyond the Public Health**

**Emergency**

**Ray Quintero** | Healthsperien, LLC

**Andrew MacPherson** | Healthsperien, LLC



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**Webinar**  
June 29, 2021



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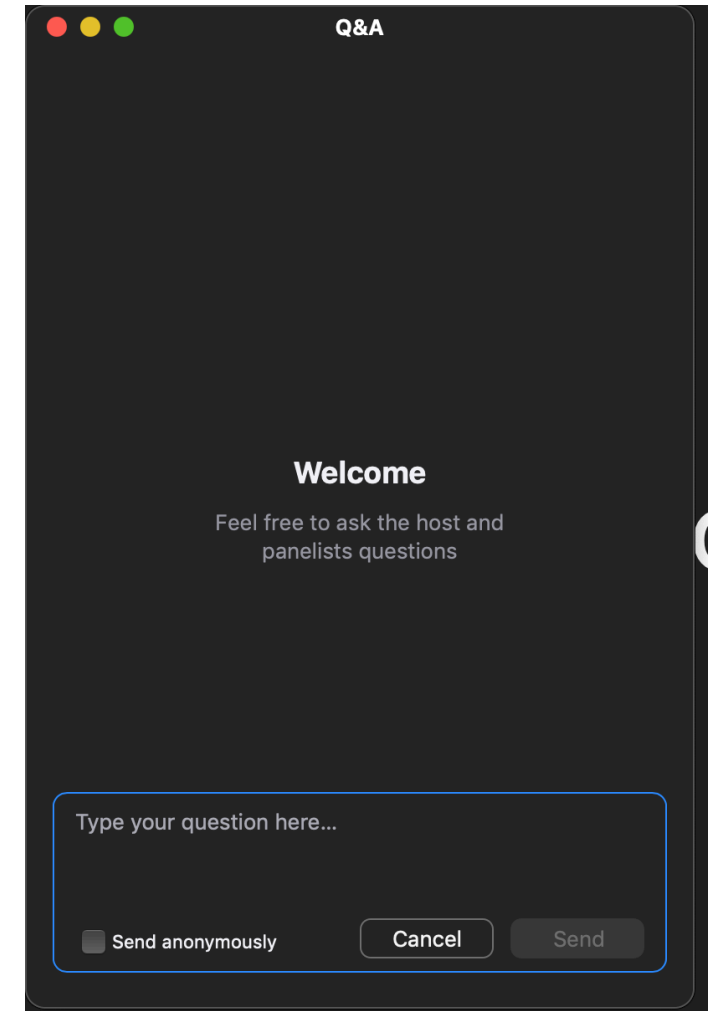
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The  
John A. Hartford  
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# ZOOM Webinar Housekeeping

- Please submit your questions via the Q&A option.
- Due to the large audience for today's webinar, everyone has been placed on mute.
- If you have any technical issues, please contact Gabrielle Schiller ([gabrielle.schiller@mssm.edu](mailto:gabrielle.schiller@mssm.edu)) or send her a message via the Zoom chat feature.





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Professor and Chair Emeritus,  
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Icahn School of Medicine at Mount Sinai



**Rani Snyder, MPA**  
Vice President, Program  
The John A. Hartford Foundation

# AT USERS GROUP

Web: [hahusersgroup.org](http://hahusersgroup.org)

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# The HaH Users Group Webinar Series

