

# POST ACUTE PROVIDERS

## HEALTH INFORMATION TECHNOLOGY USER SURVEY RESULTS

FIRST QUARTER 2014

This survey is designed to help stakeholders of post-acute provider industry identify what strategies and solutions are developing to address the higher growth/demand for post-acute services in the challenging environment of lower fee-for-service reimbursements and impending valued-based payment models from all payers: government and commercial.

The purpose of the survey is to determine if there are more efficient ways to improve post-acute patient care and keep providers accountable for improving quality and reducing costs through effective use of health care information technology, specifically: health information exchanges (public and private), quality reporting, health analytics, workflow and care coordination, as well as patient engagement software/systems.

Black Book polled the leadership from 418 post-acute providers to ascertain the need for information platforms to support the exchange of information and provision and coordination of the most appropriate health care delivery, supplies, equipment and venue of services, as well as the operational, technological and financial road blocks, both current and projected.

**TOTAL RESPONDENTS: 464**

### SURVEYED POST-ACUTE PROVIDERS BY RESPONDENT TITLE:

256 CHIEF EXECUTIVE OFFICER/EXECUTIVE DIRECTOR/CHIEF OPERATING OFFICER/ADMINISTRATOR (55.2%)

41 CHIEF FINANCIAL OFFICER/CONTROLLER (8.8%)

47 CHIEF INFORMATION/TECHNOLOGY OFFICER (10.1%)

30 CHIEF CLINICIAN/NURSING OFFICER/MEDICAL DIRECTOR (6.5%)

90 OTHER MANAGER/DIRECTOR/LEADER (19.4%)



**CHIEF EXECUTIVE OFFICER/EXECUTIVE DIRECTOR/CHIEF OPERATING OFFICER/ADMINISTRATOR RESPONDENTS BY PROVIDER/FACILITY TYPE: 256 TOTAL**

96 NURSING HOME/SKILLED NURSING FACILITY (SNF)/ LONG TERM REHABILITATION FACILITY

26 DURABLE MEDICAL EQUIPMENT (DME) DISTRIBUTORS

18 HOME HEALTH &/OR HOME INFUSION

6 HOSPICE

46 POST ACUTE PROVIDER CHAIN/CORPORATE LOCATION

37 HOSPITAL SNF & SUBACUTE

24 SHORT TERM REHABILITATION FACILITY

3 OTHER POST ACUTE PROVIDER TYPE

**CHIEF EXECUTIVE OFFICER/EXECUTIVE DIRECTOR/CHIEF OPERATING OFFICER/ADMINISTRATOR RESPONDENTS BY PROVIDER/FACILITY TYPE:**

