# Exhibit 2: Home Care Referrals by Discharge Planner and Referral Potential

Healthcare Market Resources
Growing Bottom Lines with Information

**Healthcare Market Resources, Inc**
Medicare Claims Data

## MEDICARE HOSPITAL DISCHARGES BY DRG REPORT

HOSPITAL: CHOSEN HOSPITAL  CITY: HOMETOWN  STATE: ANYWHERE  **Short Term Acute Care**

| | | | | | | Home Health Discharges | | | | | Community Discharges | | | Facility Discharges | | | Outlier Rate | | Severity | | Frail Elderly | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| DRG/MDC # | Diseases & Disorders | Cases | Actual LOS | Expected LOS | HH LOS | Hospital # | Hospital % | Region % | State % | Top Performers % | Hospital % | Region % | Top Performers % | Hospital % | Region % | Top Performers % | Hospital % | Region % | Hospital % | Region | Hospital % | Region % | Died/ Other % |
| 014/015 | Intracranial Hemorrhage & Stroke | 113 | 7.6 | 5.6 | 9.0 | 20 | 17.7% | 14.9% | 14.5% | 21.5% | 12.4% | 22.7% | 26.8% | 57.5% | 46.9% | 40.8% | 1.8% | 1.8% | 0.9 | 0.9 | 36.3% | 34.0% | 12.4% |
| 1 | **NERVOUS SYSTEM** | 430 | 6.5 | 4.8 | 6.9 | 69 | 16.0% | 16.1% | 16.3% | 18.9% | 31.6% | 40.0% | 39.9% | 44.0% | 33.2% | 28.9% | 1.4% | 1.7% | 0.8 | 0.8 | 30.7% | 25.8% | 8.4% |
| 3 | **EYE, EAR, NOSE, AND THROAT** | 27 | 5.6 | 3.1 | 13.5 | ** | ** | 14.3% | 16.8% | 24.3% | 59.3% | 68.6% | 57.5% | 22.2% | 13.6% | 10.3% | 3.7% | 0.4% | 0.7 | 0.7 | 51.9% | 25.1% | 3.7% |
| 079 | Respiratory Inflammations | 55 | 13.4 | 7.9 | 15.4 | ** | ** | 16.1% | 16.8% | 25.0% | 12.7% | 16.9% | 21.8% | 61.8% | 45.7% | 31.7% | 5.5% | 2.1% | 1.2 | 1.2 | 54.5% | 43.1% | 16.4% |
| 088 | Chronic Obstructive Pulmonary | 148 | 7.5 | 4.8 | 8.6 | 38 | 25.7% | 27.5% | 26.1% | 28.3% | 36.5% | 46.7% | 52.3% | 34.5% | 19.6% | 14.1% | 1.4% | 1.0% | 0.8 | 0.8 | 30.4% | 22.1% | 3.4% |
| 089 | Simple Pneumonia | 223 | 7.9 | 5.4 | 8.0 | 39 | 17.5% | 21.9% | 21.4% | 23.0% | 29.1% | 39.8% | 47.6% | 46.6% | 29.7% | 23.0% | 0.4% | 0.9% | 1.1 | 1.0 | 35.4% | 36.2% | 6.7% |
| 4 | **RESPIRATORY SYSTEM** | 674 | 8.6 | 6.0 | 8.6 | 126 | 18.7% | 22.3% | 21.6% | 22.3% | 27.9% | 37.9% | 43.9% | 38.4% | 25.1% | 21.0% | 2.1% | 1.8% | 1.1 | 1.1 | 31.9% | 28.7% | 15.0% |
| 121/124 | Circulatory Disorders | 84 | 7.5 | 5.6 | 9.0 | 11 | 13.1% | 15.8% | 16.2% | 21.9% | 10.7% | 48.4% | 25.6% | 35.7% | 14.8% | 19.0% | 2.4% | 1.5% | 1.1 | 0.9 | 44.0% | 25.3% | 40.5% |
| 127 | Heart Failure | 207 | 6.9 | 5.1 | 7.6 | 60 | 29.0% | 29.8% | 29.4% | 30.0% | 26.1% | 35.5% | 38.3% | 30.4% | 23.1% | 20.2% | 2.4% | 1.4% | 1.0 | 1.0 | 44.4% | 40.5% | 14.5% |
