



HCCI[™]
HOME CENTERED CARE
INSTITUTE

HCCInteractive[™] Solutions Package *Phase 1: New Program Implementation*

Kick-off & Discovery

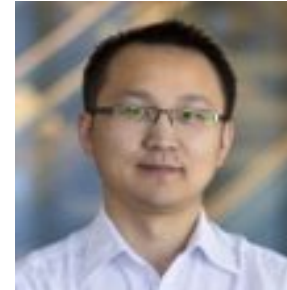
November 12, 2025

HCCI Team



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MISSION

Universal access to best practice house call programs.



VISION

All in need of house calls get them, because the future of healthcare is in the home.



GOALS & KEY INITIATIVES

**Increase
Access & Quality**

Education &
Consulting

**Enhance
Credibility**

Public Awareness
& Advocacy

**Leverage
Innovation**

Data Analytics for
Home-Based Care

**Transform
Healthcare**

Interdisciplinary
Partnerships

Agenda

1. **Introductions**
2. **Discovery**
3. **Scope of Work**
4. **Key Milestones & Next Steps**
5. **Q&A / Conclude**

Discovery

A woman with long dark hair, wearing a white blouse, is seated and looking towards a man. The man, wearing a dark suit, is leaning forward and gesturing with his hands as if speaking. The background is a blurred office setting. The entire image is overlaid with a semi-transparent blue filter.

Discovery – Andwell Health Partners

- **Practice Overview**

- Services offered and patient census
- Geography
- Referral sources
- Staffing model
- Revenue cycle management
 - Credentialing, billing, coding, documentation, etc.
- Payer mix
- Quality metrics tracking
- Alternative Payment Models
- Successes & challenges

- **Programmatic Goals & Internal Timeline**

- Why HBPC?
- Main objectives & areas of need

- **HBPC Market Analysis**

- County-level market for HBPC program

Scope of Work

HCCI Practice Implementation Model™

HCCI Practice Implementation Model™ Dimensions



HCCI Practice Assessment Core Components

Financials

Human Capital Management

Legal / Compliance

Operations

Quality / Performance

Marketing / Growth

Technology / Infrastructure

HCCI Deliverables

- ✓ **Phase 1: New Program Implementation Kick-off**
- ❑ **Access to select HCCI Online Courses & HCCIntelligence™ Premier Resources**
- ❑ **Confer Analytics® Premium Market Analysis Report + Review Meeting**
- ❑ **Consulting Sessions**
 - ❑ Payer Strategy & Alignment
 - ❑ Creating a Proposal & Business Plan
- ❑ **Additional Consulting Retainer: 8 hours**

Education – Online Courses

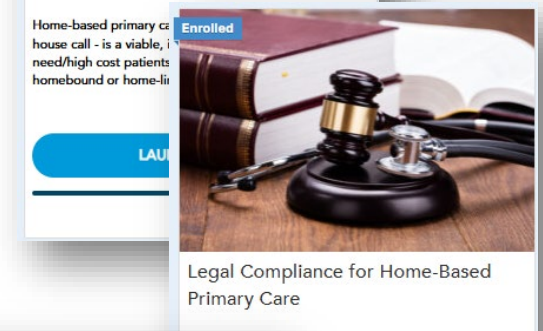
1. House Calls 101: Introduction to Home-Based Primary Care
2. Contracting with Payers: Demonstrating the Value of Home-Based Primary Care
3. Legal Compliance for Home-Based Primary Care
4. Intersection of Home-Based Primary Care and Palliative Care

Eligible for *AMA PRA Category 1 Credits*™



Completed

House Calls 101: Introduction to Home-Based Primary Care

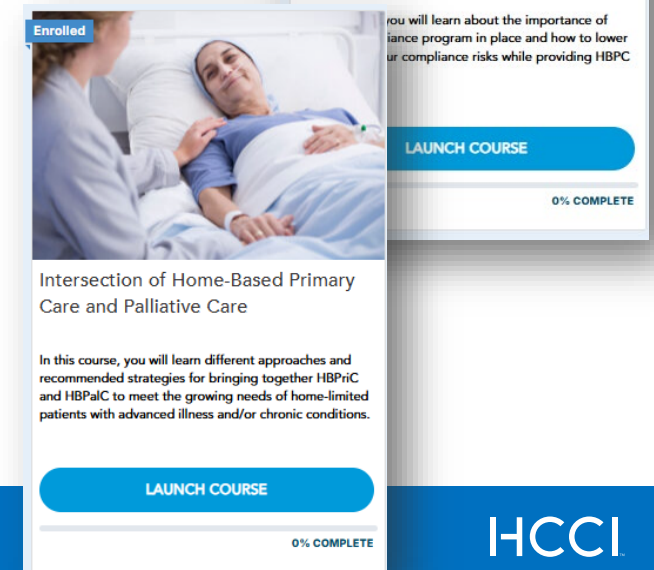


Enrolled

Home-based primary care
house call - is a viable, i
need/high cost patients
homebound or home-li

Legal Compliance for Home-Based Primary Care

LAUNCH COURSE



Enrolled

Intersection of Home-Based Primary Care and Palliative Care

In this course, you will learn different approaches and recommended strategies for bringing together HBPrIC and HBPaIC to meet the growing needs of home-limited patients with advanced illness and/or chronic conditions.