37.5% NURSING HOME/SKILLED NURSING FACILITY (SNF)/ LONG TERM REHABILITATION FACILITY

10.2% DURABLE MEDICAL EQUIPMENT (DME) DISTRIBUTOR

7.0% HOME HEALTH &/OR HOME INFUSION

2.3% HOSPICE

18.0% POST ACUTE PROVIDER CHAIN/CORPORATE LOCATION

14.5% HOSPITAL SNF & SUBACUTE

9.4% SHORT TERM REHABILITATION FACILITY

1.1% OTHER POST ACUTE PROVIDER TYPE



1. WHAT DO YOU CONSIDER YOUR THREE MOST PRESSING ISSUES FACING POST-ACUTE PROVIDERS IN 2014?

RESPONDENTS	DECLINING REIMBURSEMENTS	VALUE-BASED ACCOUNTABLE POST ACUTE CARE	DENIALS	LACK OF INFORMATION TECHNOLOGY	LACK OF DATA SHARING/HIE	LACK OF CARE COORDINATION/ QUALITY REPORTING	OTHER ISSUE NOT LISTED
<b>NURSING HOME/SKILLED NURSING FACILITY (SNF)/ CORP/LONG TERM REHABILITATION FACILITY</b>  (Total Respondents n= 234)	<b>96%</b>  (n=224)	<b>56%</b>  (n=125)	<b>87%</b>  (n=203)	<b>10%</b>  (n=27)	<b>17%</b>  (n=40)	<b>23%</b>  (n=53)	<b>13%</b>  (n=30)
<b>HOSPITAL POST-ACUTE CARE/SHORT TERM REHABILITATION</b>  (Total Respondents n=119)	<b>98%</b>  (n=117)	<b>61%</b>  (n=72)	<b>29%</b>  (n=35)	<b>20%</b>  (n=24)	<b>35%</b>  (n=42)	<b>54%</b>  (n=64)	<b>53%</b>  (n=3)
<b>HOME HEALTH</b>  (Total Respondents n = 32 )	<b>100%</b>  (n=32)	<b>31%</b>  (n=10)	<b>91%</b>  (n=30)	<b>22%</b>  (n=7)	<b>9%</b>  (n=3)	<b>16%</b>  (n=5)	<b>28%</b>  (n=9)
<b>DME/OTHER POST ACUTE</b>  (Total Respondents n= 33)	<b>91%</b>  (n=30)	<b>18%</b>  (n=6)	<b>94%</b>  (n=31)	<b>12%</b>  (n=4)	<b>3%</b>  (n=1)	<b>74%</b>  (n=26)	<b>3%</b>  (n=1)
<b>ALL POST ACUTE PROVIDERS</b>  (Total Respondents n= 418)	<b>96%</b>  (n=403)	<b>51%</b>  (n=213)	<b>72%</b>  (n=299)	<b>15%</b>  (n=62)	<b>21%</b>  (n=86)	<b>35%</b>  (n=148)	<b>10%</b>  (n=43)



2. IF “DECLINING REIMBURSEMENTS” WAS INDICATED IN QUESTION 1, WHICH PAYER TYPE REIMBURSEMENT IS MORE PRESSING TO YOUR ORGANIZATION?

RESPONDENTS	GOVERNMENT PAYERS	COMMERCIAL PAYERS
<b>NURSING HOME/SKILLED NURSING FACILITY (SNF)/ LONG TERM REHABILITATION FACILITY</b>  (Total Respondents n= 234)	<b>97%</b>  (n=226)	<b>4%</b>  (n=8)
<b>HOSPITAL POST-ACUTE CARE/SHORT TERM REHABILITATION</b>  (Total Respondents n=119)	<b>94%</b>  (n=111)	<b>6%</b>  (n=8)
<b>HOME HEALTH</b>  (Total Respondents n = 32 )	<b>100%</b>  (n=32)	<b>0%</b>  (n=0)
<b>DME/OTHER POST ACUTE</b>  (Total Respondents n= 33)	<b>100%</b>  (n=33)	<b>0%</b>  (n=0)
<b>ALL POST ACUTE PROVIDERS</b>  (Total Respondents n= 418)	<b>96%</b>  (n=402)	<b>4%</b>  (n=16)



3. IF INDICATED “DENIALS” IN QUESTION 1, WHAT ARE THE PRIMARY ROOT CAUSES OF YOUR DENIALS?

RESPONDENTS	POOR DOCUMENTATION	INCOMPLETE OR INACCURATE BILLING	CONSTANTLY CHANGING PAYER RULES	OTHER
<b>NURSING HOME/SKILLED NURSING FACILITY (SNF)/ LONG TERM REHABILITATION FACILITY</b> (Total Respondents n= 200)	<b>35%</b> (n =70)	<b>24%</b> (n =48)	<b>38%</b> (n =76)	<b>3%</b> (n =6)
<b>HOSPITAL POST-ACUTE CARE/SHORT TERM REHABILITATION &amp; AFFILIATES</b> (Total Respondents n= 32)	<b>31%</b> (n =10)	<b>5%</b> (n =9)	<b>41%</b> (n =13)	<b>0%</b> (n =0)
<b>HOME HEALTH</b> (Total Respondents n = 30 )	<b>70%</b> (n =21)	<b>20%</b> (n =6)	<b>10%</b> (n =3)	<b>0%</b> (n =0)
<b>DME/OTHER POST ACUTE AFFILIATES</b> (Total Respondents n= 31)	<b>65%</b> (n =20)	<b>29%</b> (n =9)	<b>3%</b> (n =1)	<b>0%</b> (n =0)
<b>ALL POST ACUTE PROVIDERS</b> (Total Respondents n= 292)	<b>43%</b> (n =126)	<b>27%</b> (n =78)	<b>27%</b> (n =79)	<b>4%</b> (n =11)



**4. IN REGARDS TO QUESTION 2, TO WHAT EXTENT IS MEDICARE ADVANTAGE AND/OR MEDICAID MANAGED CARE A GROWING PORTION OF YOUR PAYER MIX?**