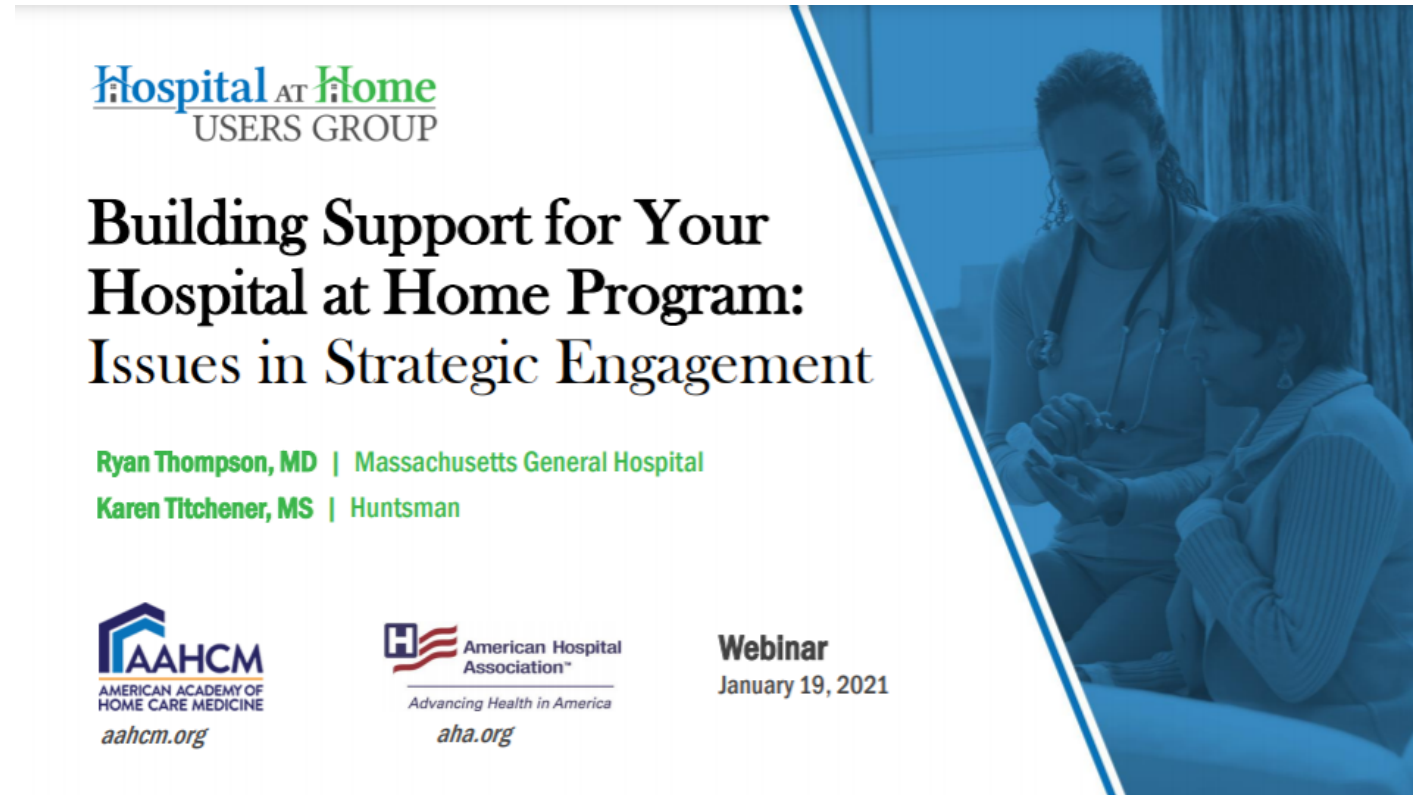
- The Hospital At Home Model and the CMS Acute Hospital Care At Home Waiver
- Building Support for Your Hospital at Home Program: Issues in Strategic Engagement
- Who's In, Who's Out? Deciding Which Patients Are Right for Your Hospital at Home Program
- Tech Matters: Building the Right Digital Platform for Your Hospital at Home Program
- Efficient, Effective, Excellent: Issues in Hospital at Home Logistics and Operations
- On Time, Every Time: Delivering Hospital at Home Ancillary Services
- How Are We Doing? Evaluating Hospital at Home Quality and Safety
- Mastering Meds: Exploring Issues of Pharmacy in Hospital at Home
- Finding Your People: Issues in Patient Identification, Recruitment and Referral

See [Events](#) or the Technical Assistance Center at [HaHUsersGroup.org](https://HaHUsersGroup.org)

[Learn more at HaHUsersGroup.org](https://HaHUsersGroup.org)

# More Soon

- Monthly webinars
- Please chat to us or put in the Q and A, topics you would like to see covered



