

Curbside consult

Rick Greco DO, FACOI

Chief Hospitalist

Ohio Valley Medical Center

disclosures

- General Hospitalist
- Sound Physicians

Objective

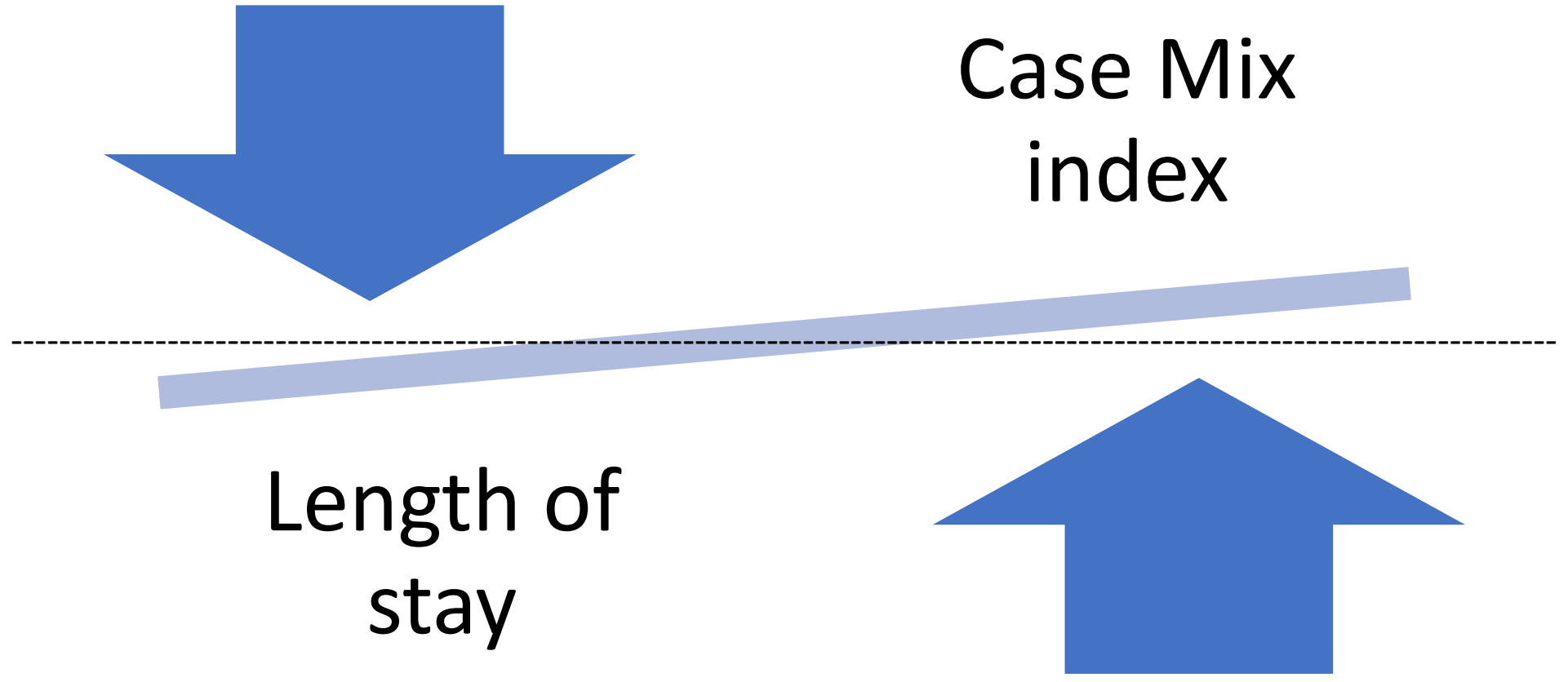
- Motivate interest in improving hospital efficiency through cooperation with Utilization Review Staff
- Appreciation of the impact of the decision for Admission vs Observation