RESPONDENTS	SIGNIFICANT	SOMEWHAT SIGNIFICANT	NOT SIGNIFICANT	NOT APPLICABLE
<b>NURSING HOME/SKILLED NURSING FACILITY (SNF)/ LONG TERM REHABILITATION FACILITY</b> (Total Respondents n= 223)	<b>48%</b> (n =106)	<b>38%</b> (n =84)	<b>13%</b> (n =30)	<b>1%</b> (n =3)
<b>HOSPITAL POST-ACUTE CARE/SHORT TERM REHABILITATION &amp; AFFILIATES</b> (Total Respondents n= 104)	<b>67%</b> (n =70)	<b>30%</b> (n =31)	<b>2%</b> (n =2)	<b>1%</b> (n =1)
<b>HOME HEALTH</b> (Total Respondents n = 26 )	<b>81%</b> (n =21)	<b>15%</b> (n =4)	<b>4%</b> (n =1)	<b>4%</b> (n =1)
<b>DME/OTHER POST ACUTE AFFILIATES</b> (Total Respondents n= 28)	<b>71%</b> (n =20)	<b>7%</b> (n =2)	<b>7%</b> (n =2)	<b>14%</b> (n =4)
<b>ALL POST ACUTE PROVIDERS</b> (Total Respondents n= 397)	<b>57%</b> (n =227)	<b>31%</b> (n =123)	<b>9%</b> (n =37)	<b>3%</b> (n =10)



**5. IN REGARDS TO QUESTION 4, IF INDICATED “SIGNIFICANT” DO YOU FORESEE THIS MEDICARE ADVANTAGE AND/OR MEDICAID MANAGED CARE BUSINESS AS A SOURCE OF REVENUE TO MITIGATE THE DECLINING REIMBURSEMENTS BY GOVERNMENT PAYERS?**

RESPONDENTS	YES	NO	NOT SURE
<b>NURSING HOME/SKILLED NURSING FACILITY (SNF)/ LONG TERM REHABILITATION FACILITY</b>  (Total Respondents n= 104)	<b>16%</b>  (n =17)	<b>14%</b>  (n =15)	<b>69%</b>  (n =72)
<b>HOSPITAL POST-ACUTE CARE/SHORT TERM REHABILITATION &amp; AFFILIATES</b>  (Total Respondents n= 65)	<b>12%</b>  (n =8)	<b>11%</b>  (n =7)	<b>77%</b>  (n =50)
<b>HOME HEALTH</b>  (Total Respondents n = 20 )	<b>50%</b>  (n =10)	<b>30%</b>  (n =6)	<b>20%</b>  (n =4)
<b>DME/OTHER POST ACUTE AFFILIATES</b>  (Total Respondents n= 20)	<b>5%</b>  (n =1)	<b>5%</b>  (n =1)	<b>90%</b>  (n =18)
<b>ALL POST ACUTE PROVIDERS</b>  (Total Respondents n= 216)	<b>18%</b>  (n =39)	<b>15%</b>  (n =32)	<b>67%</b>  (n =144)



6. WHAT IS YOUR ASSESSMENT OF YOUR POST-ACUTE CARE ORGANIZATION'S INFORMATION TECHNOLOGY & PATIENT DATA EXCHANGES?

RESPONDENTS	CURRENTLY NON-EXISTENT OR EXTREMELY POOR	CURRENTLY MINIMAL OR UNDERUTILIZED	CURRENTLY MODERATE OR OCCASIONAL UTILIZATION	CURRENTLY ADVANCED OR DAILY UTILIZATION
<b>NURSING HOME/SKILLED NURSING FACILITY (SNF)/ LONG TERM REHABILITATION FACILITY</b>  (Total Respondents n= 231)	<b>79%</b>  (n=183)	<b>17%</b>  (n=39)	<b>3%</b>  (n=6)	<b>1%</b>  (n=3)
<b>HOSPITAL POST-ACUTE CARE/SHORT TERM REHABILITATION &amp; AFFILIATES</b>  (Total Respondents n=115)	<b>36%</b>  (n=42)	<b>43%</b>  (n=49)	<b>12%</b>  (n=14)	<b>9%</b>  (n=10)
<b>HOME HEALTH</b>  (Total Respondents n = 34 )	<b>47%</b>  (n=16)	<b>35%</b>  (n=12)	<b>18%</b>  (n=6)	<b>0%</b>  (n=0)
<b>DME/OTHER POST ACUTE AFFILIATES</b>  (Total Respondents n= 30)	<b>73%</b>  (n=22)	<b>23%</b>  (n=7)	<b>3%</b>  (n=1)	<b>0%</b>  (n=0)
<b>ALL POST ACUTE PROVIDERS</b>  (Total Respondents n= 410)	<b>63%</b>  (n=263)	<b>26%</b>  (n=107)	<b>7%</b>  (n=27)	<b>3%</b>  (n=13)





