



# Patient Navigator Program

**Webinar 4**  
**May 11, 2016**



Quality Improvement  
for Institutions

## How this webinar is organized

Time	Topic
12:00pm	Welcome and Introductions
12:05pm	Physician Engagement
12:17pm	Q&A
12:22pm	Follow-Up Phone Calls
12:34pm	Q&A
12:39pm	Rapid Rounds
12:52pm	Q&A
12:57pm	Wrap-up and Next Steps



Quality Improvement  
for Institutions



## Submitting Questions



### Patient Navigator Program

*Please submit your questions for the moderated question and answer session at anytime during the webinar.*



Quality Improvement  
for Institutions

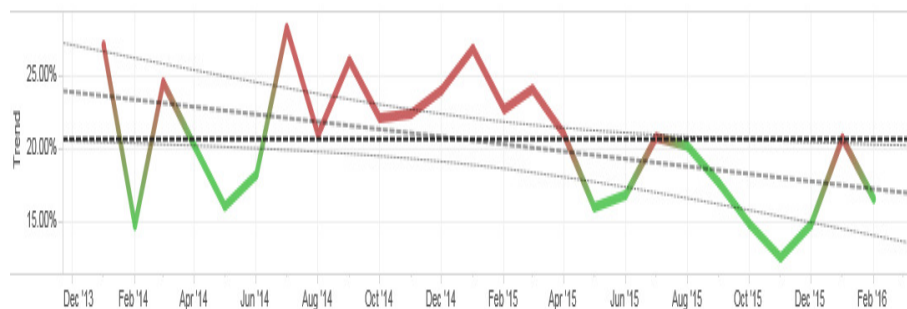


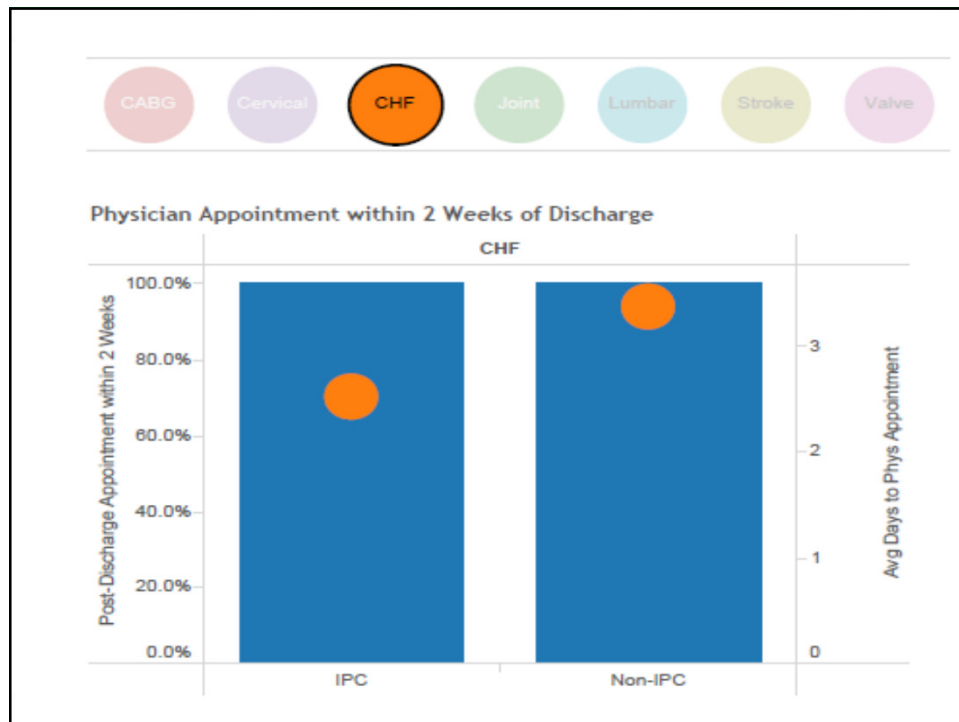
## Physician Engagement & Standardized 7-day follow-up


**Mitchell T. Saltzberg, MD**  
**Medical Director, Heart Failure Program**



## Trends for 30 Day All Cause CHF Readmissions








## HF Readmissions: Transitions of Care

**HF Navigator Services for all inpatient units & up to 90 days post-discharge**

- **48 hour phone call to assess symptoms:** 99% call completion rate
- **7 day follow up appointment made with Cardiology:** 95% compliance for follow up appointments made prior to discharge
- **10 day phone call to ensure appointment follow through:** 83% compliance for attending the appointment
- **Additional phone call check-ins depending on risk level up to 90 days:** symptom assessment, remove transportation barriers, social work support