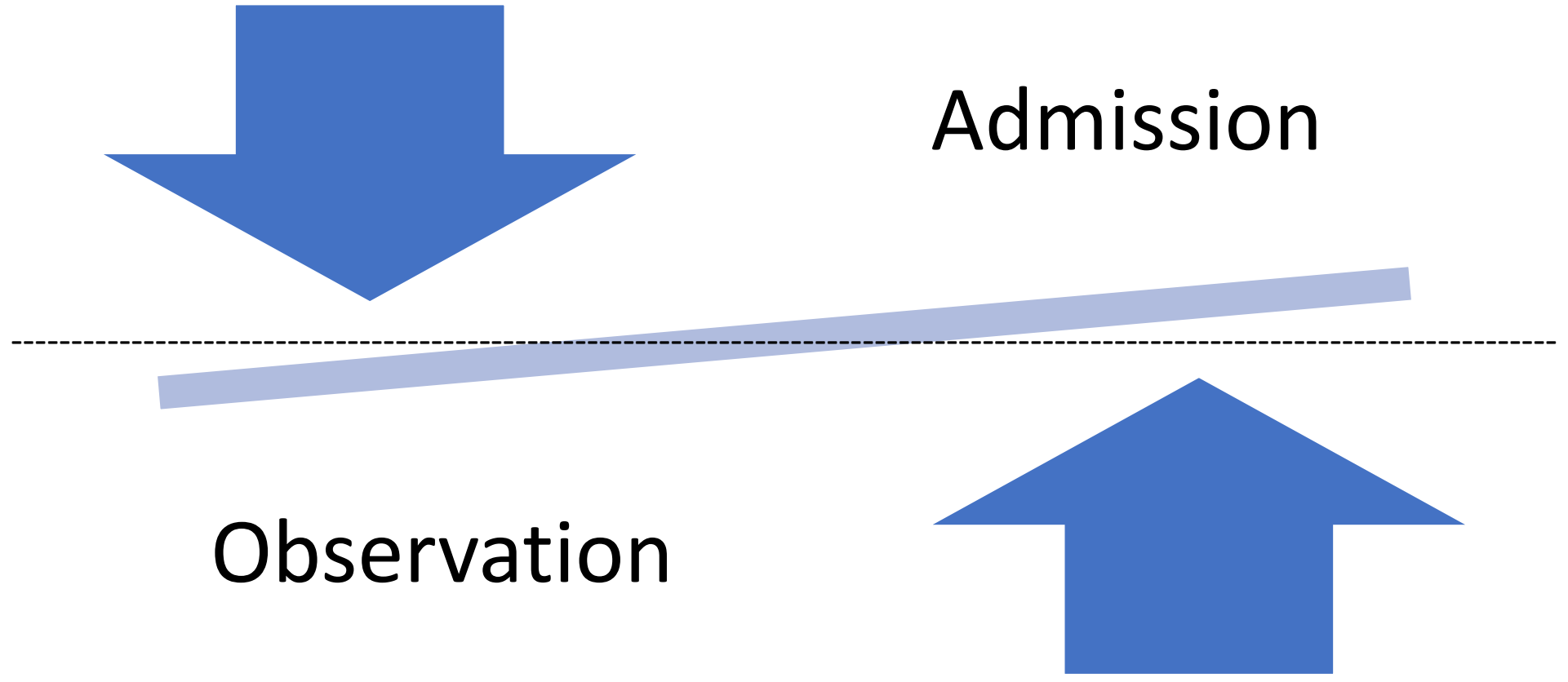


Peer to Peer ... Just tell me what to say









Admission

Observation

Observation challenge

Hospital a 2,555 admits with 40 % obs rate

Admit to IN patient

- 1533
- \$ 7,000 average revenue
- \$ 10,731, 000

Admit to OBS

- 1022
- \$ 1,200
- \$ 1,226,400

Observation impact

Hospital a 2,555 admits with 40 % obs rate after shift of 20% reduction
40 % reduced to 32 % generated 1.18 M

