

# TO THE POINT



By LISA REMINGTON



## The Solutions Home Care, Palliative Care, Hospice and DME Are Providing to Demonstrate Value

We appreciate your leadership and services during COVID-19. It certainly presents tough challenges and a new normal going forward.

We reached out to your peers and asked them to share how they are navigating during these rough waters. Their responses are inspiring and demonstrate how home health, hospice, palliative care and DME are stepping-up to the plate to be a partner to health systems, physicians, patients and their families.

In this issue, we share with you specific examples of how organizations are expanding the use of telehealth,

how they have expanded services for physicians, and how home health, hospice and palliative care are working at the top of their licenses.

Some organizations have taken existing programs and models and have expanded them or have “tweaked” them to be able to become a better partner. Other organizations see the future of home care changing. This was best captured by Paula Thompson, President and CEO of Fidelity Health Care in Dayton, Ohio.

“I see a very bright future for home health agencies, who can be flexible, nimble and provide a valuable service

to hospitals and physicians practices, which will lead them into the future of value-based care for patients. When the services are focused in the community and outside of the hospital, systems can dramatically lower cost of care and promote better management of patients by using experts that understand and can manage patients in that arena.”

The Remington Report will continue to be a guiding light for organizations now and in the future. Post-acute providers are/will become an invaluable asset to the rest of the health care delivery system, and patient and their families. |

### ENROLL TODAY!

Your registration includes unlimited on-demand access to all webinars.

### Next Generation Home Health Aide Model to Promote Growth and Partnerships

This six web-based Leadership and Clinical Signature Education series offers insights and solutions to rethink strategy, focus on retention and recruitment programs, and position your organization as a valued-partner with payers.

See page 15 for details. <https://rem.report/webinar-series>

**MAY 21, 2020**

**WEBINAR #5: Sizing-up Your Organization for Cultural Change**

**JUNE 23, 2020**

**WEBINAR #6: Boosting Quality Scores and Performance Improvement**