**Hospital AT Home**  
USERS GROUP

**Building Support for Your  
Hospital at Home Program:  
Issues in Strategic Engagement**

**Ryan Thompson, MD** | Massachusetts General Hospital  
**Karen Titchener, MS** | Huntsman

**AAHCM**  
AMERICAN ACADEMY OF  
HOME CARE MEDICINE  
[aahcm.org](http://aahcm.org)

**American Hospital  
Association**  
Advancing Health in America  
[aha.org](http://aha.org)

**Webinar**  
January 19, 2021



**Today's Webinar**

# **Looking Ahead**

**Hospital at Home Beyond the  
Health Emergency**



**Ray Quintero**

Managing Partner

Healthsperien, LLC



**Andrew MacPherson**

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Healthsperien, LLC



# Hospital at Home Post PHE: What Happens Next

# CONTEXT MATTERS: POLICY/POLITICAL CONTEXT FOR HAH

Biden COVID-19  
Relief Bill  
Implementation

Extending  
COVID-19  
Flexibilities

Expanded  
Telehealth  
Adoption

COVID-19  
Vaccine  
Distribution

ACA Decision

ACA Updates &  
Fixes

CMMI Alternative  
Payment Models

Biden  
“Infrastructure”  
Proposal

Support for LTSS  
and “Caregiver  
Economy”

Renewed Drug  
Pricing Debate

Surprise Billing  
Implementation

Coverage  
Expansion &  
Public Option

## OUR DISCUSSION

Today's Landscape

Hill Engagement -  
Extension Of  
Current Waivers and  
Flexibilities

Potential CMMI  
Opportunities and  
Approaches

Growing Evidence  
Base and Data Needs  
For HaH



## TODAY'S HOSPITAL AT HOME LANDSCAPE

## HAH REIMBURSEMENT CHALLENGES AND REGULATORY FLEXIBILITIES

Prior to the PHE, home-based, hospital-level care was not widely adopted, in part due to Medicare reimbursement challenges for providers.

The current flexibilities provided under the Hospital Without Walls and Acute Hospital Care At Home waivers enable patients to receive covered hospital inpatient services in the home.