**7. WOULD AN INFORMATION TECHNOLOGY PLATFORM FOR PATIENT DATA SHARING & COMPREHENSIVE CARE COORDINATION IMPROVE YOUR ORGANIZATION'S FINANCIAL HEALTH AND YOUR ABILITY TO THRIVE UNDER ACCOUNTABLE CARE & LOWER FEE-FOR-SERVICE REIMBURSEMENTS?**

RESPONDENTS	YES	NO	NOT SURE
<b>CHIEF EXECUTIVE OFFICERS</b>  (Total Respondents n= 256)	<b>91%</b>  (n=234)	<b>0%</b>  (n=1)	<b>8%</b>  (n=21)
<b>CHIEF FINANCIAL OFFICERS</b>  (Total Respondents n=41)	<b>98%</b>  (n=40)	<b>0%</b>  (n=0)	<b>2%</b>  (n=1)
<b>CHIEF CLINICAL/MEDICAL/NURSING OFFICERS</b>  (Total Respondents n = 30 )	<b>80%</b>  (n=24)	<b>0%</b>  (n=0)	<b>20%</b>  (n=6)
<b>ALL POST ACUTE PROVIDERS</b>  (Total Respondents n = 464)	<b>92%</b>  (n=427)	<b>0%</b>  (n=1)	<b>8%</b>  (n=39)



**8. WHAT IS THE STATUS OF YOUR POST ACUTE ORGANIZATION'S CAPABILITY TO INTERNALLY DEVELOP AND IMPLEMENT STRATEGIES TO SUCCEED WITH INFORMATION TECHNOLOGY SOLUTIONS, TO SUPPORT DATA EXCHANGE NEEDED FOR, BUNDLED PAYMENTS, QUALITY REPORTING AND/OR CARE COORDINATION?**

<b>RESPONDENTS</b>	<b>NOT CAPABLE WITH OR WITHOUT EXTERNAL SUPPORT OF CONSULTANTS &amp;/OR TECHNOLOGY VENDORS</b>	<b>CAPABLE WITH EXTERNAL SUPPORT OF CONSULTANTS &amp;/OR TECHNOLOGY VENDORS</b>	<b>CAPABLE WITHOUT EXTERNAL SUPPORT OF CONSULTANTS &amp;/OR TECHNOLOGY VENDORS</b>
<b>STANDALONE/SINGLE UNIT PROVIDER</b>  (Total Respondents n= 266 )	<b>18%</b>  (n=50)	<b>65%</b>  (n=172)	<b>17%</b>  (n=44)
<b>SMALL CHAIN (UP TO 5 UNITS) OWNED OR ASSOCIATED WITH CORPORATE/CHAIN OF POST-ACUTE PROVIDERS</b>  (Total Respondents n= 41)	<b>5%</b>  (n=2)	<b>88%</b>  (n=36)	<b>7%</b>  (n=3)
<b>LARGE CHAIN (6+ UNITS) OWNED OR ASSOCIATED WITH CORPORATE/CHAIN OF POST-ACUTE PROVIDERS</b>  (Total Respondents n= 27)	<b>7%</b>  (n=2)	<b>67%</b>  (n=18)	<b>26%</b>  (n=7)
<b>ALL POST ACUTE PROVIDERS &amp; AFFILIATES</b>  (Total Respondents n = 395)	<b>16%</b>  (n=65)	<b>68%</b>  (n=267)	<b>16%</b>  (n=63)



**9. HAS YOUR POST ACUTE ORGANIZATION BUDGETED MONIES FOR HEALTH TECHNOLOGY PURCHASES/ IMPROVEMENTS IN 2014?**

<b>RESPONDENTS</b>	<b>YES</b>	<b>NO</b>	<b>NOT SURE</b>
<b>STANDALONE/SINGLE UNIT PROVIDER</b>  (Total Respondents n= 260 )	<b>8%</b>  (n=20)	<b>89%</b>  (n=232)	<b>3%</b>  (n=8)
<b>SMALL CHAIN (UP TO 5 UNITS) OWNED OR ASSOCIATED WITH CORPORATE/CHAIN OF POST-ACUTE PROVIDERS</b>  (Total Respondents n= 36)	<b>78%</b>  (n=28)	<b>0%</b>  (n=0)	<b>22%</b>  (n=8)
<b>LARGE CHAIN (6+ UNITS) OWNED OR ASSOCIATED WITH CORPORATE/CHAIN OF POST-ACUTE PROVIDERS</b>  (Total Respondents n= 25)	<b>84%</b>  (n=21)	<b>0%</b>  (n=0)	<b>16%</b>  (n=4)
<b>ALL POST ACUTE PROVIDERS</b>  (Total Respondents n = 367)	<b>21%</b>  (n=77)	<b>72%</b>  (n=264)	<b>7%</b>  (n=26)