**CHRISTIANA CARE**  
HEALTH SYSTEM



## Inpatient Heart Failure Navigators

ED case manager alerts Inpatient Heart Failure Navigators (HFN) of HF admission or transfer

Daily Screening HF inpatients by HFN

HFN sees patient and obtains verbal patient agreement to be enrolled in the program

HFN addresses social, behavioral, transportation and financial assistance needs with patients and families



## Inpatient Heart Failure Navigators

Facilitate follow-up appointments with physician offices  
*Many Cardiology practices have designated specific HF hospital-discharge appointment slots*

Communicate with post-acute care and other health care providers to support the physician's plan of care

Link patient with local & regional community resources as available

Transitional care with Christiana's CareLink services





## Heart Failure Transition Planning

**Christiana's Care Link services is an interdisciplinary care coordination team comprised of Nurses, Case Managers, Pharmacists, Social Workers, and Support Staff who, under the leadership of a Medical Director, provide support to physician practices**

- **Communicate with post-acute care** and other health care providers to support the physician's plan of care along the care continuum
- **Promote patient engagement and help identify what is important to the patient;** including: self management of chronic conditions, medication management, facilitation of follow-up appointments, preventive care, testing and imaging



## RN makes First call within 72 hours post discharge

- Carelink RN contacts patient to confirm follow-up appointment. If no appointment, will work with physician office
- Medication Reconciliation
- Risk Assessment
  - Patient's knowledge of HF: causes, signs and symptoms, management, and problem solving
  - Patient's knowledge of daily weight monitoring and recording, provide weight log
  - Determine if patient has scale in home
- Plan of Care & self-management goals



Heart Failure Risk Assessment			
PHA Risk Assessment Positive	0	1	2
Co-morbidities <sup>1</sup>	0	≤2	>2
PHQ2	0	≤1	>1
Substance Use Disorder	None	Controlled with Maintenance therapy	Active
BP	≤140/90	≥140/90	Uncontrolled with >3 meds
EF	>40%	≥25%	<25%
ADL assistance	0	0	1
Level 0 Refuses	Level 1 10%	Level 2 25%	Level 3 50%
			<div> <div>&gt;3 hospitalization or ED/Office visits last 12 months</div> <div>Palliative Treatment</div> </div>

**PHA Risk Assessment:**

1. ≥10 Prescriptions
2. Home O2/CPAP/BiPAP
3. BMI>35
4. Implantable devices
5. Nutritional Problems
6. Falls
7. Neurological/Dementia

