



Steven Fuller, PhD, DO
President, Illumination Analytics
StevenFuller@IlluminationAnalytics.com
www.IlluminationAnalytics.com
208-830-0476

What are Assisted Living Analytics?

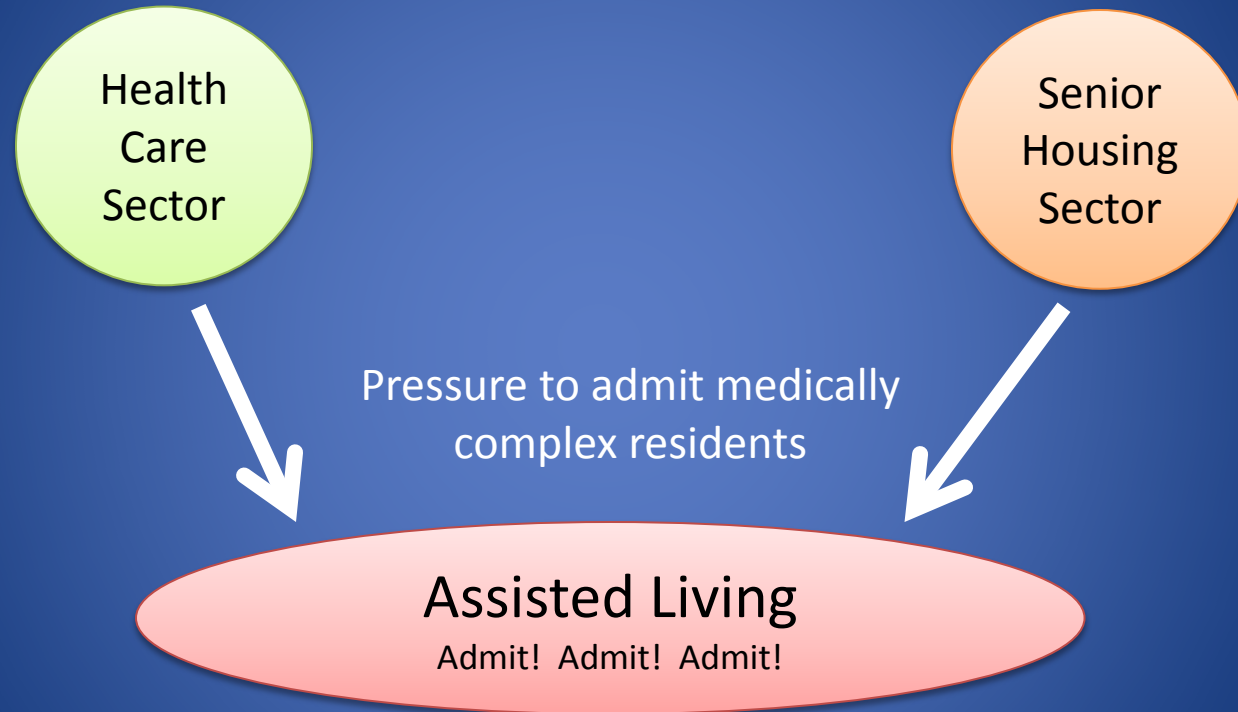
Objective Measurements
of Health Management in
Assisted Living Communities

