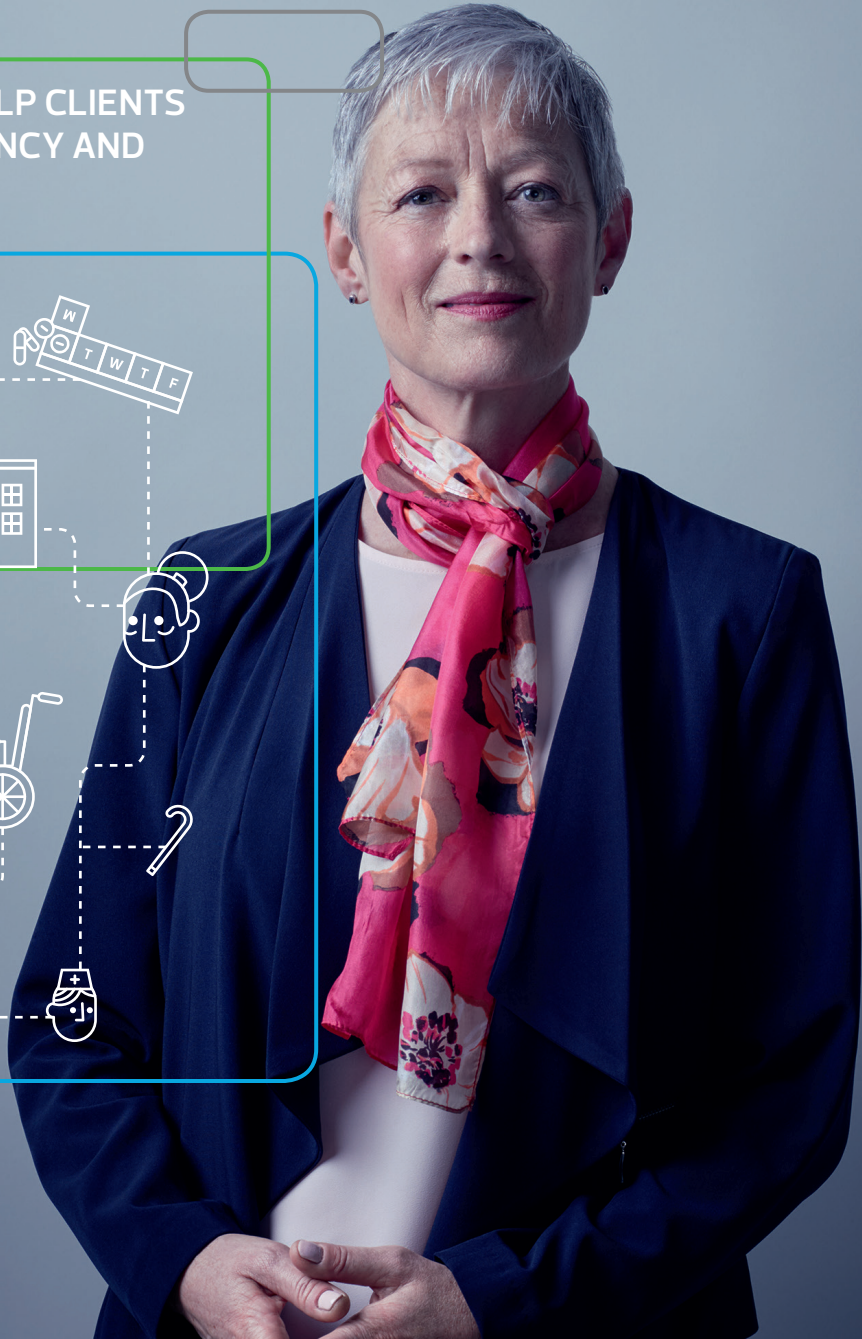


SOLUTIONS TO HELP CLIENTS
INCREASE EFFICIENCY AND
PROFITABILITY



SENIOR CARE CONSULTING



Senior care advisory services

Our senior care advisory team can assess your organization's compliance with the Office of Inspector General of the U.S. Department of Health & Human Services. On an ongoing basis, our team is available to assist your organization with:

- Performance and development of an implementation plan to drive greater efficiencies, reduction in costs and sustained profitability
- Expense reduction in nursing administration, resident assessments and direct care staff
- Shared services
- Ensuring appropriate Medicare reimbursement and utilization
- Assessment of organizational compliance with the Office of Inspector General of the U.S. Department of Health & Human Services standards
- Streamlining financial record keeping and reporting
- Effective accounting, tax and business strategies based on industry best practices

In addition, the team is uniquely positioned to assist your organization with provider enrollment strategies, initial enrollment, revalidations and updates to the Provider Enrollment, Chain and Ownership System (PECOS), as needed. Our professionals work with you to ensure that necessary documentation is submitted and the application process is timely and successful.

Our regulatory and reimbursement consultants are committed to helping you increase profitability, so you can focus on delivering high-quality, affordable services to your residents. Our reimbursement specialists understand the complexities caused by the interrelationships of payment systems, pricing transparency and regulatory reporting concerns. We will use our knowledge and experience to help you understand what works best for your organization.