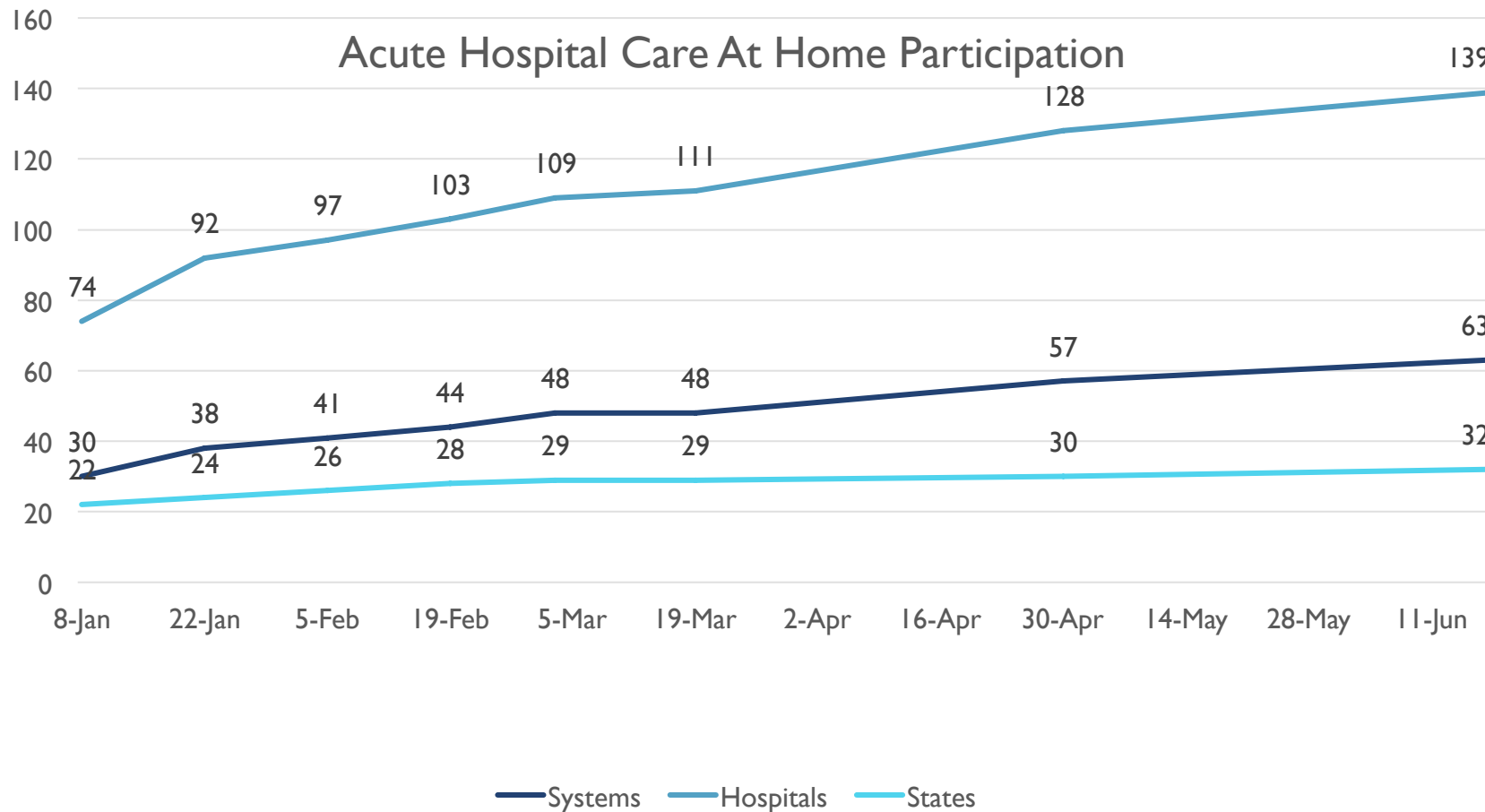
The waivers allow the home to be an originating site of care and allows 24-hour nursing requirements to be fulfilled virtually.

The number of hospitals enrolled in the Acute Hospital Care At Home waiver has grown exponentially, and more hospitals are now investing in Hospital at Home.

If the regulatory flexibilities are permanently extended, more hospitals and health systems would invest in the infrastructure they need to provide Hospital at Home services.