Admit to IN patient

- 1737
- \$ 7,000 / case
- \$ 12,159,000

Admit to OBS

- 817
- \$ 1,200 / case
- \$ 980,400

Observation impact

Hospital a 2,555 admits with 40 % reduced to 20 % generated 1.2 M

Admit to IN patient

- 2044
- \$ 7,000 / case
- \$ 14,308,000

Admit to OBS

- 511
- \$ 1,200 / case
- \$ 613,200

Observation impact

Hospital a 2,555 admits with 40 % obs rate

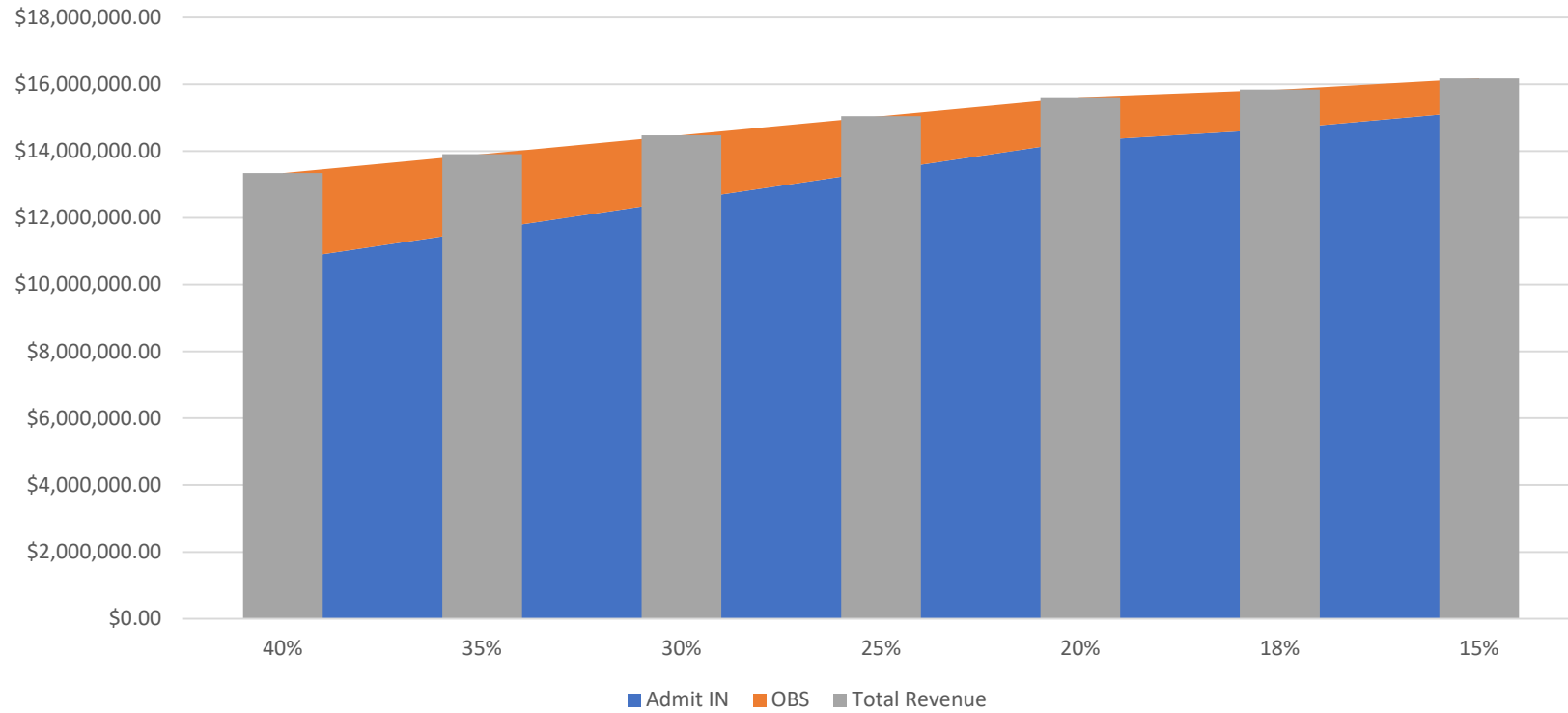
Admission / Obs

- 40 %
- 32 %
- 20 %

Total Revenue on Hospitalist Team

- \$11,957,400
- \$ 13,139,400 (+ 1.18 M)
- \$ 14,921,200 (+ 2.96 M)

