



# PHYSIATRY DRIVEN PAYMENT MODEL

Targeting Higher Acuity and Increased PDPM Accuracy Through IRC/NHR physiatry

By Melissa Brown, OTR/L, CDP, CSRS, RAC-CT

In 2022, Gravity Healthcare Consulting conducted an independent research study into the impact of PDPM-trained physiatrists upon PDPM per diem rates with three very different Skilled Nursing Providers. Four months of data were analyzed across three communities, and the data reveals that physiatrists can positively impact the PDPM reimbursement by **\$58-\$72/day** through ICD-10 coding, supportive documentation, and collaboration with the MDS.

Across all payors, residents seen by **Medrina (FKA IRC)** physiatry received an increase of **\$57.95 per day**, or an overall increase of **\$379,398 across 3 buildings**. The **Medrina** physiatry services yielded an average increase of **\$34,390 per facility** per month during the study time frame. The greatest impact was seen with residents whose payor is traditional Medicare A. These patients saw an average increase of **\$71.65/day**.

ALL PAYORS	No Physiatry	Medrina Physiatry Patients
Total Reimbursement	\$3,054,126	\$4,819,845
Ave Per Diem Rate	\$678.24	\$736.19

MEDICARE A	No Physiatry	Medrina Physiatry Patients
Total Reimbursement	\$2,430,580	\$4,053,377
Ave Per Diem Rate	\$693.86	\$765.51

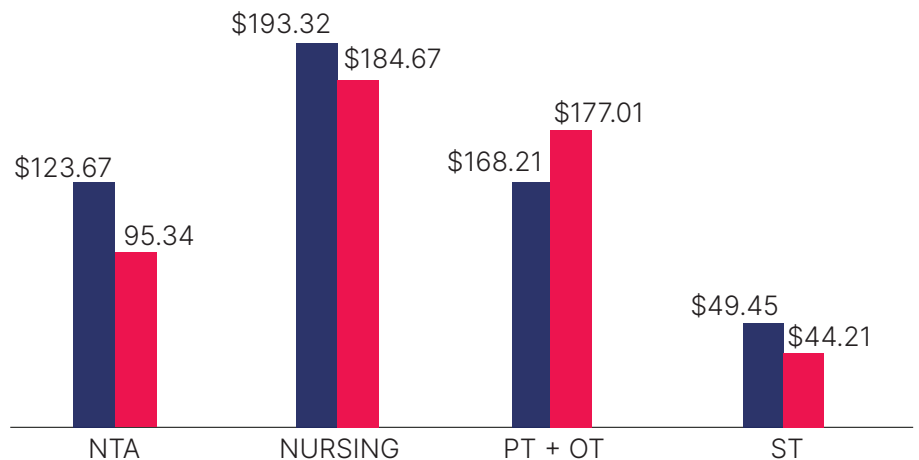
**MEDRINA IMPACT** \$57.95

**MEDRINA IMPACT** \$71.65

The results included an analysis of how Medrina physiatry impacted the PDPM per diem rates, showing that the impact was seen across all PDPM categories, with the greatest impact in Non-Therapy Ancillary (NTA) CMGs. Across all the communities, the actual difference between NTA per diems was an increase of **\$28.33/day** on average for patients that were managed by IRC physiatry

## PDPM IMPACT ACROSS CMG CATEGORIES

- Medrina Physiatry
- Non- Physiatry



The communities also achieved higher Nursing CMGs, resulting in an increase in the nursing per diems of **\$8.65 per day** through Medrina physiatry services and documentation. Investing in PDPM trained physiatrists can positively impact the PDPM Reimbursement across payors, at no increased cost to the SNF community.



Medrina partners with skilled nursing facilities and inpatient rehabilitation facilities to provide enhanced levels of care for rehab patients in a post-acute setting. As the country's largest physiatry provider, we provide unparalleled coast to coast coverage.

Physiatry, also known as Physical Medicine and Rehabilitation (PM&R), is a branch of medicine that aims to enhance and restore functional ability (bone, brain, neuromuscular experts) and quality of life. Our Physiatrists partner with skilled nursing facilities (SNFs) and inpatient rehab facilities (IRFs) to optimize therapy treatment plans; focusing on managing pain, functional rehabilitation and recovery for patients with physical and cognitive impairments or disabilities, we can help patients discharge quicker and safer.



## ABOUT THE AUTHOR

**MELISSA BROWN**, Chief Operating Officer, Gravity Healthcare Consulting

Melissa Brown is the Chief Operating Officer with Gravity Healthcare Consulting. An Occupational Therapist with over 15 years of experience across the health care spectrum, Melissa, specializes in skilled nursing and long-term care settings. A self-described "PDPM Nerd" Melissa has studied over 4,000 pages of regulations and guidance from CMS to supply providers with key strategies and analysis for success under the payment model, while always striving for excellence in care. She has served as a clinical liaison and compliance officer for several rehabilitation services companies and is the host of the Gravity Healthcare Hacks Podcast. She specializes in strategizing through regulatory changes and burdens to help communities provide outstanding clinical care while achieving operational success