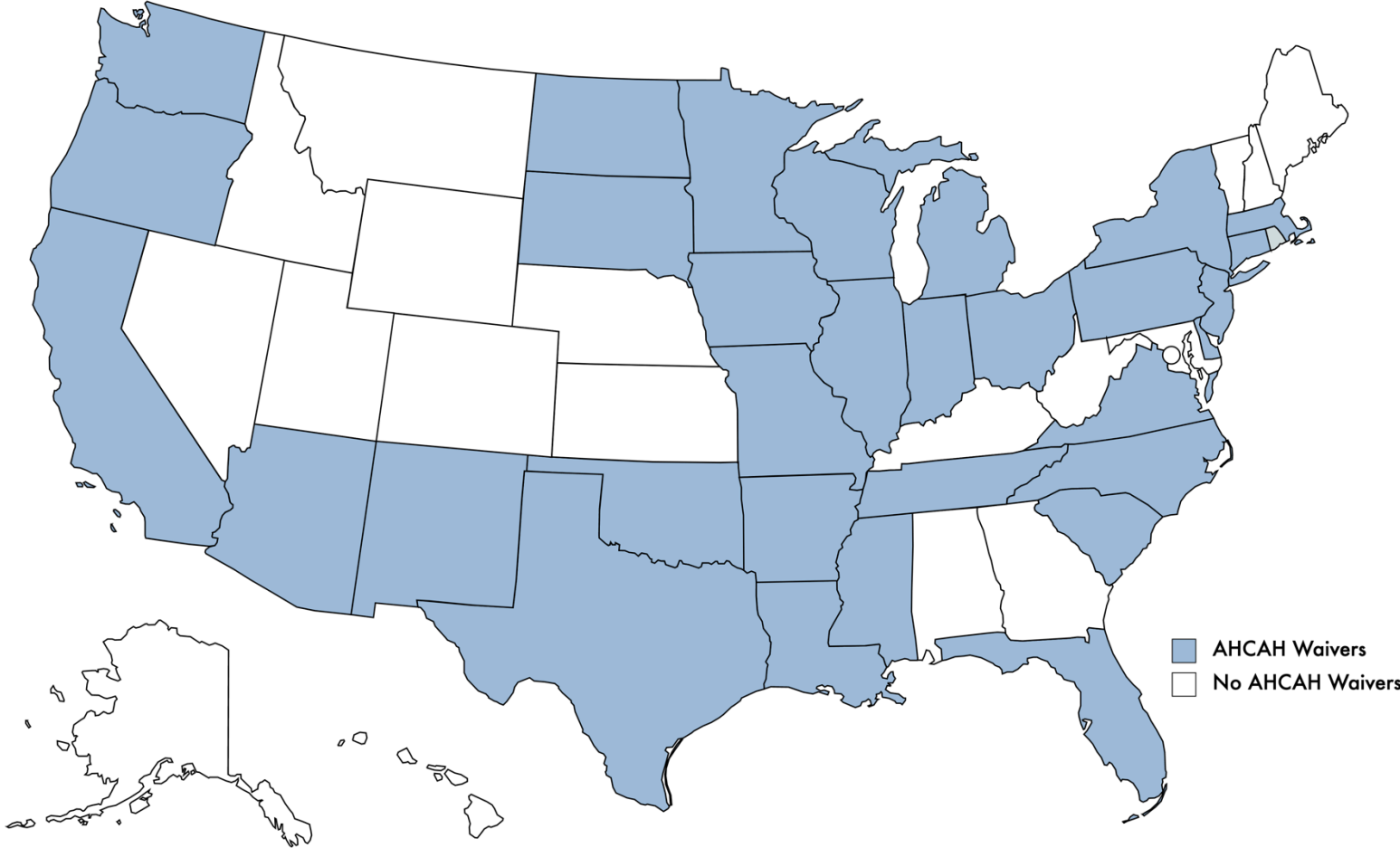


## ACUTE HOSPITAL CARE AT HOME WAIVER PROGRAM



- Based on CMS data, the numbers of hospital systems, hospitals, and states that have enrolled in the Acute Hospital Care at Home waiver program have continuously increased.
- Due to this waiver being specific to the COVID-19 PHE and the upfront investment required to operate this program, participation will likely level off in the future if there is no long-term extension of the waiver.

# STATES WITH ACUTE HOSPITAL CARE AT HOME WAIVERS





## **HILL ENGAGEMENT - EXTENSION OF CURRENT WAIVERS & FLEXIBILITIES**

## LEGISLATIVE STRATEGY FOR WAIVER EXTENSION

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Congress must pass legislation to have the Hospital Without Walls and Acute Hospital Care at Home waivers extended beyond the COVID-19 PHE.

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Educating members of Congress—especially the House Ways & Means and Senate Finance Committees—on HaH and the need to extend the waivers is critical to get members to introduce, support, and pass legislation to permanently extend the waivers.

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Discussions on the Hill about HaH have been positive, and several Members of Congress have expressed support for legislation to extend the waivers.

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Last month's Senate Finance Committee hearing on extending the PHE flexibilities bode well for HaH, especially with Chairman Wyden expressing support to extend the program.



## POTENTIAL CMMI OPPORTUNITIES & APPROACHES



## HAH ALTERNATIVE PAYMENT MODEL WITH CMMI

The current waivers allow for bundled payment of acute inpatient care in the home. A Hospital at Home payment model would benefit from a value-based 30-day bundled payment approach.

An alternative payment model through CMMI is an effective pathway to the future of providing Hospital at Home services to the Medicare population.

