

# Hansen, Hunter & Company, P.C.

## Company Description

Hansen, Hunter & Company, P.C. has specialized in serving the post-acute care and senior housing industries in more than 30 states since 1979. We specialize in all forms of reimbursement and clinical consulting. Our services include:

**Contract Reimbursement Department:** We provide all services that an in-house reimbursement department provides. We guarantee to provide these services with better financial results and for less money than in-house reimbursement personnel. The services provided include: Medicaid and Medicare cost reports; assuming the "lead" role in accumulation of information; Medicaid rate analysis on management's prescribed schedule; preparing Medicare RUG profit/loss analysis by individual resident and RUG category; analyzing, advising and preparing appeals for Medicaid and Medicare settlements; preparing and presenting year-end reimbursement summary analysis and a look ahead; and special projects.

**Clinical Consulting:** Our nurse and therapy consultants are knowledgeable in Medicaid and Medicare case-mix systems and will help ensure the proper reimbursement and compliance with regulations.

**HUD Auditing:** We have been helping our clients negotiate the complex requirements of HUD for more than 20 years.

**Geographic Area Served:** U.S. & Canada

**Segments Served:** SNF, AL, CCRC

## 2010/2011 Product & Service Innovations

- **MDS 3.0 and RUG IV Projection, Budgeting & Education:** We convert a year's worth of MDS 2.0 data to MDS 3.0 and RUG IV to show where *your* days and dollars are going. See the impact of the short stay changes, concurrent therapy, and look back.
- **Medicare Profit/Loss Analysis by Individual Resident:** Provides profit/loss for each RUG category, including a view of which residents are included in each RUG category.
- **Medicaid Benchmarking:** We compare your costs to all other SNFs in the state. We do the same with CMIs in case-mix states and other rate variables. See what to do to improve your Medicaid rates.

## Suggested Consultative Discussions

- **Get immediate answers to your MDS 3.0 and RUG IV questions:** We can show you industry results that indicate new directions companies must take to achieve the reimbursement necessary to operate. How will changes to concurrent therapy effect my company? How will the elimination of the look back and the short stay provisions impact my bottom line? What will happen if the market basket update is eliminated? What will happen if my case-mix state adopts RUG IV?
- **Medicaid roller coaster...why did your rates go down when acuity did not?** An experience-based look at common causes for fluctuations in case-mix indices.
- **Clinical condition...how would you look if the Feds showed up today?** An experience based discussion of the most common areas of clinical non-compliance.



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