



National Renal Administrators Association Report

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NRAA President Elect

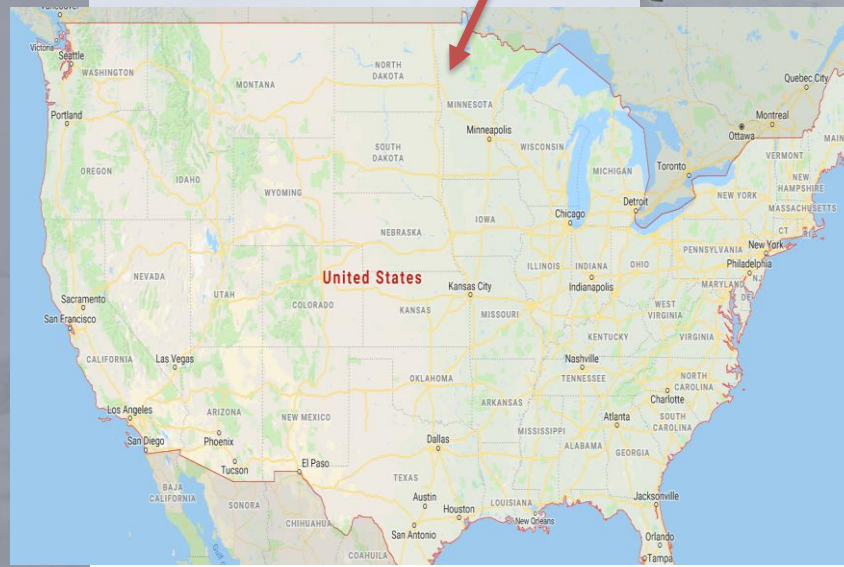
February 28,
2019

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Expected Temp
on Saturday,
March 2, 2019

- 14



Overview of NRAA

Founded in 1977, NRAA is a 501(c)6 organization with 237 dialysis company members and 1,075 total members.

Mission

We advance kidney health by serving the educational and advocacy needs of kidney care professionals.

Vision

We envision a robust kidney health community that is patient-focused, diverse, collaborative, and competitive.

Value

We value healthy diversity of kidney care providers in the marketplace. We value patient-centered quality care.

Overview of Renal Services Exchange

For Profit Subsidiary of NRAA, established in 2013

Mission

Create diversified revenue streams that continue to provide cost-effective services and solutions that support the independent chronic kidney disease community to grow and thrive.

Position

With a focus on the independent and smaller provider of renal care services, we will provide access to solutions that enable providers to better compete, grow their business, and server their patients.”

Values:

First Choice, Trust, Access, Reliable, Empower

NRAA and RSE Board Members Represent A Diverse Group of Dialysis Organ

American Renal Associates
Dallas, TX

Greenfield Health Systems
Bingham Farms, MI

St. Anthony Regional Hospital
Carroll, IA

Atlantic Dialysis Management
Services, LLC
New York, NY

Gundersen Health System
La Crosse, WI

Texas Children's Hospital
Houston, TX

Branson Dialysis
Branson, MO

Independent Dialysis Group
Youngstown, OH

University of Minnesota
Fairview Hospital
Minneapolis, MN

Centers for Dialysis Care, Inc.
Shaker Heights, OH

National Renal Care
Long Beach, CA

University of Virginia Dialysis
Program
Charlottesville, VA

Dialysis Center of Lincoln
Lincoln, NE

NOVO Dialysis
New York, NY

UP Health Systems - Portage
Dialysis
Hancock, MI

Dialysis Clinic, Inc.
Nashville, TN

Physicians Dialysis
Clifton, NJ

Fresenius Medical Care
Mesa, AZ

Sanford Health
Fargo, ND

Issues Impacting ESRD Providers

1. CA Proposition 8
 - Congratulations to the CA Dialysis Council!
 - Potential impact for CA Providers
 - Impact on other States
2. ESCO and Integrated Care Models
 - Impact on future payment system
 - Expansion in 2019?
3. ICH-CAHPS tied to Quality Payments
 - Unfunded mandate, twice a year, lengthy survey

Issues Impacting ESRD Providers (2)

4. ESRD Networks and Quality Improvement Activities (QIA)
 - QIA 1: Patient Safety: BSI
 - QIA 2: Improve Transplant Coordination
 - QIA 3: Promote Appropriate Home Dialysis
 - QIA 4: Population Focused Pilot QIAs (PHFPQ)
 - Improve Dialysis Care Coordination with a Focus on Reducing Hospital Utilization
 - Positively Impact the Quality of Life of the ESRD Patient with a Focus on Mental Health
 - Support Gainful Employment of ESRD Patients
 - Positively Impact the Quality of Life of the ESRD Patient with a Focus on Pain Management

NRAA Key Advocacy Principles

1. Care Delivery
2. Alternative Payment Models
3. Pediatric Care Improvement
4. Quality Improvement and Payment Refinement
5. Early Intervention to Prevent and Improve and Treat Chronic Kidney Disease
6. Preserving Patient Access to High Quality of Care

CARE DELIVERY

- Incentivize greater use of home dialysis
- Expand chronic care management services
- Allow more practitioners to bill for services performed in the dialysis clinic under the referral of a nephrologist
- HIT for independent providers

ALTERNATIVE PAYMENT MODELS (APM) FOR PATIENTS WITH CHRONIC KIDNEY DISEASE

- Pediatric and young adult patients APM
- Home dialysis APM
- APM for to coordinate care for patients at-risk of developing CKD and with CKD Stage III
- Special considerations in APMs for SDOs and MDOs so they can participate