FACILITY HEALTH PROFILES

RESIDENT HEALTH PROFILES

HEALTH BURDEN PROFILES

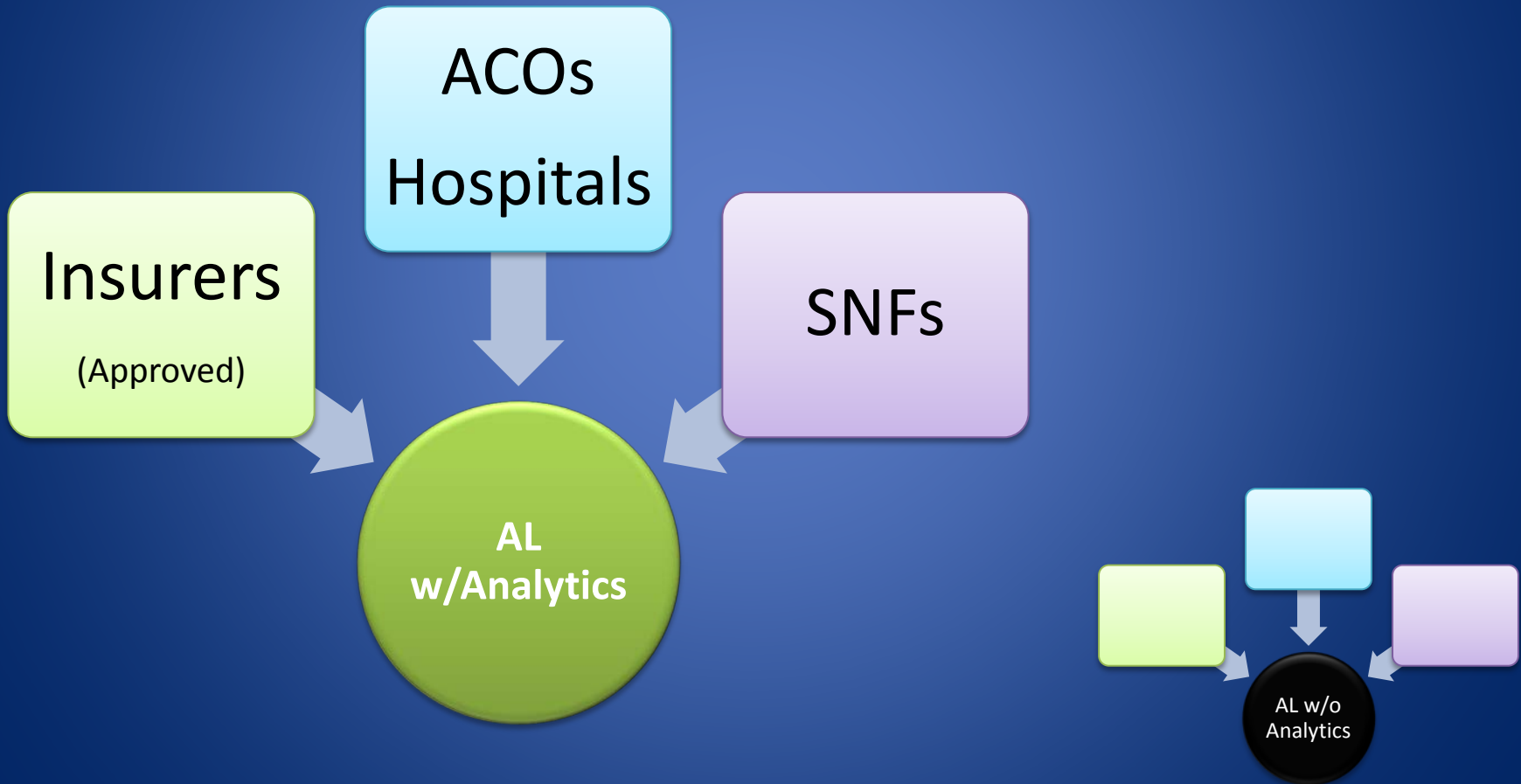
Why are Assisted Living Analytics Needed?



But there is no current measurement of AL health management.

- Many ALs are unfamiliar with all the health conditions they have.
- Most ALs are unfamiliar with how they perform.

Future Referrals will Require Analytics



Selected Overview: AL Industry

Nationwide in U.S.

