

Evercare

Company Description

Evercare® provides health care plans as well as coordinated, personalized health care through its Medicare Advantage Special Needs Plans for individuals living in nursing homes and the community. Founded in 1987, and now the number one provider of Medicare Special Needs Plans, Evercare proudly serves roughly 400,000 people nationwide, and we partner with thousands of nursing homes and other senior housing organizations.

By partnering with Evercare, nursing homes are able to improve quality with the addition of an onsite Nurse Practitioner we provide at no cost, enhanced physician involvement, high satisfaction ratings from family members, and Medicare Part A reimbursement without a 3-day hospital stay. They also benefit from risk reduction and the potential for increased census.

Our parent company, UnitedHealth Group, is a diversified health and well-being company dedicated to making the health care system work better.

We work with Skilled Nursing Facilities with a minimum of 60 Medicare long-term residents in the following markets: AZ, CA, Cincinnati, Columbus, CO, CT, FL, GA, IL, KS, MD, DC, MA, MN, New York City, Upstate NY, NC, OR, PA, RI, VA, WA, and WI.

Geographic Area Served: U.S. Only

Segments Served: SNF, CCRC

2010/2011 Product & Service Innovations

- **Receive Medicare Part A reimbursement for treating patients in-house without a 3-day hospital stay:** Through our license from CMS, Evercare provides reimbursement for sub-acute and preventative medicine performed on the long term care residents of nursing homes.
- **Additional Clinical Support:** Evercare's on-site Nurse Practitioners support the treatment in place model at no cost to facilities, leading to an average reduction in hospital readmissions of 50%.
- **Increase Census:** By becoming part of the UnitedHealth network of nursing homes, you have the potential to receive referrals from hospitals and our case managers to increase your short-term Medicare A census.

Suggested Consultative Discussions

- **What services do you provide in-house today that are not reimbursed by Medicare Part A?** We can review the sub-acute type services you provide at the bed-side without sending patients to the hospital, such as starting IV's, and identify how many services that go unreimbursed may qualify for payment under Evercare.
- **Where are your Medicare Part A dollars coming from?** What is the best ratio of new, short-term admissions from the community via the hospital, and your own long-term patients being readmitted, and how do you maximize the right source?
- **How accessible are the attending physicians of your facility?** Let's discuss how we can help you enhance physician response time, ensure they see each patient every month and engage in care-plan discussions with families.



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