| 138 | Cardiac Arrhythmia | 109 | 4.8 | 3.4 | 5.5 | 18 | 16.5% | 16.8% | 17.3% | 20.5% | 45.9% | 61.0% | 63.1% | 34.9% | 13.8% | 11.4% | 0.9% | 0.7% | 0.7 | 0.7 | 30.3% | 26.0% | 2.8% |
| 106/107/109 | Coronary Bypass | ** | 0.0 | 0.0 | 0.0 | ** | 0.0% | 64.3% | 49.4% | 82.0% | 0.0% | 7.1% | 0.0% | 0.0% | 28.6% | 0.0% | 0.0% | 0.0% | 0.0 | 1.9 | 0.0% | 0.0% | 100.0% |
| 143 | Chest Pain | 107 | 2.5 | 2.0 | 2.7 | ** | ** | 8.6% | 10.6% | 14.2% | 71.0% | 76.2% | 80.0% | 15.9% | 9.9% | 6.8% | 0.0% | 0.1% | 0.4 | 0.5 | 17.8% | 19.4% | 5.6% |
| 516/517/518/5 | Perc Cardiovascular Procedure | ** | 5.8 | 2.9 | 3.0 | ** | 20.0% | 12.2% | 9.2% | 14.5% | 60.0% | 81.6% | 88.4% | 20.0% | 5.0% | 0.0% | 0.0% | 1.1% | 1.4 | 0.8 | 40.0% | 11.1% | 0.0% |
| 5 | **CIRCULATORY SYSTEM** | 999 | 6.2 | 4.3 | 7.0 | 199 | 19.9% | 20.4% | 20.3% | 20.8% | 35.6% | 53.8% | 53.6% | 30.5% | 16.3% | 16.2% | 1.7% | 1.5% | 0.9 | 1.0 | 33.5% | 24.8% | 13.9% |
| 148 | Major Small & Large Procedures | 72 | 14.1 | 11.4 | 14.4 | 19 | 26.4% | 32.1% | 29.6% | 32.8% | 43.1% | 35.5% | 36.8% | 23.6% | 22.8% | 16.7% | 11.1% | 6.6% | 2.1 | 2.0 | 16.7% | 19.5% | 6.9% |
| 174 | G.I Hemorrhage | 158 | 5.3 | 4.4 | 6.5 | 22 | 13.9% | 16.0% | 16.6% | 19.7% | 41.1% | 54.1% | 58.8% | 43.0% | 24.8% | 18.0% | 0.6% | 1.0% | 0.9 | 0.9 | 43.0% | 33.8% | 1.9% |
| 182 | Esophagitis, Gastroent & Misc Digest | 190 | 6.5 | 4.5 | 8.9 | 30 | 15.8% | 14.9% | 17.0% | 18.2% | 48.9% | 62.6% | 68.7% | 31.1% | 17.7% | 13.3% | 1.6% | 0.8% | 0.9 | 0.8 | 26.8% | 24.0% | 4.2% |
| 6/7 | **DIGESTIVE SYS,PANCREAS & LIVER** | 787 | 7.9 | 5.9 | 10.0 | 129 | 16.4% | 17.7% | 18.5% | 17.5% | 43.1% | 54.4% | 62.1% | 31.1% | 19.6% | 16.2% | 3.2% | 2.1% | 1.1 | 1.1 | 28.6% | 24.2% | 9.4% |
| 210 | Hip & Femur Procedure | 52 | 6.9 | 6.2 | 5.2 | ** | ** | 4.0% | 5.1% | 16.4% | 0.0% | 2.1% | 4.3% | 94.2% | 89.4% | 64.3% | 0.0% | 1.4% | 1.6 | 1.5 | 51.9% | 48.9% | 3.8% |
| 9 | **SKIN** | 174 | 8.3 | 5.4 | 7.9 | 46 | 26.4% | 27.4% | 26.8% | 31.6% | 32.2% | 43.2% | 39.9% | 35.6% | 24.9% | 20.7% | 0.6% | 1.4% | 1.0 | 0.9 | 28.7% | 26.2% | 5.7% |
| 277 | Cellulitus | 110 | 8.3 | 5.3 | 8.5 | 26 | 23.6% | 24.9% | 25.5% | 32.0% | 38.2% | 48.6% | 42.3% | 33.6% | 22.3% | 17.5% | 0.0% | 0.5% | 0.9 | 0.8 | 28.2% | 25.0% | 4.5% |
| 8 | **MUSCULOSKELETAL SYSTEM** | 465 | 6.1 | 4.8 | 7.8 | 48 | 10.3% | 14.9% | 16.9% | 29.6% | 14.3% | 18.8% | 23.1% | 70.9% | 61.9% | 40.1% | 1.1% | 1.7% | 0.9 | 1.0 | 22.6% | 26.6% | 4.5% |
| 296 | Nutritional & Misc Metabolic Dis | 108 | 6.2 | 4.3 | 6.5 | 20 | 18.5% | 20.1% | 20.6% | 25.3% | 30.6% | 40.1% | 40.0% | 39.8% | 30.4% | 27.6% | 0.0% | 0.7% | 0.9 | 0.9 | 32.4% | 35.6% | 11.1% |