- 40,000 ALs
- > 1 M residents

Annual Resident Turnover: ~50%

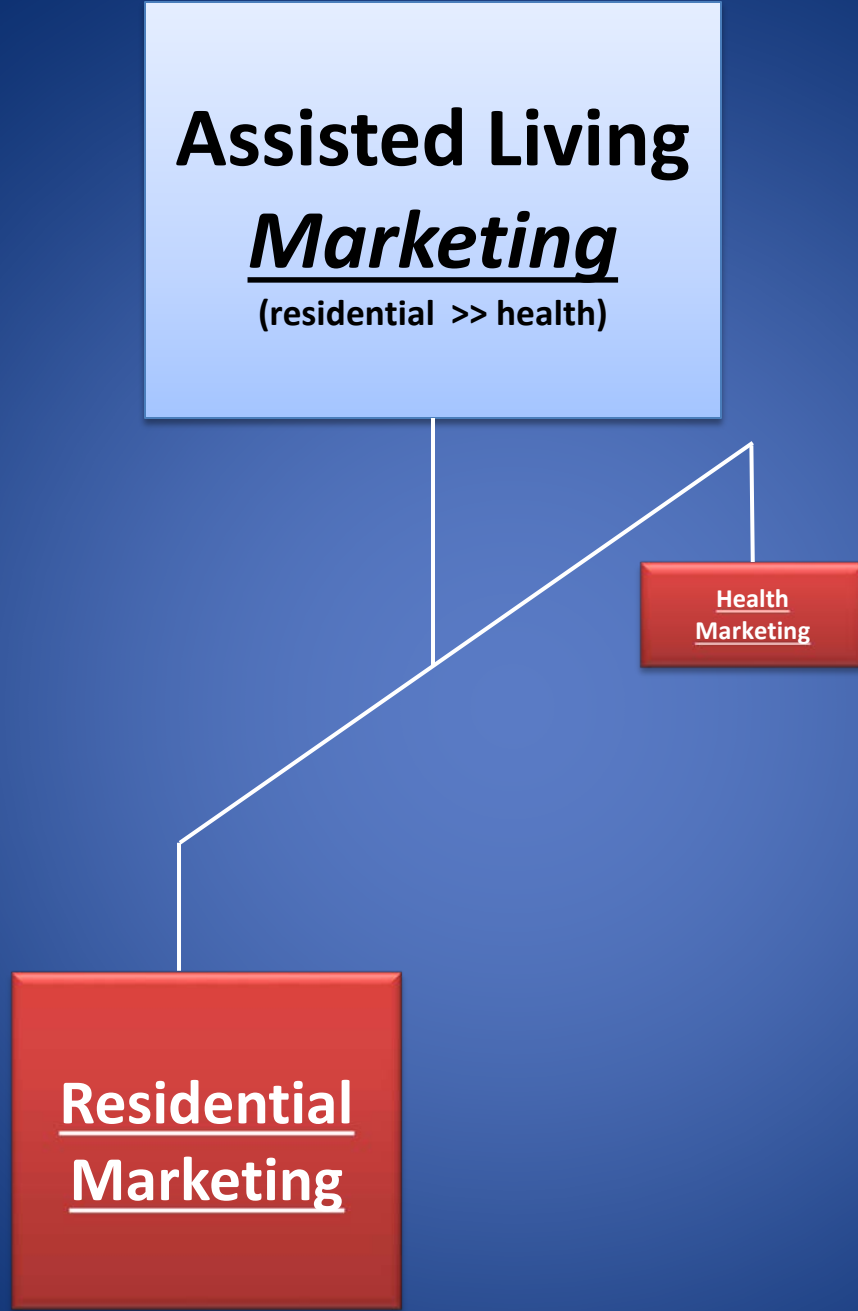
- Failing health of residents responsible for >90% of resident turnover
- Every turnover costs an AL at least \$4000



Assisted Living
Marketing
(residential >> health)

Health
Marketing

Residential
Marketing



Assisted Living

Attrition

(health >> residential)

Residential
Attrition

'Residential' Attrition: 5%
100 bed AL loses ~\$10K/yr

Opportunity
for Improvement!

Health
Attrition

'Health' Attrition: ~92%
100 bed AL loses \$184K/yr

Benefits of Analytics for ALs

Simple

Practical

Non-threatening

Cost Effective

DATA VISUALIZATION – easy to understand

Immediate and real time feedback

Builds a Risk Profile for each resident

Encourages Referrals

What is Measured?

Chronic Health Conditions (CHCs)

1. Avg # CHCs/resident
2. Specific CHCs in each AL
3. Percentage of residents suffering from each CHC
4. Most common CHC

Prescribed Medicines (Rx Meds)

1. Avg # Rx Meds/resident
2. Total # Rx Med delivered each day
3. Specific classes of Rx Meds taken by each resident
4. Percentage of residents taking each class of Rx Med

Health Burden Profile

(calculated using CHCs and RxMeds)

Shows the Health Burden and Risk Profile of every resident.