Our team can provide:

- Clinical studies and in-service training to help ensure regulatory compliance
- Corporate compliance programming
- Results-oriented solutions tailored to your operations
- Systems to enhance quality and reduce costs
- Streamlined financial record keeping and reporting
- Effective accounting, tax and business strategies based on industry best practices

Technology consulting

Technology is instrumental in driving business growth. Combining technical knowledge and business savvy with our full range of IT services, we assess complex situations, devise solutions and implement them for you, efficiently and with minimal disruption. Services include:

- Strategy and advisory
- Business intelligence and performance management
- Electronic medical record (EMR) system selection and implementation
- Infrastructure
- Cloud computing
- Business process outsourcing
- Enterprise resource planning (ERP) and customer resource management (CRM) systems
- Program and project management

Business intelligence and analytics

Our professionals help organizations bring all of their data into one place, and make information available to the appropriate team leaders and members. Using analytics, statistical modeling and business intelligence (BI) software tools, we build dashboards and real-time analytics that provide users a flexible view, from macro to micro. Typical projects include: shared services analysis, admissions rapid process and spend analysis and cost savings road maps.

RESPONDING TO INTERNAL MATTERS, AS WELL AS INDUSTRY CHANGES THAT IMPACT AN ORGANIZATION'S BUSINESS, IS A CONSTANT CHALLENGE. WITH NEARLY 50 YEARS OF EXPERIENCE SERVING SENIOR CARE ORGANIZATIONS, OUR RSM TEAM BRINGS FINANCIAL, OPERATIONAL AND CLINICAL INSIGHTS TO OFFER INNOVATIVE AND PRACTICAL SOLUTIONS TO HELP CLIENTS INCREASE EFFICIENCY AND PROFITABILITY.

Rapid Assessment® and roadmap

Our team provides clients with assessments of their clinical and business operations, as well as their technology environments. Based upon the client's challenges, tactical and strategic goals, and the results of the *Rapid Assessment®*, we can create a roadmap that will lead the client from its current state to its desired future state.

HIPAA/HITECH compliance

We understand the unique regulatory challenges health care organizations face to comply with existing and newer requirements, and we can identify where security gaps may exist. Our information security and privacy consultants have extensive experience in evaluating organizational processes to help our clients ensure they are compliant and that sufficient controls are in place. We deliver data security and privacy solutions to a variety of health care organizations. Some of our services include:

- Readiness review
- Risk assessment
- Policies and procedures development and update
- Self-assessment training

Facility construction and cost recovery consulting

Construction projects are anything but simple. Any number of events can quickly put the successful completion of a project at risk. We assist management in the selection of a suitable contract delivery method, and subsequent development of the applicable construction contract with a goal of better facilitating cost avoidance, savings and recovery. Also, we can perform an industry standards analysis of proposal submissions to assist and advise management in the proposal negotiation process. Our team can perform pay application reviews, which yield cost savings and recovery as well, to determine:

- Contractor compliance with specific contract terms related to inclusive costs and procedures for usage of owner funds, allowances, contingencies and other provisions, as applicable
- Propriety and validity of payments to date and whether they, and projected payments, are in concert with the project budget and timelines
- Contractor adherence to business and economic contract terms to facilitate cost avoidance and savings
- Determination of the project financial status and cost to complete
- Post-completion contract cost reviews
- Negotiation, dispute resolution and claims assistance
- Forensic accounting, fraud and litigation services

Debt financing support

Your organization has special needs related to its financing structure, whether it is tax-exempt, private placement, bank-qualified bonds or more traditional financing. We are ready to support your organization from pre-issuance to ongoing compliance with the following projects:

- Projected or forecast financial statements
- Bond or debt comfort letters
- Forecast covenant compliance letters

Outcomes

Our clients are the best measure of results delivered by our team of professionals; below is a client testimonial.

"Everyone involved with our compliance program said the engagement with RSM was well worth the investment. It kick-started our program enhancements, set a baseline and points us to the future. It improved our infrastructure, created greater HIPAA/HITECH awareness, identified roles and put processes in place for us to continue to improve upon. That is a great result!"

Corporate compliance officer

+1 800 274 3978
www.rsmus.com

This document contains general information, may be based on authorities that are subject to change, and is not a substitute for professional advice or services. This document does not constitute audit, tax, consulting, business, financial, investment, legal or other professional advice, and you should consult a qualified professional advisor before taking any action based on the information herein. RSM US LLP, its affiliates and related entities are not responsible for any loss resulting from or relating to reliance on this document by any person.

RSM US LLP is a limited liability partnership and the U.S. member firm of RSM International, a global network of independent audit, tax and consulting firms. The member firms of RSM International collaborate to provide services to global clients, but are separate and distinct legal entities that cannot obligate each other. Each member firm is responsible only for its own acts and omissions, and not those of any other party. Visit rsmus.com/aboutus for more information regarding RSM US LLP and RSM International.

RSM® and the RSM logo are registered trademarks of RSM International Association. *The power of being understood*® is a registered trademark of RSM US LLP.

© 2015 RSM US LLP. All Rights Reserved.

br_hc_0915_senior_care_consulting_services

