



Company Description

PointRight provides cutting-edge data analytics and web-based decision support to the post-acute environment. We deliver action-oriented information that improves financial, clinical, regulatory and operational processes and outcomes. Many of our patented, web-based clinical and risk management services are “real-time,” offered at the point of care, and integrate with any MDS software and electronic health record.

Our nationally recognized domain experts, analysts and research team are unparalleled. Our technologists and proprietary databases enable us to bring your disparate data together to identify opportunities while mitigating risk. Best of all, these industry experts are accessible to our clients.

PointRight provides on-going services to over 2,700 clients throughout the U.S. including Golden Living, HCR ManorCare, SunBridge, Extencicare, Sava SeniorCare, Pruitt, Laurel Health Care, and many other for-profit and non-profit regional chains and stand-alone facilities. We also provide research support to major advocacy/professional groups: American Health Care Association and The Alliance for Quality Nursing Home Care. Our quantitative insights support several law firms specializing in long term care defense.

Geographic Area Served: U.S. & Canada

Segments Served: SNF

2010/2011 Product & Service Innovations

- **MDS 3.0 Data Integrity Audit and Clinical/Risk Focus Reports:** We have updated our services to ensure MDS 3.0 success.
- **Survey/Certification Analysis:** Our web-based tool analyzes trends and helps shape future survey experience through specialized benchmarks and focus reports.
- **CMI NOW:** MDS-based Medicaid case mix states now have web-based tools to manage case mix in real-time. Actionable strategies improve case mix as appropriate.

Suggested Consultative Discussions

- **Reduce Resident Re-Hospitalization Rates:** Our tools can help reduce resident re-hospitalization rates by predicting those in need of additional intervention to prevent unnecessary hospitalization.
- **Does your MDS data achieve the maximum Medicare and Medicaid reimbursement that you're entitled to?** Or, does it create a future liability and scrutiny during an audit? We will identify revenue at risk and unrealized revenue based upon your MDS data and provides real-time prompts to resolve these issues prior to state submission.
- **Successful Preparation for RUGS IV and MDS 3.0:** Our products and services will enable you to anticipate and realize success in these new systems.
- **Improving Five-Star Ratings:** What specific strategies will positively impact your Five-Star ratings?



Steven Littlehale
EVP & Chief Clinical Officer
steven.littlehale@



Jeffrey Merselis
VP, Healthcare Business
Development
jeff.merselis@



Autumn Grimes
Account Manager
autumn.grimes@