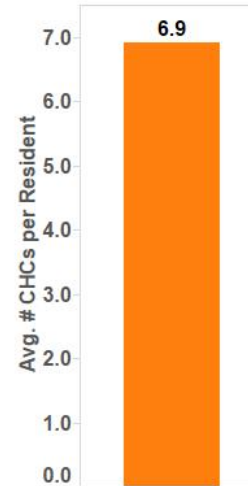
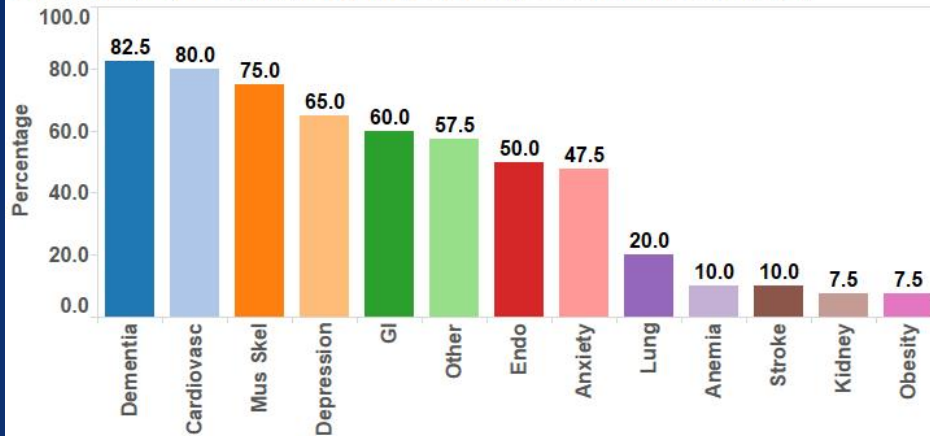
HEALTH PROFILES

-Examples-

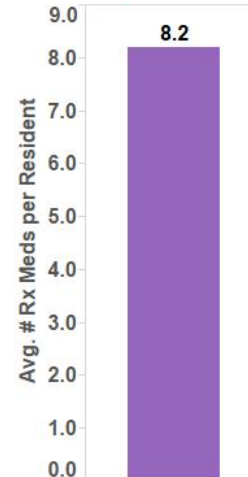
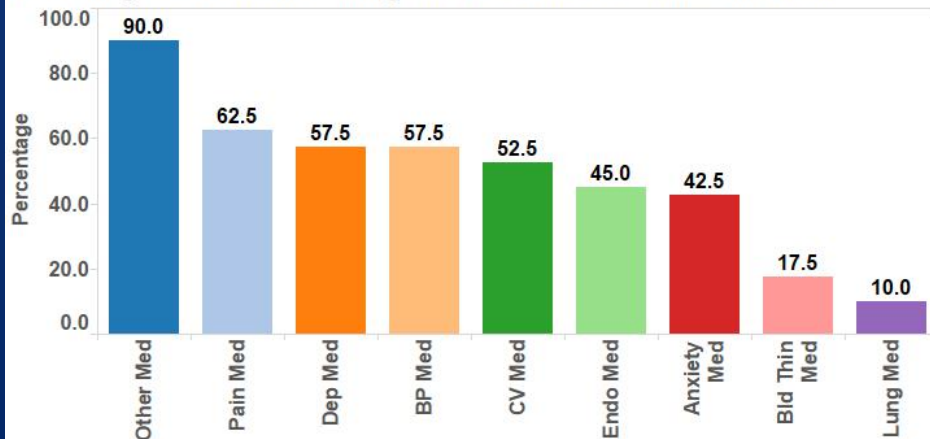
Facility Health Profile