**10. IF YOU DO NOT INVEST IN HEALTH CARE TECHNOLOGY, DATA EXCHANGES AND ANALYTICS/REPORTING SOFTWARE IN 2014, WHAT DO YOU FORESEE HAPPENING TO YOUR POST ACUTE ORGANIZATION IN 2015?**

RESPONDENTS	WILL BE ACQUIRED/CONSOLIDATED BY A MORE TECHNOLOGY SUPERIOR ORGANIZATION	DEVELOP NEW PRODUCTS AND SERVICES	BANKRUPTCY, DISSOLUTION OR CLOSE/TERMINATION OF SERVICES	OTHER/NOT SURE/ NOTHING	THRIVE DESPITE THE ENVIROMENT
<b>STANDALONE/SINGLE UNIT PROVIDER</b>  (Total Respondents n= 272 )	<b>54%</b>  (n=146)	<b>20%</b>  (n=54)	<b>22%</b>  (n=61)	<b>3%</b>  (n=9)	<b>1%</b>  (n=2)
<b>SMALL CHAIN (UP TO 5 UNITS) OWNED OR ASSOCIATED WITH CORPORATE/CHAIN OF POST-ACUTE PROVIDERS</b>  (Total Respondents n= 40)	<b>53%</b>  (n=21)	<b>28%</b>  (n=11)	<b>18%</b>  (n=7)	<b>3%</b>  (n=1)	<b>0%</b>  (n=0)
<b>LARGE CHAIN (6+ UNITS) OWNED OR ASSOCIATED WITH CORPORATE/CHAIN OF POST-ACUTE PROVIDERS</b>  (Total Respondents n= 26)	<b>0%</b>  (n=0)	<b>88%</b>  (n=23)	<b>12%</b>  (n=3)	<b>0%</b>  (n=0)	<b>0%</b>  (n=0)
<b>ALL POST ACUTE PROVIDERS</b>  (Total Respondents n = 380)	<b>49%</b>  (n=186)	<b>26%</b>  (n=99)	<b>21%</b>  (n=80)	<b>3%</b>  (n=12)	<b>1%</b>  (n=4)



**11. AMONG FORWARD-THINKING PROVIDERS OF POST ACUTE PROVIDERS, WHAT DO YOU PREDICT IS THE DIRECTION POST ACUTE PROVIDERS WILL TAKE IN 2014 TO ADDRESS LOWER FEE-FOR-SERVICE REIMBURSEMENTS & ACCOUNTABLE CARE REFORMS?**

RESPONDENTS	ATTEMPT NON-TECHNOLOGY BASED COLLABORATION BETWEEN ACUTE AND POST ACUTE PROVIDERS	PARTICIPATE IN PUBLIC & OR PRIVATE HIE	ACQUIRE CLINICAL WORKFLOW TOOLS & HEALTH DATA ANALYTICS	IMPLEMENT PATIENT ENGAGEMENT SOLUTIONS
<b>CHIEF EXECUTIVE OFFICERS</b>  (Total Respondents n= 239 )	<b>28%</b>  (n=66)	<b>43%</b>  (n=102)	<b>26%</b>  (n=61)	<b>4%</b>  (n=10)
<b>CFO/CIO/CMO/OTHER POST ACUTE CARE LEADERSHIP</b>  (Total Respondents n= 72)	<b>22%</b>  (n=16)	<b>74%</b>  (n=53)	<b>3%</b>  (n=2)	<b>1%</b>  (n=1)



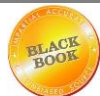
12. WHAT DO YOU PREDICT IS THE TECHNOLOGICAL DIRECTION POST ACUTE PROVIDERS WILL TAKE TO REMAIN/BECOME VIABLE BEYOND 2015?