| 10 | **ENDOCRINE, NUTRITIONAL METABOL** | 185 | 6.1 | 4.4 | 5.3 | 42 | 22.7% | 22.6% | 22.5% | 24.9% | 32.4% | 42.2% | 43.0% | 35.7% | 26.6% | 25.0% | 1.1% | 1.2% | 0.9 | 0.9 | 23.2% | 27.8% | 9.2% |
| 316 | Renal Failure | 121 | 8.8 | 6.6 | 9.7 | 20 | 16.5% | 18.9% | 20.3% | 27.4% | 25.6% | 32.3% | 30.8% | 36.4% | 34.5% | 26.3% | 4.1% | 2.9% | 1.2 | 1.1 | 31.4% | 32.5% | 21.5% |
| 320 | Kidney & Urinary Tract Infections | 104 | 7.1 | 4.7 | 4.9 | 17 | 16.3% | 19.7% | 21.5% | 25.5% | 15.4% | 30.2% | 35.6% | 57.7% | 44.4% | 32.7% | 0.0% | 0.7% | 0.9 | 0.9 | 41.3% | 42.2% | 10.6% |
| 11 | **KIDNEY & URINARY** | 325 | 8.0 | 5.6 | 8.9 | 55 | 16.9% | 18.7% | 20.1% | 22.4% | 28.9% | 39.3% | 39.8% | 39.7% | 32.8% | 28.5% | 2.2% | 2.3% | 1.1 | 1.1 | 32.3% | 31.5% | 14.5% |
| 17 | **MALIGNANCIES** | 28 | 12.6 | 7.3 | 11.7 | ** | ** | 16.4% | 16.6% | 34.8% | 25.0% | 51.3% | 29.2% | 35.7% | 14.5% | 6.8% | 7.1% | 7.0% | 1.4 | 1.3 | 21.4% | 14.3% | 17.9% |
| 16 | **BLOOD DISEASES & DISORDERS** | 58 | 5.6 | 4.8 | 4.4 | 12 | 20.7% | 17.3% | 17.2% | 26.8% | 56.9% | 55.7% | 48.9% | 15.5% | 20.7% | 17.5% | 1.7% | 1.6% | 0.8 | 0.9 | 19.0% | 25.9% | 6.9% |
| 416 | Septicemia | 323 | 13.3 | 8.1 | 12.6 | 36 | 11.1% | 12.6% | 13.6% | 21.5% | 8.7% | 15.3% | 28.5% | 51.7% | 47.8% | 31.5% | 8.4% | 4.4% | 1.4 | 1.3 | 38.4% | 37.8% | 28.5% |
| 18/25 | **INFECTITOUS & PARASITIC(HIV-AIDS)** | 445 | 13.2 | 8.2 | 12.8 | 50 | 11.2% | 15.0% | 15.6% | 22.9% | 10.8% | 20.5% | 34.6% | 45.6% | 39.1% | 26.3% | 8.5% | 4.4% | 1.4 | 1.3 | 35.7% | 32.0% | 32.4% |
| 19/20 | **MENTAL HLTH & SUBSTANCE ABUSE** | 45 | 8.6 | 5.8 | 6.3 | ** | ** | 8.5% | 6.6% | 24.6% | 44.4% | 47.8% | 38.8% | 44.4% | 22.1% | 26.3% | 0.0% | 0.6% | 0.0 | 0.0 | 33.3% | 19.5% | 4.4% |
| | **OTHER** | 180 | 16.8 | 11.2 | 11.1 | 35 | 19.4% | 23.0% | 17.8% | 21.5% | 33.3% | 42.1% | 55.3% | 32.2% | 22.8% | 21.0% | 8.3% | 5.1% | 0.6 | 0.6 | 21.7% | 16.2% | 15.0% |
| | **TOTAL** | 4825 | 8.1 | 5.7 | 8.4 | 824 | 17.1% | 19.2% | 19.2% | 30.1% | 30.7% | 44.1% | 39.6% | 39.2% | 26.3% | 24.3% | 2.8% | 2.0% | 1.0 | 1.0 | 30.2% | 25.8% | 13.0% |

Other consists of Burns
Diseases and Disorders of the Female Reproductive System
Factors Influencing Health Status
Multiple Significant Trauma
Diseases and Disorders of the Eye
Diseases and Disorders of the Male Reproductive System
Injuries, Poisonings, and Toxic Effects of Drugs
Pre-MDC

**Discharge planner who covers respiratory and cardiac units is responsible for 41% of discharges to home care**

**Referrals to home care could grow by 42%, when compared to best practices**




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