Facility Profile

Percentage of residents having each Chronic Health Condition



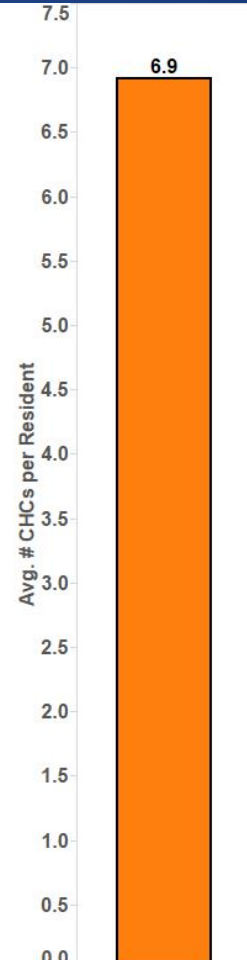
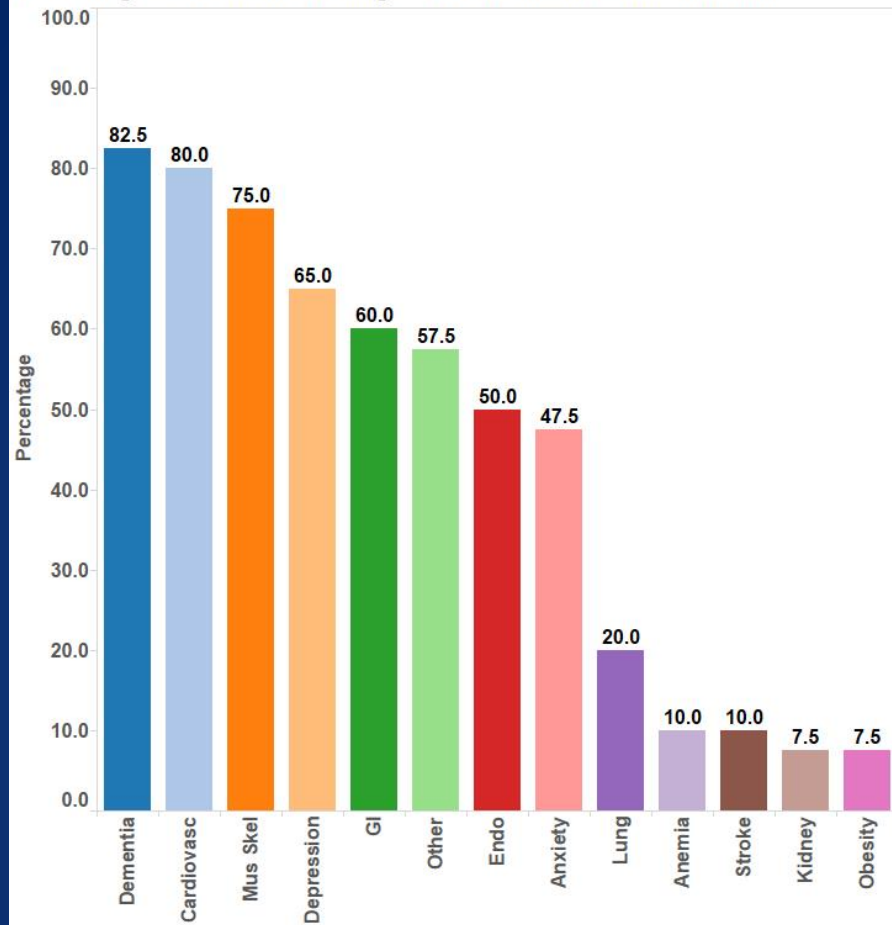
Percentage of residents taking each class of Prescribed Medicine



'At-a-Glance'

See all the essential health information in your facility.

Percentage of residents having each Chronic Health Condition



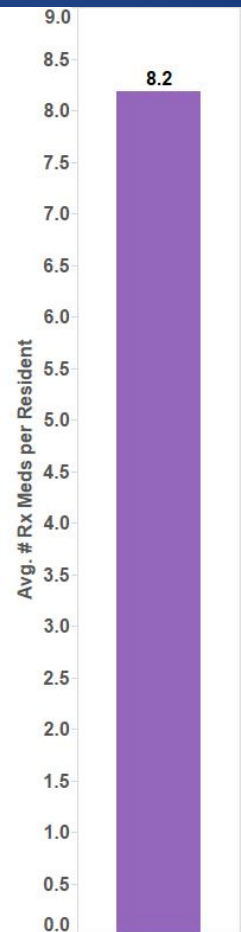
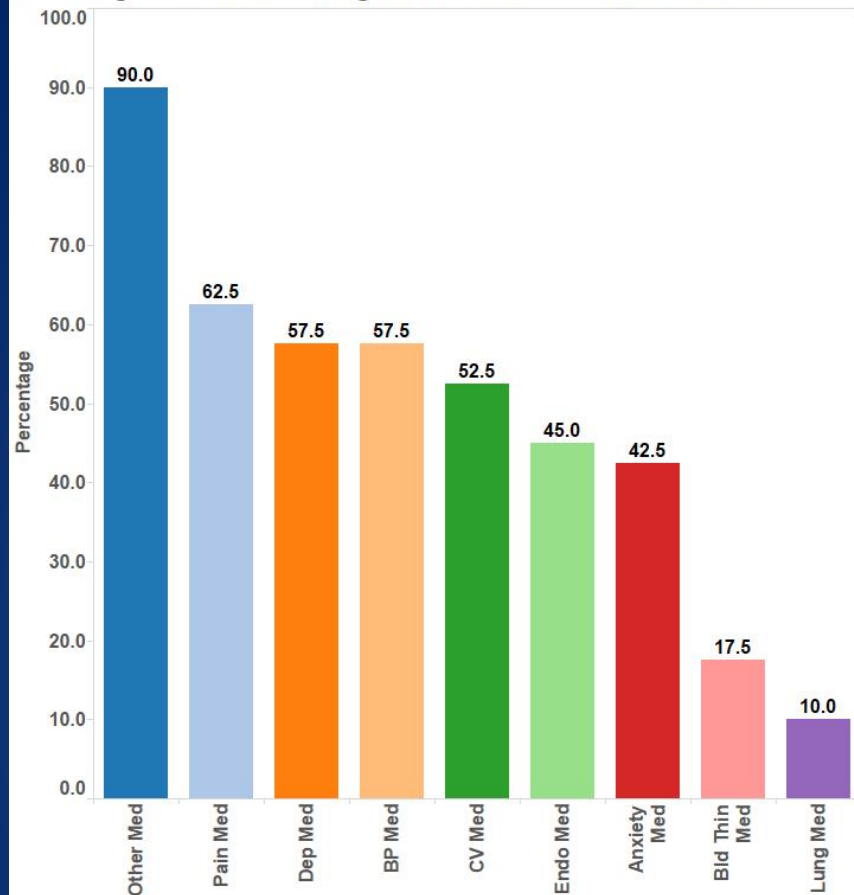
The avg # CHCs per resident in your Facility:

