

Trio Healthcare uses **analytics and risk assessments** to accurately predict **rehospitalizations** before they happen—so they can be prevented.

HIGHLIGHTS:

*“SAIVA is the **most effective tool we have used** to reduce rehospitalization”*

*– David Rubenstein
President & CEO, Trio Healthcare*

90% prediction accuracy
on rehospitalized residents

Seamlessly works into our daily workflow and focuses our team

“Using SAIVA is like taking an open book test. It gives you the list of residents most likely to return to the hospital every day. No one else is using real-time data right from the medical record. Other solutions get it right sometimes, but not reliably – they’re using a flawed model.”

*– David Rubenstein
President & CEO, Trio Healthcare*

Trio Healthcare, LLC, operates 21 senior care facilities, including 12 skilled nursing/rehabilitation and assisted living centers in Virginia and 9 skilled nursing/rehabilitation, assisted living, and independent living centers in Ohio. The company has the mission of “making a positive difference in the lives of those we serve by providing competent, compassionate, and outcome-oriented care—every day.”

From treading water to full steam ahead

Trio had made inroads with improving rehospitalization rates in their communities, but progress had stalled, so they turned to SAIVA Healthcare at the recommendation of an industry colleague. It was described as a next generation solution that applied machine learning to real-time data and predicted patient decline, which was different than any other solution. “We were holding steady but hadn’t found a tool to get us where we wanted to go,” observes Melissa Green, Partner & Chief Clinical Officer. “Other solutions were not terribly accurate, and the predictions seldom made it to the care team in a useable format. The SAIVA daily report is extremely accurate and is emailed straight to our DONs and clinical team every morning.” As a result, everyone starts their day with accurate, timely, consistent information. This is pivotal to effective teamwork and quality outcomes.

A real-time difference

“There are a lot of companies that claim to do what SAIVA does and we have tried our share,” comments David Rubenstein, Trio’s CEO. “Typically, they’re bundled with another solution, like the EHR. But those solutions are using MDS data, which is only updated periodically. SAIVA is pulling data directly from the medical record itself, so the analytics are based on residents’ conditions in real-time.” Consequently, a report pulled using MDS data will be exactly the same three days in a row, even when clinical status has changed. “SAIVA catches even the slightest changes to a resident’s medical record in real time, making its predictions remarkably accurate,” observes Rubenstein. “The EHR’s analytics tool was giving us predictions with less than 10% accuracy. SAIVA on the other hand accurately predicted rehospitalization with 90% accuracy—that’s a tool that really helps us move the needle.”

Improved productivity, stellar reputation

“SAIVA gives our clinicians a roadmap telling them where to focus,” explains Green. “This has certainly boosted productivity, but it’s also given our clinical team more confidence—and elevated competencies.” Staff are seeing the positive results of their efforts in real time. This helps them feel more engaged and less stressed, giving them more satisfaction and pride in their work.

Staff members aren’t the only ones who have confidence in Trio. Physicians and nurse practitioners get the SAIVA report right when they walk in the door. Knowing that Trio nurses are equipped with analytics and have more competency gives physicians far more confidence in the care team—dramatically reducing their tendency to send residents out to the hospital unnecessarily.

The organization’s record of low rehospitalization rates has garnered a stellar reputation that attracts hospitals, ACOs, and other partners. “Our partners know that we are a quality organization using the latest innovation in technology to deliver results,” observed Rubenstein. “This puts us in an excellent position to optimize referrals.”

The road ahead

Trio is continually thinking of new ways to use the intelligence SAIVA provides. Developing marketing reports that include performance data specific to each partner and payer is on the horizon. To continue their quest for continual improvement, the leadership team is also discussing setting internal rehospitalization goals tailored for each of their buildings—beyond regulatory compliance.

Trio is interested in using SAIVA to anticipate other needs as well. For example, analytics could be applied to predict which residents are most likely to need hospice care or to identify residents who should be receiving therapy or ancillary services but are not. “This helps us take optimal care of residents,” noted Rubenstein, “which also continues to build our reputation in the market as a top-performing organization that objectively and efficiently gets residents the care they need.”

“ SAIVA saves us 3x the revenue that it costs for the risk reports. The ROI is a no-brainer.”

– David Rubenstein
President & CEO, Trio Healthcare

“ SAIVA is really easy to work into your daily workflow. We just print off the daily report at the start of a shift and get to work. It focuses our team—as well as physicians and nurse practitioners—on priority patients. ”

– Melissa Green
Partner & Chief Clinical Officer

“ The daily report has ultimately given our clinical team more confidence and competence. This in turn has led to our partners sending us more patients—as well as higher acuity patients ”

– Melissa Green
Partner & Chief Clinical Officer

ABOUT SAIVA

SAIVA uses artificial intelligence to improve outcomes and unnecessary hospitalizations by identifying your patients most at risk for near-term decline.