

## How Does Your Rehab Provider Compare to Mid South Rehab Services?

	MID SOUTH	Your Vendor		MID SOUTH	Your Vendor
Provide Medical Director as part of day-to-day clinical oversight	✓		Provide comprehensive Billing and Collection Services	✓	
Contractual Agreement for Outpatient Services structured upon percentage of collections (no risk and all reward for Facility)	✓		Provide National Keynote Speakers to conduct Annual Clinical Updates, Compliance and Ethics Training to include, OIG and HIPAA Updates.	✓	
Provide advanced state-of-the-art therapy equipment	✓		Provide Certified Corporate Compliance Officer (HCCA)	✓	
Dedicated Clinical Director and Clinical Specialists	✓		Proven Clinical and Financial Outcomes and Case Studies	✓	
Develop facility brochure to include printing cost	✓		Rehab Reimbursement Consulting (at no additional fee)	✓	
Develop therapy web page	✓		Online Therapists Training	✓	
Conduct Open House	✓		Patient Satisfaction Surveys completed on Outpatient, Nursing Home and Swingbed patients	✓	
Develop and design newspaper ads	✓		Provide Monthly Statistical Financial Reports	✓	
Design billboard ad to market facility's swingbed and outpatient services	✓		Conduct Monthly, Quarterly and Annual Operational Review	✓	
Provide clinical marketing resources to Hospital Discharge Planners, Case Managers, and Physician Practices	✓		Improve Case Mix Score—Mid South's average Case Mix Score is 1.154 for the Facilities whom we partner with	✓	
Provide Denial Management and Indemnification	✓		Part B Management best practices	✓	
Participates in Community Health Fairs and Community Events	✓		Provide Hospital Therapy Policy and Procedure Manual	✓	
Provides seven (7) day therapy coverage	✓		Director of Rehab to participate in daily stand up meetings and MDS/Care Plan Meetings	✓	
National Rehabilitation Association Memberships that include Training, Education, Collaboration and Lobbying	✓		Monitor Quality Indicators	✓	
MDS and PPS Support, Training and Education	✓		Develop Restorative Nursing Program, that specifically correlates to each of the twenty-four (24) Quality Indicators	✓	
MDS Management of Therapy Component	✓		Develop a Functional Maintenance Plan	✓	
Automated Billing and Compliance Program	✓		Comprehensive Clinical Programs	✓	
Our Overall Retention Ratio is 95% vs an Average of 70% in the Industry	✓		VitalStim Certified Speech Therapists	✓	
Conduct Daily Productivity Analysis to ensure Productivity Standards are Achieved	✓		Monthly Clinical Audits and Compliance Score Cards	✓	
Home Assessments prior to discharge	✓		Continuous Quality Improvement Program	✓	
All licensed Physical and Occupational Therapists Certified to Report Outcomes through the Care Tool and all licensed Speech Therapists are Certified through NOMS	✓		Mid South maintains a ninety-nine percent (99%) success rate at overturning RAC-MAC Denials	✓	

**You can select Better Care and Profitability**

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*"Together, we will make a difference"*