- is an indication of how 'fragile' your avg resident is.
- Is directly related to a resident's risk of failing health and hospitalization.

The greater the average number of CHCs per resident, the greater the amount of care, management, and staffing required by the residents.

- Target your employee in-service education on THESE CHCs. This will enable employees to be knowledgeable of early signs of failing health so they can facilitate *Pro-active* intervention.
- Showcase your Facility's expertise to your referral base. These are the CHCs your employees have the greatest experience and proficiency in managing.

Percentage of residents taking each class of Prescribed Medicine



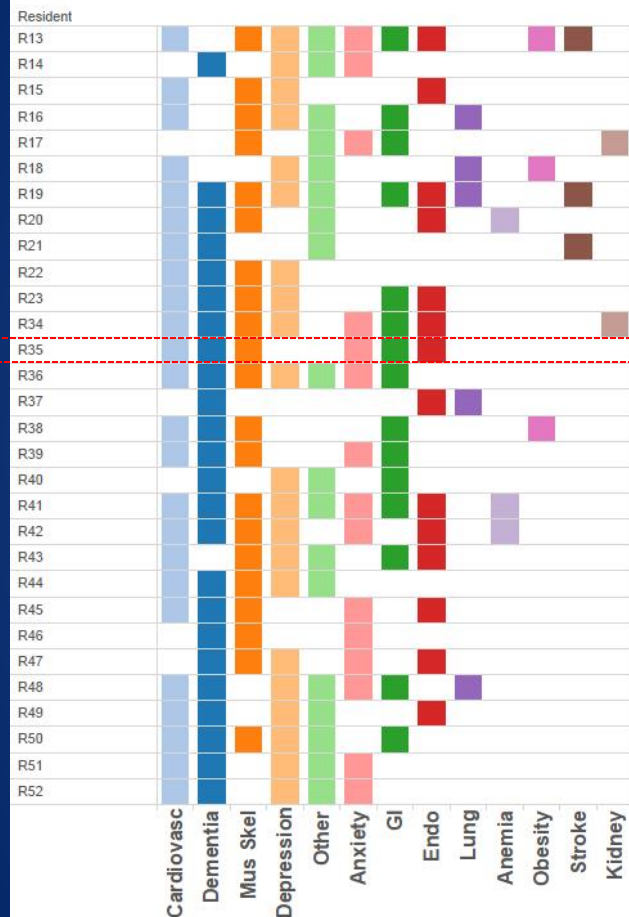
- The avg # Prescribed Medicines per resident in your Facility is your **“Pill Burden.”**
- Use this number to estimate the total # pills your employees deliver daily to your residents. This insight may be helpful when assigning staffing.
- Knowing your Facility’s Pill Burden gives appreciation of the time required to coordinate and manage pharmacy services between many different doctors’ offices and pharmacies.

- Target your employee in-service education [HERE](#). This will enable employees to be knowledgeable of early signs of side effects, inappropriate dosage, drug-drug interaction, etc. so they can facilitate *Pro-active* intervention.
- Showcase your Facility’s expertise to your referral base. [These](#) are the Prescribed Medicines your employees have the greatest experience and proficiency in managing.