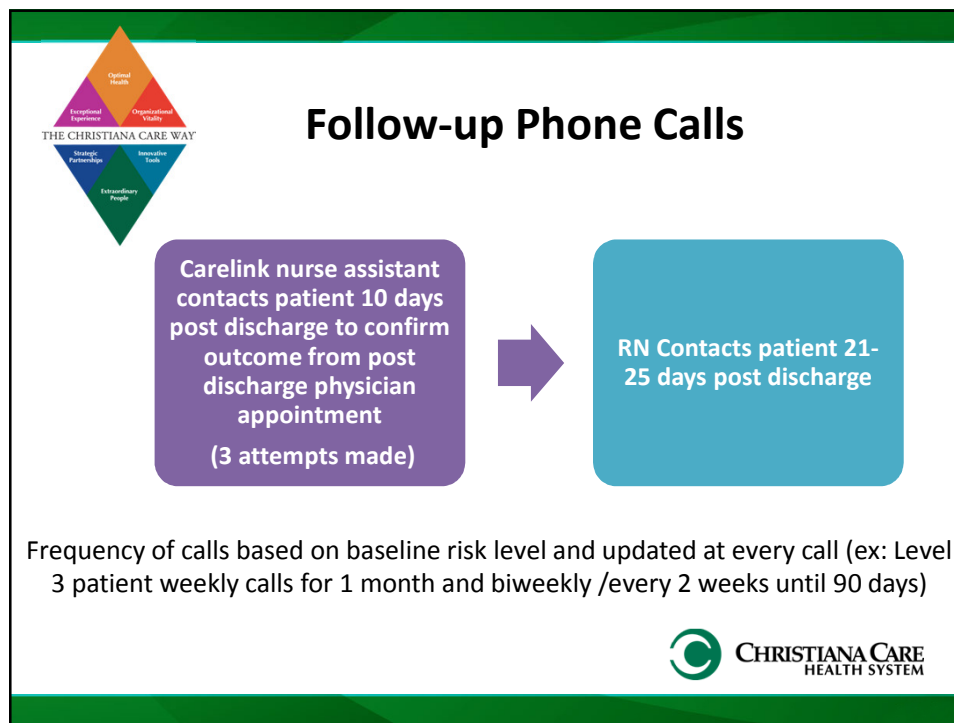
**Social Factors:**

1. Homeless or vulnerable
2. No Caretaker at home
3. Literacy
4. English not primary language
5. Unable to afford Meds
6. Resides in ECF

**High Risk comorbidity:**

1. Chronic lung disease
2. Ischemic Heart disease
3. Valvular heart disease
4. Renal disease
5. Prior cardiac surgery
6. Smoking
7. Diabetes
8. Stroke

© Christiana Care Health Services 2014





## HF Call Schedule

Level One		
Day	Intervention	Staff
0	discharge	
1-2	Post d/c call Initiate care plan	CM, PC, SW
10	Follow-up	Nurse asst
21-25	Follow-up	CM, PC, SW
45	Follow-up	CM
65	Follow-up	CM
90	Follow-up Program completion	CM

Level 4		
Day	Intervention	Staff
0	discharge	
1-2	Post d/c call Initiate care plan	CM, PC, SW
9-10	Follow-up call every other day as needed	CM
Week 2	Follow-up Update care plan	CM, PC, SW
Week 3	Follow-up	CM
Week 4	Follow-up	CM
Week 5	Follow-up	CM
Week 6	Follow-up weekly	CM
90	Follow-up Program completion	CM



## Follow-up call weeks 4-12

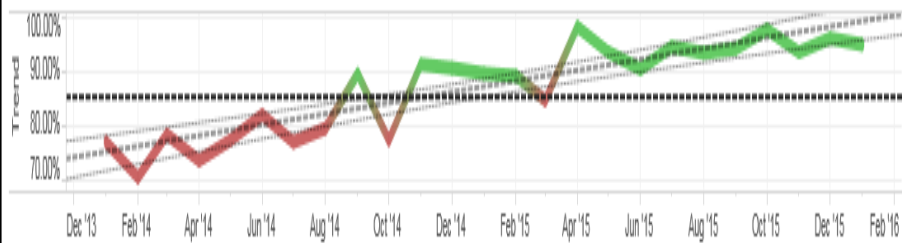
- **Assess** patient's self-management skills related to disease condition
- Review and update **self-management goals** with patient
- Assess for **signs and symptoms** for progression of disease process
- **Reinforce knowledge** of HF management, medications, problem solving
- Re-assess for **barriers to medications**
- **Agree** on plan of care and follow-up calls/visit.
- If patient is being monitored through direct care visits, **re-assess** for continued need
- Agree on **goals** for dietary changes and exercise changes
- Reassess **knowledge of diet and exercise** related to heart failure
- If using community resources, **determine perceived value and outcomes**
- Re-assess patient goals against the **Plan of Care**
- **Involve** Practice Physician for modifications as needed







## End Result: Trend in 7 Day Follow Up Visits for CHF Patients



## Lessons Learned

- Setting clear goals: 100% 7 days or LESS follow up for all CHF patients
- Collaborative work with bedside nursing, Heart Failure Navigators, Community Providers, CHF Clinic and Care Link
- HF Navigators have been INSTRUMENTAL in care coordination and care transitions

### Outcomes

- **Dramatic increase** in number of 7 day or LESS follow up visits
- Major contributor to sustained reductions in 30-day all cause readmission rates: **BELOW 15% for the past 7 months**



