



The QUALITY INITIATIVE



ANTIPSYCHOTICS

THE BUSINESS CASE

Reasons why achieving this goal will improve your organization

TARGET: *Safely reduce the off-label use of antipsychotics by 15 percent by December 2013.*

QUALITY OUTCOMES

- ▶ Improves performance in this CMS quality measure and potentially affects other measures.
- ▶ Decreases the side effects and adverse drug reactions associated with these medications.

FINANCIAL STABILITY

- ▶ On a Medicare A stay the reimbursement includes the cost for pharmaceuticals. By appropriately reducing the medications prescribed for a resident, the pharmaceutical cost is lowered and those dollars are available for other components of care.
- ▶ Insurance plans require pre-authorization; if there is not proper, medical justification for the prescribed medication, the claim will be denied and facility will have to assume the cost.
- ▶ Adverse Drug Events (ADEs) may require hospitalization and the facility may experience lost revenue for days the resident is not in the facility.
- ▶ Trial attorneys may use the incidence of off-label antipsychotic usage to bolster their cases.

CUSTOMER SATISFACTION

- ▶ Non-pharmacological interventions help to enhance an individual's ability to direct their care, which improves their experience.
- ▶ Family members of individuals that are more satisfied and engaged are more likely to recommend their facility to others as a place for quality care.

REGULATORY COMPLIANCE

- ▶ Supports compliance for F-tag 329 (Unnecessary Drugs) for Deficient Practice, and potentially other F – tags.
- ▶ Potentially mitigates regulation citations and remedies.

STAFF STABILITY

- ▶ May save time that can be used for other activities.
- ▶ Staff will experience the fulfillment and positive changes that come when they are focused on providing care that meets a person's needs.
- ▶ When staffs are more fulfilled, they are engaged. Engaged staff are more likely to recommend their skilled nursing care center as a place to work.
- ▶ Word spreads; good care recruits good caregivers.

BUSINESS OPPORTUNITIES

- ▶ A reputation for using innovative, person-centered care approaches will provide a competitive advantage.
- ▶ Raises the energy level and fosters a vibrant atmosphere which is attractive to visitors and potential customers touring the center.
- ▶ Attracts more innovative practitioners that will expand a center's reputation.

Learn more at qualityinitiative.ahcancal.org