Resident Health Profile

Resident Profile

Resident Chronic Health Condition Profile



Resident Prescribed Medicine Profile



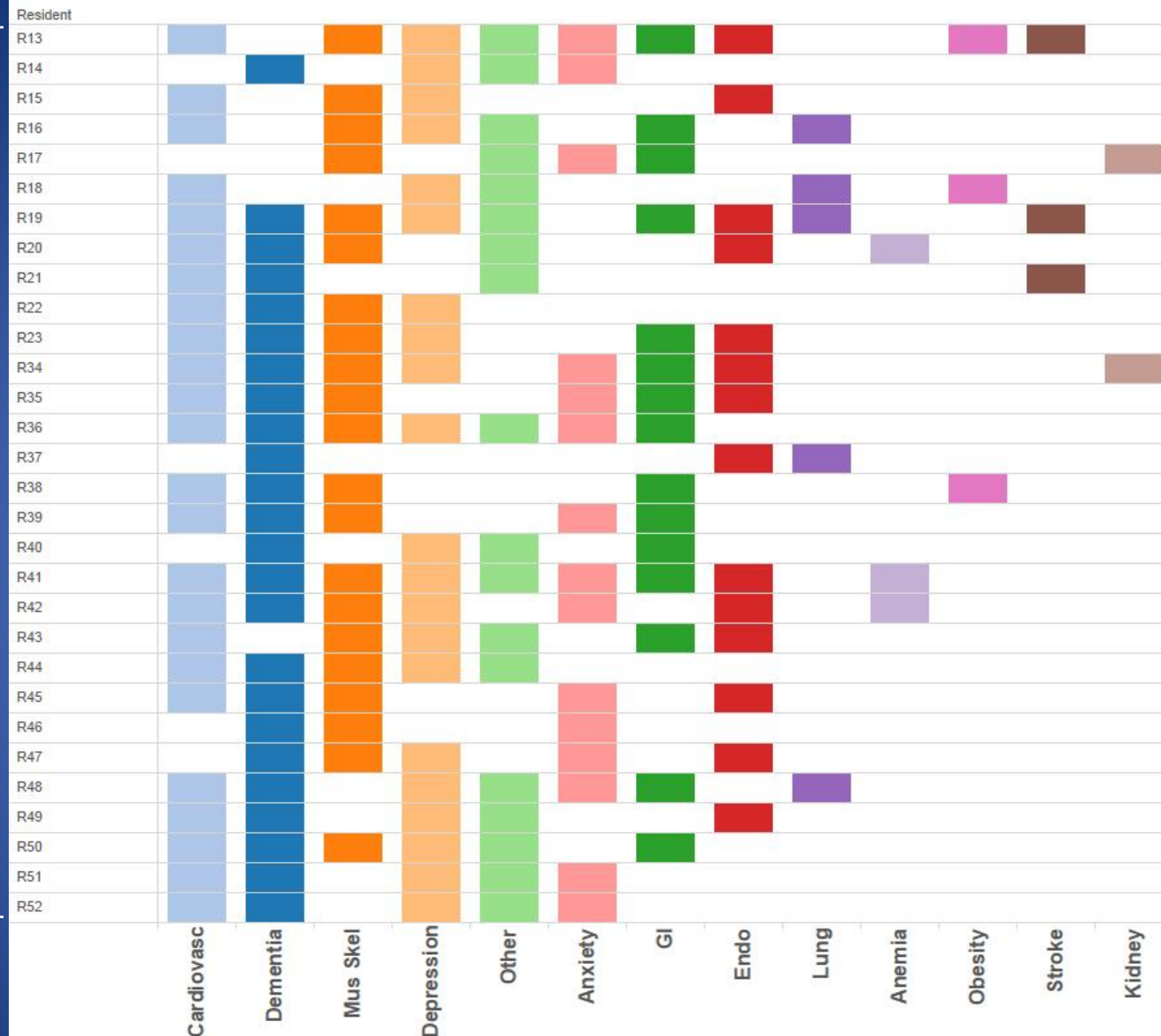
'At-a-Glance'

See all the essential information for every resident in your facility.

As an example, resident #35 (R35) is highlighted, showing every Chronic Health Condition and class of Prescribed Medicine taken by this resident.

- Allows you to easily visualize all the essential health information of every resident in your facility.
- Use this insight to quickly understand the health challenges of your residents so that you can apply timely, Pro-active care management.

Resident Chronic Health Condition Profile



Quickly view the *specific* CHCs of every resident in your Facility.

A resident has only the CHCs marked by a colored box in his/her row.

Review this profile to quickly target the potential cause of resident health decline.

