

CASE STUDY: ACADIA ST. LANDRY

MAXIMIZING PATIENT CENSUS WHILE REDUCING NURSING COSTS

THE OPPORTUNITY

Acadia St. Landry Guest Home in Church Point, LA, is a four-star skilled nursing and rehabilitation facility and Cantata Health customer. In 2013, they found themselves facing an enviable problem: the well-managed facility wanted to grow. Administrator Brian Hensgens knew the right answer meant more than simply adding staff and patients. His strategy was to improve the efficiency and reputation of a key referral area — wound care.

Like the rest of the operation, wound care was well under control at Acadia St. Landry (ASLGH). However, Hensgens knew they were turning down wound care referrals because the treatment staff couldn't take on more patients. That's when Hensgens turned to WoundRounds to reinvent the wound care process at ASLGH.

THE RESULTS

After implementing WoundRounds, ASLGH wound management became more efficient, reducing paperwork, automating reporting, and providing better coordination of care. Hensgens estimates time-savings equal to the addition of a half-time treatment nurse.

With freed-up nursing staff, Hensgens has pursued additional higher-acuity patients from referral sources. He has increased the average daily census by 15 patients, up from 106 to 121 patients, with the same number of treatment nurses. Most of these additional patients need

ADDING
WOUNDROUNDS
INCREASED OUR
REVENUE BY NEARLY
\$700K, AND PROFIT
BY \$297K, WHILE
DECREASING
TREATMENT NURSING
COSTS.

— BRIAN HASGENS, ASLGH

wound care or IV therapy, another area ASLGH has been able to bolster adding WoundRounds. Hensgens notes that since Louisiana is a case-mix state, these higher acuity admissions have driven an increase of 0.02 to ASLGH's case mix index, which means nearly \$10,000 per month in extra Medicaid reimbursement.

A BRIGHT FUTURE

ASLGH's reputation as a wound care center of excellence is now firmly established in their community. Two local hospitals, including a wound clinic, routinely refer high acuity wound patients to ASLGH because of their reputation for quality care. For Hensgens, this opens up additional opportunities, including expanding the facility with a new 14-bed wing.

“WE'RE SO CONFIDENT IN OUR WOUND MANAGEMENT AND OPERATIONS THAT OUR FACILITY IS COMMENCING CONSTRUCTION OF A 14 BED THERAPY WING.

— BRIAN HASEGENS, ALSGH

ADDITIONAL PROFIT FROM CENSUS INCREASE



Census increase of 15 patients per day

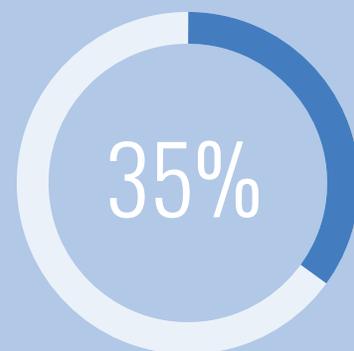


Average profit of \$54 per patient per day*



\$297,690

OR



A 35% increase in profit from 2013 to 2014

*Note all dollar amounts are in 2014 dollars

CANTATA HEALTH

ABOUT THE CLIENT

Acadia St Landry Guest Home is a family owned and operated four-star nursing home in Church Point, LA. Established in 1978, they provide nursing care, physical therapy and other related services.

www.acadiastlandryguesthome.com



Acadia St Landry Guest Home

Loving custodial care for your family member

ABOUT WOUNDROUNDS

WoundRounds® is the leading wound care management and prevention solution. They are the most widely used, comprehensive, and validated wound management and risk prevention solution available today.

www.woundrounds.com



WoundRounds®

ABOUT CANTATA HEALTH

Cantata Health is a leading provider of a full range of client-proven revenue cycle management, electronic health record, accounting and mobile solutions for acute and post-acute care hospitals, inpatient rehabilitation, and long-term care facilities.

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