RESPONDENTS	ACQUIRE TECHNOLOGY BASED COLLABORATION BETWEEN ACUTE AND POST ACUTE PROVIDERS	ENGAGE CONSULTANTS & TECHNOLOGY VENDORS TO PROVIDE STRATEGIES & SOLUTIONS	PARTICIPATE IN PUBLIC & OR PRIVATE HIE	ACQUIRE CLINICAL WORKFLOW TOOLS & HEALTH DATA ANALYTICS, AND EXECUTE INTERNALLY	IMPLEMENT PATIENT ENGAGEMENT SOLUTIONS
<b>CHIEF EXECUTIVE OFFICERS</b>  (Total Respondents n= 272 )	11%  (n=30)	43%  (n=117)	37%  (n=100)	9%  (n=25)	0%  (n=0)
<b>CFO/CIO/CMO/OTHER POST ACUTE CARE LEADERSHIP</b>  (Total Respondents n= 64)	19%  (n=12)	16%  (n=10)	61%  (n=39)	5%  (n=3)	0%  (n=0)



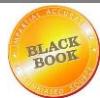
13. ARE YOU AWARE OF ANY POST ACUTE CARE TECHNOLOGY COMPANIES/PRODUCTS IN THE MARKET THAT CAN ADDRESS THESE ISSUES?

RESPONDENTS	NO	YES (ONE/A FEW)	YES (SEVERAL)	NOT SURE
<b>NURSING HOME/SKILLED NURSING FACILITY (SNF)/ LONG TERM REHABILITATION FACILITY</b>  (Total Respondents n= 198)	<b>63%</b>  (n=124)	<b>22%</b>  (n=44)	<b>6%</b>  (n=11)	<b>9%</b>  (n=19)
<b>HOSPITAL POST-ACUTE CARE/SHORT TERM REHABILITATION</b>  (Total Respondents n=86)	<b>30%</b>  (n=26)	<b>47%</b>  (n=40)	<b>17%</b>  (n=15)	<b>6%</b>  (n=5)
<b>HOME HEALTH/DME</b>  (Total Respondents n = 17 )	<b>88%</b>  (n=15)	<b>6%</b>  (n=1)	<b>0%</b>  (n=0)	<b>6%</b>  (n=1)
<b>DME/OTHER POST ACUTE</b>  (Total Respondents n= 19)	<b>84%</b>  (n=16)	<b>5%</b>  (n=1)	<b>0%</b>  (n=0)	<b>11%</b>  (n=2)
<b>ALL POST ACUTE PROVIDERS</b>  (Total Respondents n= 250)	<b>78%</b>  (n=196)	<b>37%</b>  (n=93)	<b>11%</b>  (n=28)	<b>12%</b>  (n=29)



**14. HOW MUCH OF YOUR POST-ACUTE BUSINESS DO YOU PREDICT SHIFTING TO VALUE-BASED REIMBURSEMENT/ACCOUNTABLE CARE MODELS IN THE NEXT 12-36 MONTHS?**

<b>RESPONDENTS</b>	<b>NONE (0%)</b>	<b>RELATIVELY SMALL (UP TO 5%)</b>	<b>SIGNIFICANT (BETWEEN 5% &amp; 20%)</b>	<b>VERY SIGNIFICANT (OVER 20%)</b>
<b>NURSING HOME/SKILLED NURSING FACILITY (SNF)/ LONG TERM REHABILITATION FACILITY</b>  (Total Respondents n= 202)	<b>8%</b>  (n=16)	<b>69%</b>  (n=139)	<b>19%</b>  (n=38)	<b>4%</b>  (n=9)
<b>HOSPITAL POST-ACUTE CARE/SHORT TERM REHABILITATION</b>  (Total Respondents n=110)	<b>5%</b>  (n=6)	<b>36%</b>  (n=40)	<b>36%</b>  (n=40)	<b>22%</b>  (n=24)
<b>HOME HEALTH</b>  (Total Respondents n = 24 )	<b>0%</b>  (n=0)	<b>25%</b>  (n=6)	<b>13%</b>  (n=3)	<b>63%</b>  (n=15)
<b>DME/OTHER POST ACUTE AFFILIATES</b>  (Total Respondents n= 26)	<b>4%</b>  (n=1)	<b>12%</b>  (n=3)	<b>23%</b>  (n=6)	<b>62%</b>  (n=16)
<b>ALL POST ACUTE PROVIDERS</b>  (Total Respondents n= 420)	<b>6%</b>  (n=27)	<b>52%</b>  (n=218)	<b>24%</b>  (n=101)	<b>18%</b>  (n=74)





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