LAUNCH COURSE

0% COMPLETE

Education – HCCIntelligence™ Premier Resources

1. Recruiting Patients for your Home-Based Primary Care Program
2. Securing Referrals for Your HBPC Program
3. Tips for Developing your Unique Value Proposition
4. Home-Based Primary Care: An Essential Lifeline for Caregivers
5. Home-Based Primary Care: A Powerful Solution for Home-Limited, Medically Complex Patients
6. Key Metrics for Demonstrating the Value of HBPC Programs



HCCI Learning Hub™



HCCI Learning Hub™ features educational offerings designed to equip professionals in home-based care with the necessary skills and knowledge to excel in the field.

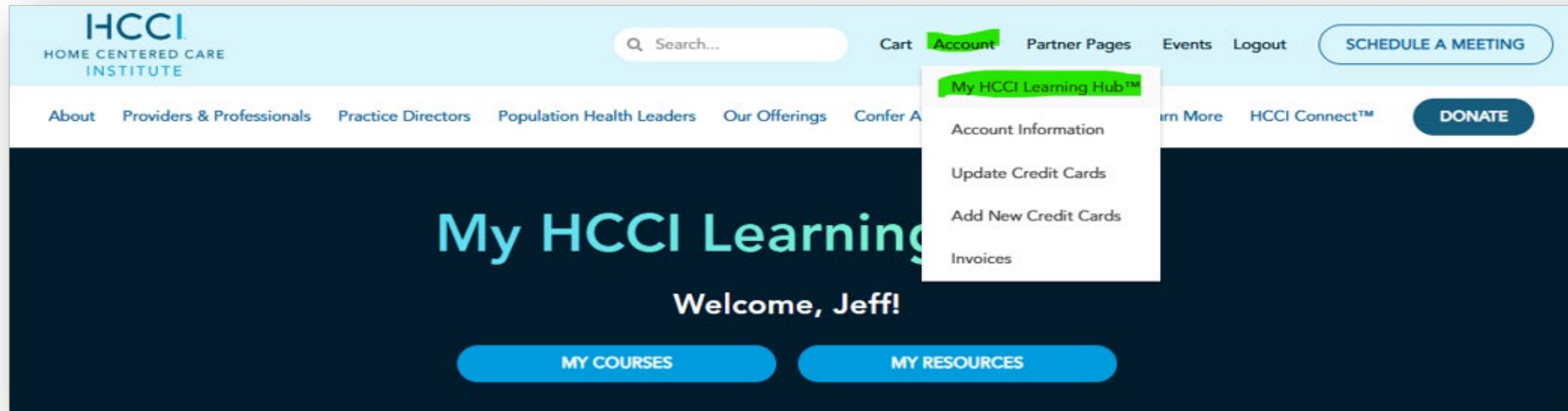
Access the following:

- Online Courses
- Downloadable HCCIIntelligence™ Premier Resources

[Create Account Here](#)

HCCI Learning Hub™

Access ALL your HCCI resources



Confer Analytics® Premium Market Analysis

Examines the supply and demand for home-based care in your market, and answers questions, such as:

Supply/Competition

- Which clinicians and practices are already serving the market?
- How many Medicare patients do they have?
- How many visits to homes and assisted living facilities do they make each year?
- What billing codes are they using (what services are being provided)?

Demand/Patient Characteristics

- How many frail Medicare patients reside in the market?
- What conditions do these patients have, and what is their socio-demographic profile?
- How many of these patients are (or are not) receiving home-based medical care?
- How many assisted living facilities are in or near the market, where are they exactly, and what is their size?

**Includes 1 hour of review with a
Data Analysis Consultant**

Consulting Sessions

Payer Strategy and Alignment

- Identify financial sustainability requirements via alternative payment models
- Develop payer negotiation strategies and talking points
- Assess and define the costs and potential global savings of adding home-based primary care

**Additional consulting retainer:
8 hours**

Creating a Proposal and Business Plan

- Review and discuss stakeholder insights and findings
- Develop a proposal/business plan outlining:
- A sustainable business and financial model
- The HBPC (Home-Based Primary Care) implementation process
- Utilizing market analysis to develop a marketing plan
- Budget considerations and staffing plan
- Sample HBPC budgets

Key Milestones

Kick-off | Phase 1: New Program Implementation

Introductions & Orientation
Discovery
Scheduling/logistics
Account creation

Self-Paced Learning

HCCI Learning Hub™
Online courses
HCCIntelligence™ Premier
Resources

Consult Session 2

Creating a Proposal and Business Plan

Looking Ahead

Conclude phase 1 engagement
Discuss future support, if desired



Confer Analytics® Premium Market Analysis

Report delivery
1-hour meeting to discuss supply &
demand in desired market

Consult Session 1

Payer Strategy and Alignment

Additional Consult Sessions

8-hour retainer (e.g., Business plan
development & review)

Next Steps

- ❑ **Identify and inform HCCI of all Andwell Health Partners' team members**
- ❑ **Create an HCCI Account [here](#) (required for each team member)**
 - ❑ Please inform Raabiah once accounts have been created
- ❑ **Schedule Confer Analytics® Premium Market Analysis Report review meeting (1 hour)**
- ❑ **Schedule consult sessions 1 & 2 (1 hour each)**
 - ❑ Complete 4 online courses **and** review 6 HCCIntelligence™ Premier Resources **before** consult session 1



Q & A