

Under the ACA, states **must provide health coverage** to the **high-cost chronically ill** in low-cost settings.

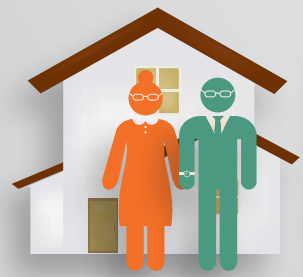
**Innovative, lower cost service delivery models** are an economic necessity for insurers and health care providers.

**75%** of Americans age 65 and older have multiple chronic conditions.

Patients with multiple chronic conditions account for **76% of all hospital admissions** and 72% of physician visits, and are **100 times more likely** to have a preventable hospitalization than someone with no chronic conditions.



Testimony of Gerard F. Anderson, Ph.D., before the Senate Special Committee on Aging, "The Future of Medicare: Recognizing the Need for Chronic Care Coordination,"



AARP Research found 89 percent of people age 50 and older want to remain in their homes as they age, including receiving treatment there.

**Wound Care Surgeons**  
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### Wound Consultation and Feeding Tube Management.

**WCS** is your team partner for highly sophisticated coordination of care:

- ▶ State-of-the-art wound care
- ▶ Gastrostomy tube replacement under mobile X-ray

Our services have been carefully designed to keep patients where they want to be, which **reduces costs** and helps **prevent unnecessary re-hospitalizations.**

Lowering costs and readmission rates for the entire U.S. healthcare system.

# LOWERING COSTS & READMISSION RATES

for the entire U.S. HEALTHCARE SYSTEM



#### Trusted Partner of

- Aetna
- Allied Pacific IPA
- Anthem Blue Cross
- Blue Shield
- Brand New Day IPA
- CalOptima
- CareMore
- ChoiceCare IPA
- Cigna
- Family Care Specialists IPA
- Golden Coast
- HealthCare Partners
- HealthNet
- Humana
- IEHP
- Medi-Cal
- Medicare
- Molina
- MultiPlan
- Railroad Medicare
- Regal
- SCAN
- SynerMed
- Tricare
- United Healthcare
- United Healthcare TriWest
- Veterans Affairs

Don't just trust.  
*Verify*  
our outcomes.

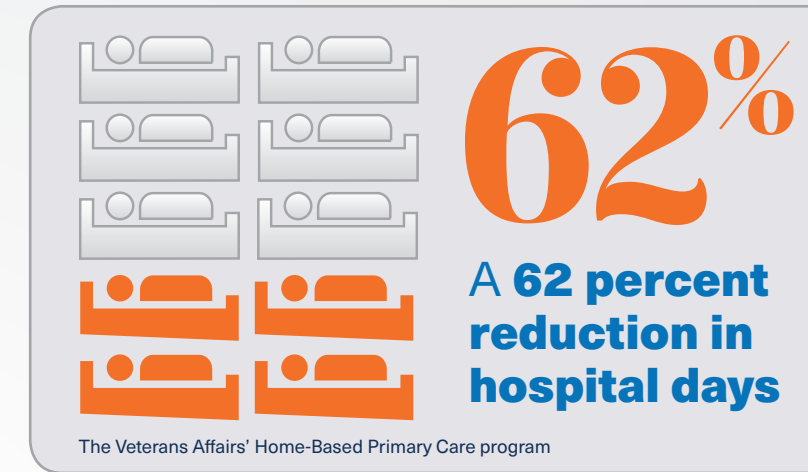
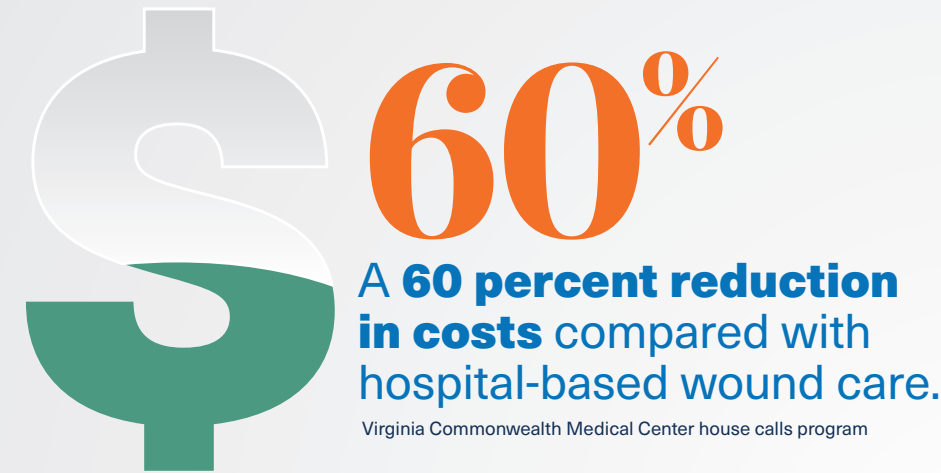
"The rising cost of health care is the nation's number one deficit problem — nothing else even comes close."