The most common CHCs in your Facility.

Resident Prescribed Medicine Profile



Quickly view the specific type of Prescribed Medicines taken by every resident in your Facility.

A resident only takes the type of Prescribed Medicines marked by a colored box in his/her row.

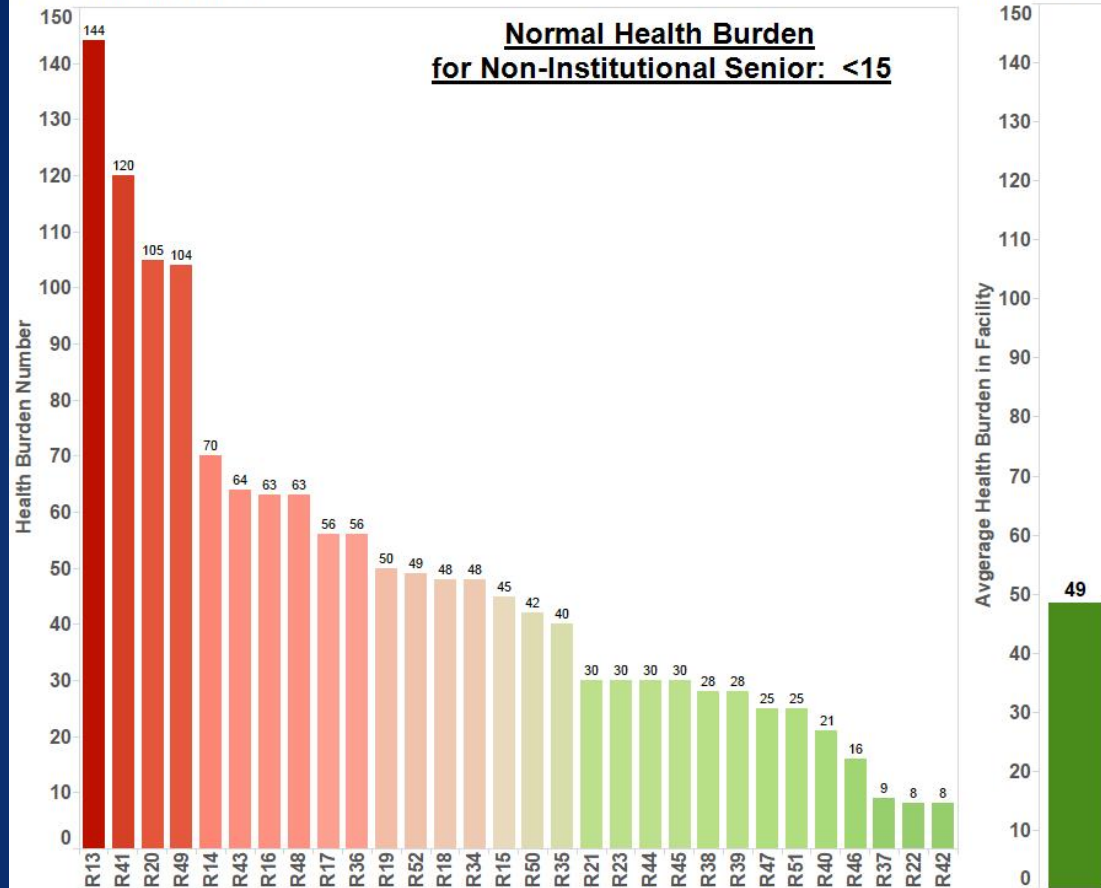
Review this profile to quickly target the potential source of problems with Prescription Drugs:

- Side effects
- Over/under dosage
- Drug-drug interactions

The most common types of Prescription Medicines in your Facility.

Health Burden Profile

Resident Health Burden



Use your Health Burden Score when making staffing decisions.

Higher scores suggest:

- Greater risk for failing health
- Greater need for support services
 - Personal Care Services
 - Medication Assistance
 - Home Health
 - Hospice
 - Transportation
- Greater demands for staff time
 - Meal assistance
 - Coordinating services

“Quick Check” these residents every ~4 weeks.

“Quick Check” these residents every ~2 weeks.

“Quick Check” these residents every week.

Summary

- HEALTH PROFILES provide actionable insight that can increase profitability:
 - Preserve census
 - Grow census
- Use HEALTH PROFILES to help stabilize residents' failing health, reduce turnover, and increase referrals.
- Be prepared for the future when Assisted Living health metrics will be required for referrals.

For further information, please visit:
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