PEDIATRIC CARE IMPROVEMENT

- Potential need for add-on payment in the ESRD PPS for facilities treating pediatric and young adult patients
- Potential need for add-on payment to nephrologist fee for treating patients under the age of 1
- Payment tied to quality metrics for transition from young adult to adult ESRD

QUALITY IMPROVEMENT AND PAYMENT REFINEMENT

- New, single quality improvement program for ESRD
- Elimination of existing case-mix and comorbid adjustments in ESRD PPS and replace with new ones better targeting high-cost, high-acuity patients
- Improve accuracy and consistency of facility cost reports

EARLY INTERVENTION TO PREVENT AND TREAT CHRONIC KIDNEY DISEASE

- Expand access to Kidney Disease Education to all CKD beneficiaries
- MIPS quality measures to incentivize nephrologists to prevent or delay onset of dialysis
- APM to delay or prevent onset of ESRD for patients with early stage CKD

PRESERVING PATIENT ACCESS TO HIGH-QUALITY CARE

- Better target the low-volume and rural adjusters in the ESRD PPS
- Medicare Renal Disease Ombudsman and new ESRD Network monitoring to protect against patient “avoidance”
- Ensure adequate reimbursement from Medicare Advantage plans



NRAA
**WEBINAR
WEDNESDAYS**
LEARNING SERIES FOR KIDNEY
CARE PROFESSIONALS

NRAA Webinar Wednesdays

Provide access to live and on demand education to kidney professionals.

Prior webinars include:

- Bringing QAPI To Life: From Tool to Tangible Results
- Understanding and Achieving Productivity
- Fluid Management: Realities and Strategies
- Measuring Hand Hygiene in an Integrated Health System
- Performance Improvement Dashboard for Governance Alignment
- Strategic Staffing for Dialysis Programs: Identifying Best Practices for Adult Care
- Addressing Depression in Dialysis Patients
- HIPAA: Compliance Strategies for Dialysis Providers
- Telehealth and the Home Dialysis Benefit for the Patient, Provider, and Nephrologist
- Conflict Here, There, and Everywhere in the Dialysis Unit

RSE Virtual Workshop Series: Boost Patient Engagement With ICH-CAHPS

- The RSE In partnership with Palmarius Consulting is offering a four-part series aimed to assist dialysis providers in creating a well-defined patient experience program that improves patient engagement and subsequently ICH CAHPS score.
- The series is designed to enhance the knowledge and skills of the attendees in different areas of patient care as it relates to overall patient experience.

What's Included in the Virtual Workshop Series?

1. Access to the four part live series (March – April 2019)
1. Access to content on-demand, after the live webinar
1. Unlimited access to presenters and coaches during series (March - May 2019)
1. One-on-one phone coaching session with [Palmarius Consulting](#) to brainstorm facility specific challenges and opportunities as it relates to the process of implementation of strategies discussed during series.

What Topics Will be Covered in the Virtual Workshop Series?

1. In-Center Hemodialysis Consumer Assessment of Healthcare Providers and Systems: A Survey To Improve Patient Engagement & Experience (March 7, 2019)
2. The Patient's Experience with Nephrologist & Dialysis Staff (March 21, 2019)
3. Strategies to Improve Patient Engagement at Clinic Level (April 4, 2019)
4. Quality Management to Improve Patient Engagement and Experience (April 25, 2019)



RSE VIRTUAL WORKSHOP SERIES:
**BOOST PATIENT
ENGAGEMENT
WITH ICH-CAHPS**
PRESENTED BY  Palmarius Consulting

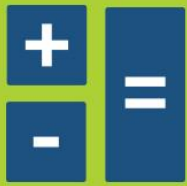


RSE Benchmark Reports

The National Bench Reports are generated from the most recently available Medicare cost reports, Dialysis Facility Reports (DFRs), QIP Reports and Dialysis Facility Compare (DFC).

The benchmark report has been broken into the following reports:

1. Cost & Quality Benchmarking Chart Book (Executive Summary)
2. Cost & Quality Benchmarking Report 1: National Summary
3. Cost & Quality Benchmarking Report 2: Industry Segment
4. Cost & Quality Benchmarking Report 3: Geographic Region
5. Cost & Quality Benchmarking Report 4: Trends
6. Cost & Quality Benchmarking Report 5: Star Rating



RSE BUNDLE
PPS CALCULATOR

ESRD PPS Calculator 2019

The PPS Calculator is designed to help NRAA members reconcile Medicare payments. Two Major enhancements for the 2019 release include:

1. A Simplified Medicare Payment Model: Model average expected payment per treatment across your whole Medicare adult ESRD patient population with minimal inputs
2. Three-Year Enterprise-Wide Financial Forecast Model: Forecast an average per treatment P&L across all payers for 2019 thru 2021



RSE Industry Spotlight Program

Launched in the middle of 2018 to provide the Kidney Community the opportunity to learn about innovative products and services through complimentary Webinars.

- A New Way to Treat Anemia While Reducing ESA and IV Iron Use (Rockwell Medical)
- Strategic Anemia Advisor: Using AI to Improve Patient Outcomes and Decrease ESA Utilization (Dosis, Inc)
- A Patient-Centric Service for Our Community: Nursing Home On-Site Dialysis (NxStage)
- 2008T BlueStar – Advancing Care with Our Next Generation Dialysis Delivery System (Fresenius Medical Care)
- Bibag- Online Bicarbonate, an alternative to Central Bicarbonate Delivery (Fresenius Medical Care)

