

Market Analysis Overview

Confer Analytics™ offers two levels of comprehensive market analysis to meet our clients' needs.

Both offer unmatched insights and business intelligence to support your goals in the home care market.

Essential Home Care Market Analysis by Confer Analytics™

Detailed report includes in-depth review of Fee-for-Service (FFS) (or Traditional Medicare) in the client's target market, including demographics, trends, market share, coding and billing patterns, and competitor analysis. | \$3,500

Premium Home Care Market Analysis by Confer Analytics™

Detailed report includes in-depth review of Medicare Advantage (MA) and FFS in the client's target market, including demographics, trends, market share, coding and billing patterns, competitor analysis, quality, costs, and patterns of care for FFS high-needs patients (HNPs). | \$5,000

Platform Access

Purchase of either Home Care Market Analysis includes a 14-day free trial subscription to the Confer Analytics™ platform with access to 35+ national dashboards.

Additional Consulting Services

Additional or customized data analytics consulting services are available starting at \$275/hour.



	Essential Home Care Market Analysis by Metropolitan Statistical Area (MSA) or County	Premium Home Care Market Analysis by Metropolitan Statistical Area (MSA) or County
Supply, Billing, and Performance: Home-Based Medical Care (HBMC)		
Market Share of HBMC by Practice	FFS	FFS and MA
Market Share of HBMC by Clinician	FFS	FFS and MA
Clinician Affiliations with HBMC Practices	FFS	FFS and MA
FFS E/M Coding and Billing Patterns	✓	✓
FFS Scorecard of HBMC Clinicians	Patterns of visits; Patient characteristics	Costs; Hospitalizations; ER; Readmission; SNF; HCC; Frailty; Patterns of visits; Patient characteristics
FFS Scorecard of HBMC Practices	Patterns of visits; Patient characteristics	Costs; Hospitalizations; ER; Readmission; SNF; HCC; Frailty; Patterns of visits; Patient characteristics
Demand		
HBMC Penetration Rates in Frail and High-Risk Patients	FFS	FFS and MA
Medicare Advantage Penetration by County and Market Share for Companies	✓	✓
Older Adults in the US and Characteristics, by Zip Code	✓	✓
Patterns of Care for FFS High-Needs Patients (HNPs)	–	N of HNPs, patients that received HBMC and their providers; plurality (or “controlling”) providers of patients not receiving HBMC
Partnership Opportunities		
Assisted Living Facilities (incl. N of beds, contact info)	✓	✓
Home Health Agencies (incl. performance data)	✓	✓
Hospices (incl. performance data)	✓	✓

HCCI believes in a world in which all in need of house calls get them.
Because the future of healthcare... is in the home.



Confer Analytics™ is powered by the Home Centered Care Institute (HCCI), a national nonprofit dedicated to creating universal access to best practice house call programs through four key initiatives: education, consulting, research, and advocacy.