President Obama, Speech 2009

# A NEW MODEL OF CARE

## Bedside Wound and G-Tube Care Reduces Costs and Improves Patient Outcomes

The right care at the right time by the right provider in the right setting



### FREQUENCY OF DEBRIDEMENTS AND TIME TO HEAL

Wilcox et al., JAMA Dermatol. 2013 Dec;149(12):1441



Our state-licensed physicians, surgeons and physician assistants perform quality house calls and SNF rounds, providing **surgical specialist wound care** and **feeding tube issue management**. Our services **reduce hospital readmission rates for SNF, hospitals and PCPs** and **lower costs** for insurance companies, Home Health and Hospices.

### FOR MEDICAL INSURANCE PROVIDERS

- ➔ **REDUCED COST** for the same care compared with hospital-based wound care center or ER visit.
- ➔ **EXPEDITED MD/PA/NP house call services** when your HMO/IPA includes WCS as in network provider.
- ➔ **HIGH SATISFACTION** of members.
- ➔ **QUICK TURNAROUND** time of documentation.

### FOR PCPs AND HOSPITALS

- ➔ **DIRECT REFERRAL** to wound care MD specialist services.
- ➔ **REDUCE READMISSION RATES** for wound infections.
- ➔ **HOUSE-CALLS** made by MD/PA/NP wound specialist.
- ➔ **PREVENT ER VISITS** for feeding tube issues.
- ➔ Weekly **extra set of MD/PA eyes** on your patients.
- ➔ **HIGHLY EFFECTIVE COORDINATED CARE** by MD consultants.

### FOR VA PROVIDERS

- ➔ **Wound and feeding tube management services** for VA patients at bedside.
- ➔ **Avoid the lengthy appointment process** through VA system.
- ➔ **MD/PA bedside services.**

### FOR HOME HEALTH AND HOSPICE AGENCIES

- ➔ **No cost to Home Health or Hospice agency.**—WCS works directly with patients' Insurance.
- ➔ Weekly bedside wound (and G-tube as needed) **treatment by a qualified MD/PA**
- ➔ **All regulatory requirements** are met in full.
- ➔ **Accountable Care Originations** and **hospital referrals** are increased.
- ➔ **Nursing visits are reduced** by an average of 50%.
- ➔ **WCS documentation** supports wound care treatments
- ➔ **Hospice wound patients under our care receive wound supplies** through our affiliated partners
- ➔ **Dressing supplies costs are reduced** by eliminating unnecessary dressing changes & frequent order changes
- ➔ Surgeons and allied WCS staff **work within the Home Health agency's existing dressing supplies formulary** to help keep dressing supplies costs low.
- ➔ Your organization will **differentiate itself** in the community as an **agency of excellence** affiliated with WCS.
- ➔ WCS surgical staff team **works with your nurses, Dietician and Physical Therapists** to make a coordinated plan to resolve and heal wounds.
- ➔ WCS staff can also **assist you with palliative wound care** for terminally ill patients.
- ➔ WCS medical staff may incorporate **dietician consult** and **IV/IM antibiotic therapy** if clinically necessary.
- ➔ WCS **documentation** and orders supporting are **completed and returned within 24 hours** of our medical providers visit with patient.

### FOR SKILLED NURSING FACILITIES

- ➔ **WCS accepts all insurances:** Medicare/Medicaid, HMO, PPO, Tricare/Triwest.
- ➔ **Continuity of care at any location** for residents who have exhausted insurance-eligible days at SNF.
- ➔ **Any urgent issue** in the weekly visit of MD will be **covered by designated PA.**
- ➔ **No cost to SNF** for our bedside surgical wound care or feeding tube services.
- ➔ **Reduced cost** on dressing supplies.
- ➔ Available to **communicate regarding patient issues 24/7.**
- ➔ WCS MD/PA Surgical Group **specializes in wound care and G-tube issues.**
- ➔ **Reduce liability issues.**
- ➔ **In-service education of your clinical staff.**
- ➔ **Paperwork and manpower requirements** for transportation to outside wound care facilities are **eliminated.** The **patient avoids repeated, lengthy and often costly transportation** to a wound care clinic.
- ➔ **Patient's day is not disrupted**, so they miss no meals, activities, or therapy sessions.
- ➔ **Thorough computerized documentation** within 24hrs of the visit.
- ➔ Cost to nursing homes for wound care will decrease as the **wounds heal in a shorter period of time.**
- ➔ **Vacancies can be reduced** as wound care that previously required hospital transfer can take place in-house.
- ➔ **Patients who were once turned away** due to their wound status **can be admitted and treated**, adding to patient census.
- ➔ This **surgical service can be advertised** when marketing to patient's families and transferring facilities.
- ➔ **Communication between the doctor and nursing staff is direct** and personal, rather than by note or proxy.