Admit Vs Obs progress from 40 to 15 %

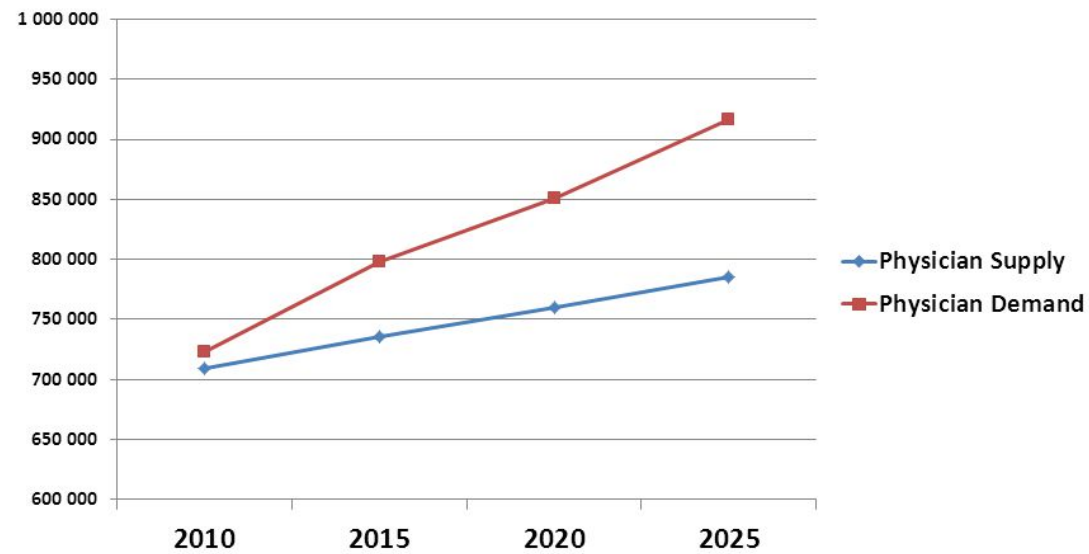


Partner education

- Understand the value
- Work is the same
- Educate partner and ED staff
- Make a decision before midnight
- Symptoms vs diagnosis
- Suspected, probably, likely (not “possible”)
- If you use a mediator, Talk to them



Projected Supply and Demand of All Physicians 2010 - 2025



Source: AAMC Center for Workforce Studies, June 2010 Analysis

NURSE PRACTITIONERS

NPs are the providers of choice for millions of Americans. NPs evaluate patients, diagnose, write prescriptions and bring a comprehensive perspective to health care.



NP: Your Partner In Health

With a track record of **quality** health care delivery for nearly half a century...

and a growing need for **health care providers**, especially in primary care...

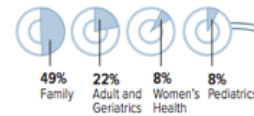
Nurse Practitioners are a clear solution for patient-centered, accessible health care.

PRIMARY CARE FOCUS

NPs are choosing primary care more than physicians and physician assistants. In 2012, more than 80% of NPs were prepared in primary care programs, while only 14.6% of physicians entered a primary care residency.

MORE THAN **80%** PREPARED IN PRIMARY CARE

AREA OF PRIMARY CARE PREPARATION



REQUIREMENTS FOR PRACTICE



6+
YEARS OF ACADEMIC AND CLINICAL PREPARATION



NPs AT A GLANCE
Over **4 decades** of improving patient access and quality care
Over **900 million** patient visits in 2012
Prescribe medications in all **50 states** and D.C.

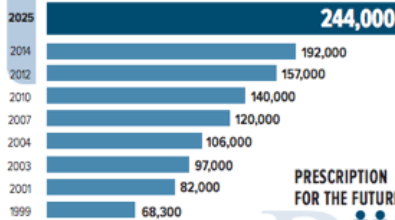
70% OF NPs SEE 3 OR MORE PATIENTS PER HOUR



An increase in the overall population, aging baby boomers, and the newly insured under the Affordable Care Act will bring **millions** more into the health care system.

INCREASING IN NUMBER

The number of nurse practitioners is expected to rise dramatically by 2025:



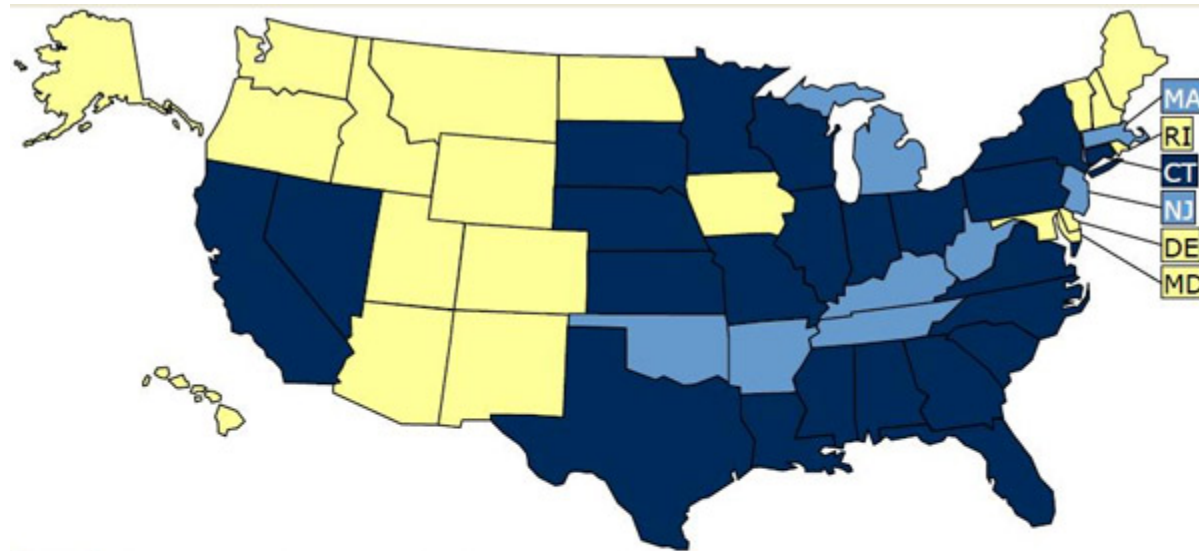
PRESCRIPTION FOR THE FUTURE



2 out of 3 patients support legislation for greater access to NP services

NPs BY THE NUMBERS

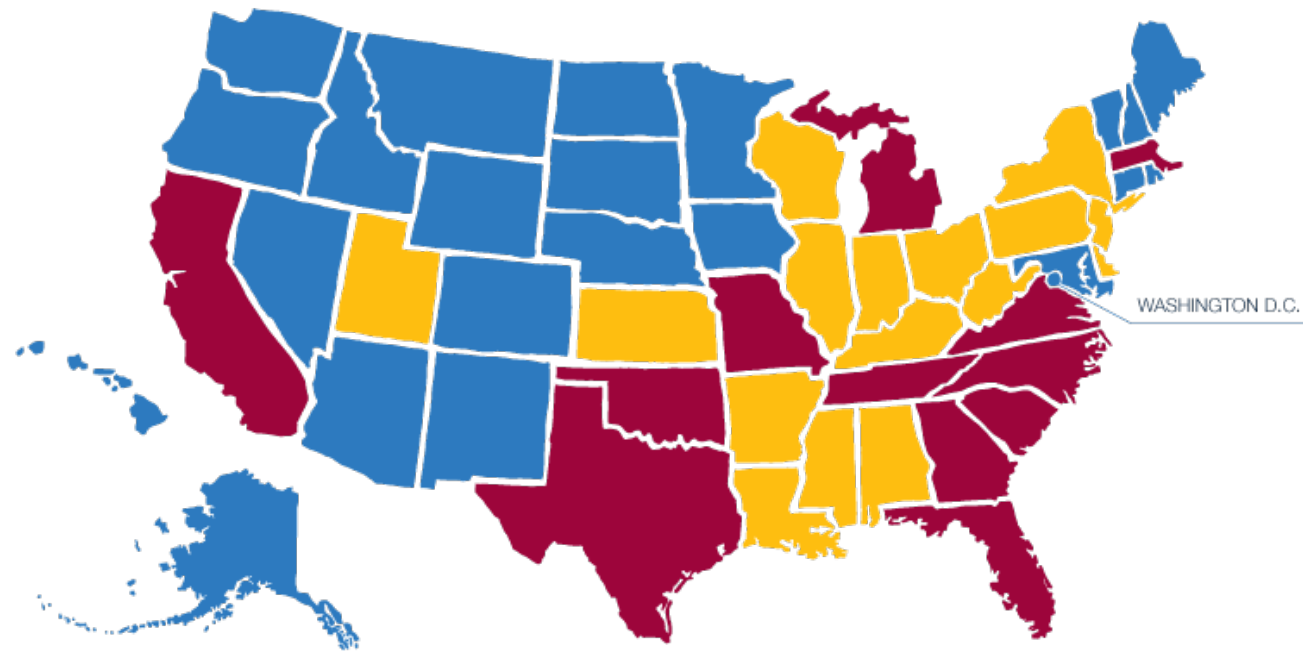
85% accept Medicare
84% accept Medicaid
94% accept Private Insurance
81% accept Uninsured



- Physician involvement needed to prescribe, diagnose or treat
- Physician involvement needed to prescribe but not to diagnose or treat
- No physician involvement needed to diagnose, treat or prescribe

Note: In Connecticut, Indiana, Minnesota and Pennsylvania, physician involvement is required to diagnose or treat, but written documentation of this is not required. In other states that require physician involvement to diagnose or treat, written documentation is also required.

Source: Linda J. Pearson, "The 2012 Pearson Report," *American Journal for Nurse Practitioners*.



2017 NURSE PRACTITIONER SCOPE OF PRACTICE



FULL PRACTICE



REDUCED PRACTICE



RESTRICTED PRACTICE



