

MCO: Amerigroup
Nursing Facility: [QIPP PROVIDER]
Service Area: [SDAs]

Below are the specific items that must be addressed in the QIPP proposal and submitted along with the signed Letter of Agreement. HHSC will review the proposals to ensure that they meet the state's objectives, and must accept a proposal prior to its implementation by a nursing facility.

Note: Operating entities will certify in the Letter of Agreement that the proposed project does not duplicate or overlap with any projects the NF participates in for which the NF receives federal funds.

Is this project based on an HHSC sample project? ___ Yes x No

If yes, what is the title of the sample project? _____

1. Project Overview. In 500 words or less, provide an overview of the proposed incentive project, including a description of the work the nursing facility intends to complete; and the goals and objectives of the project. Include in the overview how the proposal relates to the philosophy of culture change or quality of care.

More than 1.4 million people aged 65 and older live in nursing homes.¹ If current rates continue, this number will rise to approximately 3 million by 2023. Each year, a typical nursing home with 100 beds reports 100-200 falls with many falls going unreported.² Patients that fall, fall more than once. The average is 2.6 falls per person per year.³ Preventing falls requires a combination of interventions. Educating staff about risk factors and developing prevention strategies are among the ways the CDC recommends to reduce falls.⁴ [QIPP PROVIDER] had [NUMBER] falls in 2014 and [NUMBER] in 2015. *While we have seen a decrease in falls from 2014 to 2015, we realize that any fall can have a significant negative impact on the health of our residents. [Alternative statement:] [QIPP PROVIDER] recognizes the need to reduce the incident of falls within our facility.*

About 1,800 people living in a nursing home die from falls each year. About 10% to 20% of nursing home falls cause serious injuries; 2-6% cause fractures. In order to address this important health risk, [QIPP PROVIDER] intends to reduce the number of falls within our facility by implementing a mandatory on-line learning course for all staff providing direct care to our residents and other staff that come in regular contact with residents. This project will create an incentive program that encourages staff to complete Continuing Education Credits (CEUs) on Fall Prevention related topics. Upon completion of a gap assessment of providers and residents, [QIPP PROVIDER] may find that the completion of a certain number of courses or credit hours in related education would be optimal for increasing staff awareness of fall prevention. We will find an appropriate CEU provider and provision these courses for our providers. An example course is listed in the table below.

Topic	Credit Hours	Vendor
Fall Prevention		Relias Learning Course # REL-C2I-USS3000 Understanding Falls*

2. Project Costs and Values. Provide the itemized predicted amount of dollars needed for the project. As well, in 250 words or less, provide the proposed valuation for the project and justification for the

proposed valuation. Potential factors influencing valuation include entity size; project complexity; project size and scope; target population size; required investment and resources; and expected impact of the project.

As [QIPP PROVIDER] will need to hire a company for the on-line training, there will be costs associated with selecting and working with an external vendor. Incentives or overtime payments are planned to encourage staff to complete this important training. Current and future residents will benefit from a well trained staff, and the staff will have the improved confidence and ability to recognize potential risk factors and develop a fall prevention strategy to avoid or reduce the number of falls.

[Insert valuation components with specific direct costs and future cost avoidance]

3. Participation in Other Programs. Provide documentation demonstrating the goals and objectives of the project do not duplicate or overlap with any projects the NF participates in for which the NF receives federal funds. This includes DSRIP Category 1 or 2 Delivery System Reform Incentive Payment (DSRIP) programs administered through the 1115 Waiver.

Providers to complete.

4. Payment Terms. In 150 words or less, describe the frequency of payments to the nursing facility, if performance metrics are met, and the process that will be used by the MCO to recoup payments in the event of: a disallowance by CMS; a payment made in error; payments used to pay a contingent, consulting, or legal fee; or payments associated with fraudulent reporting of metric performance or fraudulent or misleading statements on a nursing facility change of ownership application or during the change of ownership process.

Upon Amerigroup's receipt of accurate and timely capitation files and payment from HHSC, Amerigroup will transfer such funds to [QIPP PROVIDER] by no later than thirteen (13) business days from the day on which Amerigroup received payment from HHSC, less taxes and Amerigroup's administrative fees of [Insert final % amount]. Amerigroup will notify [QIPP PROVIDER] if Amerigroup experiences any problems or issues with the files or funds received from HHSC that could delay distribution of the funds to [QIPP PROVIDER]. In addition, Amerigroup will distribute only one lump sum payment to [QIPP PROVIDER] per month even if [QIPP PROVIDER] has multiple QIPP programs across Texas. The parties agree that a percentage of the total funding for the QIPP program is at risk of recovery if the QIPP program metrics agreed upon by the parties are not met. Amerigroup may recoup funding from [QIPP PROVIDER], if [QIPP PROVIDER] fails to meet the metrics described in the QIPP program. In addition, [QIPP PROVIDER] agrees that Amerigroup may recover from [QIPP PROVIDER] any funding which HHSC recovers from Amerigroup under the QIPP program. Upon determination by Amerigroup that any improper payment or overpayment is due from [QIPP PROVIDER] to Amerigroup, Amerigroup shall first give [QIPP PROVIDER] notice of such recovery and will request reimbursement via check for such an overpayment. If reimbursement is not received within thirty (30) days following the date of such notice, Amerigroup shall be entitled to offset such overpayment against any other amounts due and payable by Amerigroup to [QIPP PROVIDER] in accordance with applicable law.

5. Performance Metrics. Provide a description of how the nursing facility will measure progress

towards, and final achievement of, the proposal goals, including the rationale for the selected measures and what data will be provided in quarterly, biannual, and annual status updates. HHSC recommends two to four implementation measures and two to four outcome measures per project¹.

Goal	Metric	Data Source
Establish a base line of falls (Identify the opportunity and goal)	Identify the number of falls/100 residents in 2014 and 2015	Report of falls
Identify targeted population to receive training	Develop of list of staff to take the training based upon interaction and/or contact with residents	List of identified staff
Improve staff's ability to identify fall risk factors	Define course(s) to achieve training goals	Course selection
Select vendor to provide on-line training	Enter into a contract with on-line vendor	Vendor contract
Launch training program	Targeted staff will be trained. Potential course- Relias Learning Course # REL-C2I-USS3000 Understanding Falls*	Attendee completion confirmation/sign in sheet.
Reduce the number of falls/100 residents in SFY2016 compared to SFY2015	Reduction in the number of falls Develop a fall prevention plan for residents at risk	Fall report Fall prevention strategy
Assess staff understanding and re-enforce risk factors	Review of fall risk factors during staff meetings	Team meeting reports

**This course corresponds to the Federal Regulation F322*

¹ There is no minimum or maximum number of measures required per project. HHSC recognizes that some projects may require fewer or more measures to adequately demonstrate improvement.
[insert footnotes for 2, 3 & 4]