The goal of this model will be to improve patient care, lower costs, and better align payment systems to promote patient-centered care

A successful CMMI demonstration would give providers a care and payment pathway to adopt Hospital at Home services within their practice.

## OPPORTUNITIES AND APPROACHES WITH CMMI

**Health equity is top priority for Director Fowler, and HaH has the opportunity to showcase to CMMI how its patient centric model of care can advance health equity within the Medicare population.**

- ? Patient Centric:** This includes highlighting the advantages of the model's patient centric characteristics—like home inspections, safety protocols, and enhanced care coordination—to improve health outcomes and patient satisfaction for Medicare beneficiaries with chronic conditions.
- ? Health Equity:** HaH is an opportunity to improve care services for communities of color, rural regions, as well as beneficiaries who are homebound and/or have chronic conditions.

**Health equity is also a key priority for Congress, and they can pass legislation directing HHS Secretary Becerra to test a HaH payment model.**



## **GROWING EVIDENCE BASE AND DATA NEEDS FOR HAH**



## EVIDENCE SUPPORTING THE VALUE OF HOSPITAL AT HOME

- ❓ The concept of hospital care in the home is not new. Multiple studies of Hospital at Home models have demonstrated improved outcomes including:
  - ❓ Reduced lengths of stay
  - ❓ Reduced patient readmissions and mortality rates
  - ❓ Lower rates of patient delirium and sedentariness
  - ❓ Increased patient satisfaction
  - ❓ Lower rate of patients being referred to a skilled nursing facility after the care episode
- ❓ Studies also found costs for hospital services in the home were 19% to 30% lower than traditional inpatient care, and patients required less hospital time and fewer lab and diagnostic tests compared with similar patients in acute hospital care.
- ❓ Overall, the Hospital at Home model advances cost-effective, high-quality care delivery of acute inpatient services to patients in their home settings.

## DATA NEEDS FOR HAH

HaH as an opportunity to use data to show how the program improves patient satisfaction, lowers costs, and addresses health equity.

Data on improved patient satisfaction, fewer errors in the transitions of care process, and lower costs is robust. HaH participating hospitals and health systems can use the data to support the case for CMMI to develop a HaH alternative payment model.

Hospitals and health systems can also use their population and outcomes data to demonstrate how the program has improved the quality of care and costs for patients with complex care needs. This data would further demonstrate the opportunities the model has to address health equity.

## TIMELINES, MARKERS FOR SUCCESS, AND PREDICTIONS FOR THE FUTURE

- ❓ Advocacy on Capitol Hill and with senior Biden Administration officials continues with a focus on data and need for feasible extension.
  - Bipartisan champions cultivated and get invested.
  - Stakeholder coalesce around shared strategy.
  - Health policy 101: Once you give patients (aka constituents) something they want, very hard to take it away.
  - Make the case for “cliff” and consequences of inaction – a policy choice itself.
- ❓ While unclear if any major health care provisions will be included in “infrastructure” package, telehealth and HaH extensions good chance Fall to end of year.
- ❓ CMMI work proceeds apace with important engagement from HAH leaders. Details and equity focus key.



# Questions?

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# Learn More

- Hospital at Home Users Group  
<https://hahusersgroup.org/>
- Hospital at Home Users Group Technical Assistance Center  
(*Powered by CAPC*)  
<https://www.hahusersgroup.org/technical-assistance-center/>
  - **Featured Resource – Annotated CMS Waiver**  
<https://www.hahusersgroup.org/technical-assistance-center/cms-waiver-requirements/options-for-addressing-the-2020-cms-waiver-requirements/>

# Watch Them Again...

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for more information...

# Annual Meeting: Registration Opens Soon



- “Sustaining the Momentum: What Happens Next”
  - Pre-conference of the AAHCM annual meeting
- Date: **October 28, 2021** – 11 AM to 5 PM ET
- Submit sessions and posters (July 31 deadline) at: <https://www.hahusersgroup.org/events/sustaining-the-momentum-or-whats-happening-whats-next/>

# THANK YOU



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- Join the HaH Users Group
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- Chat us topics for our next webinar series
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