



Outsource

Top 7 Reasons to ~~Outsource~~ Therapy

Historically, many SNF operators have chosen to control their own inhouse therapy teams, but in light of the Patient Driven Payment Model (PDPM), even some staunchly inhouse SNF operators have chosen to outsource. Here are their top reasons:

1. Proven clinical pathways

With PDPM, the reimbursement is based on each patient being assigned to case-mix classifications, but the absence of prescribed therapy levels for the case-mix groups leaves clinical decision making to each provider. Developing specific clinical pathways based on the 44 CMS therapy-related case-mix groups requires a dedicated therapy team supported by clinical resources that most inhouse SNF operators do not have.

2. Dedicated therapy-focused clinical team

Therapy companies have a clinical team solely dedicated to providing high quality therapy services that produce optimal patient outcomes. Rather than the broad base of expertise required by a SNF clinical team, a therapy company clinical team possesses deep expertise to support outcomes-driven therapy services.

3. Broader base of therapy expertise

PDPM encourages SNF providers to integrate a highly coordinated interdisciplinary team to identify patient characteristics and manage care. From a therapy perspective, PDPM emphasizes the importance of evidence-based rehabilitation services that include comprehensive evaluations and quality

treatments that are condition-specific in volume and delivery and that result in patient-driven outcomes. A dedicated therapy provider has the experience, resources and scale to provide this level of care.

4. More efficient

Inhouse therapists are often utilized for many non-therapy duties inside a SNF. Whereas, an outsource therapy company will remain focused on skilled rehabilitation services and assist the interdisciplinary team to identify and treat opportunities for improving function in all post-acute and long-term care residents.

5. Compliance, billing and audit support

Billing and coding errors dramatically decrease when using an outsource therapy service, and quality therapy providers have a team of RAC-certified auditors and reviewers who can support claims and offer indemnification for therapy-related denials.

6. Optimal use of group/concurrent under PDPM

Group and concurrent delivery of care are examples of evidence-based practices that can have specific and unique benefits in post-acute care settings. Dedicated therapy companies provide therapists with training and resources to

better understand the psychosocial benefits of group and concurrent care. This provides the SNF provider with confidence that decisions to use group and concurrent strategies are based on clinical judgment and that documentation supports the appropriate use of these methods of delivering therapy.

7. Availability of specialty therapists

A good therapy provider offers professional development through continuing education, clinical ladders, and clinical mentoring in specialties relevant to post-acute care. This culture attracts, develops, and retains highly skilled therapists, who assist the SNF's interdisciplinary team in creating a culture of continuous quality improvement.

BONUS: Therapy leadership and opportunity

Because of the opportunities for career growth and portability, dedicated therapy companies are able to attract and retain therapists who want professional growth and development, creating stronger therapy teams.

For SNF operators that still provide inhouse therapy services, PDPM may have given just the reason they need to look at outsourcing therapy services now. 🦋

To schedule a visit about outsourcing your therapy services, call Debbie Dupre at (972) 200-4271 or email dduprel@reliantpacs.com.