## Q&A



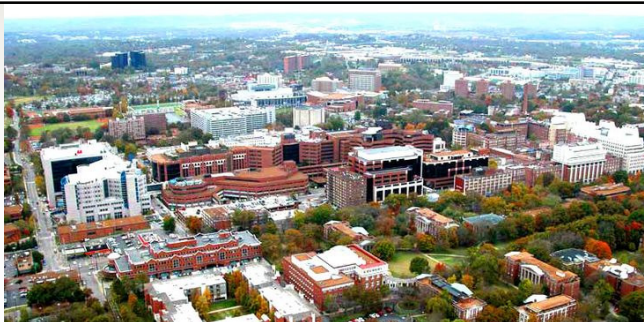
### Patient Navigator Program

*Please submit your questions for the moderated question and answer session.*



Quality Improvement  
for Institutions

VANDERBILT UNIVERSITY  
MEDICAL CENTER



## Follow Up Phone Calls: Improvements and Value

Jay Morrison RN MSN CPPS

Randy Cox MPH LSS

Marie Glaser RN MSN

## Vanderbilt University Hospital

- Located in Metropolitan Nashville, Tennessee
- VUH is VUMC's 649 bed adult hospital
- Admits over 50,000 patients annually
- Performs 37,000 surgical procedures
- Over 66,000 ED visits annually
- Middle Tennessee's only Level 1 Trauma Center



Nationally Ranked Hospital  
in 8 Adult Specialties, 10 Pediatric Specialties



Regionally Ranked Hospital  
#1 in Tennessee, Recognized in Middle Tennessee, #1 in Nashville metro area

## Navigator Goals

1. Improve the number of patients that are discharged with a 7-day follow up appointment printed on their discharge instruction sheet by 50% by July 1 2016.
2. Improve the number of patients that receive a post discharge follow-up phone call within 72 hours of discharge by 50% by July 1 2016.

## Post Discharge Follow Up Phone Calls

- Institutional rollout began in July 2015
- The expectation was for Clinic RNs to call 100% of patients within 72hrs of Discharge

## People / Process / Technology

- Individual outpatient clinics were not given any new FTEs to assist with calls
- A list of discharged patients placed on a “dashboard” in EMR for filtering by clinic RNs
- A standardized form with talking points was created to document conversation and interventions
- Performance dashboard was created to show improvement over time

VANDERBILT UNIVERSITY  
MEDICAL CENTER

# VUH DC Call Dashboard

PLChart | ADVANCE | Alerts | Forms | QA | NOCM | ShowCom | Panels | PLISTS | Tasklist | MayBakts | Whiteboards | Newbies | Sign/Drafts | Misc.

VUH DC Call dashboard for panel PCC:Heart on Wed May 4 13:15:34 2016 (59 rows) \*Filter \*Refresh

Save Cancel

Filter the VUH DC Call Dashboard by:

☐ No Filter

**PCC**

☐ Behavioral Health ☐ Cancer ☒ Heart and Vascular ☐ Medicine

☐ Neurosciences ☐ Ophthalmology ☐ Orthopaedics ☐ Other/Ancillary

☐ Otolaryngology ☐ Surgery ☐ Womens Health

**Service(s)**

☐ ADO ☐ ADP ☐ ALL ☐ ANS ☐ ATS ☐ BRN ☐ BTS ☒ CAR ☐ CLP

☐ CRC ☒ CSX ☐ CSY ☐ CTS ☐ DEN ☐ DER ☐ DIA ☐ EGS ☐ EME

☐ EMR ☐ END ☐ ENT ☐ FP ☐ GAS ☐ GEN ☐ GER ☐ GIL ☐ GMD

☐ GNS ☐ GYN ☐ GYO ☐ HEM ☐ HEP ☐ HNS ☐ HYP ☐ INF ☐ LTS

☐ MED ☐ NEO ☐ NEP ☐ NEG ☐ NEU ☐ NUR ☐ OBS ☐ OGE ☐ ONG

☐ ORP ☐ ORS ☐ ORT ☐ OTH ☐ OUT ☐ PAT ☐ PCA ☐ POC

☐ PED ☐ PEN ☐ PGA ☐ PGS ☐ PID ☐ PLS ☐ PNE ☐ PNP ☐ PON

☐ PPU ☐ PRH ☐ PSY ☐ PTA ☐ PUL ☐ PUR ☐ RAD ☐ RAO ☐ REH

☐ REI ☐ RHM ☐ RST ☐ SPI ☐ THS ☐ TPH ☐ TRA ☐ TXB ☐ TXD

☐ TXH ☐ TKX ☐ TXL ☐ TDX ☐ URO ☐ VAS

**Provider(s)**

Add a provider: Clear providers

MR#	Service	Team	Attd.Phys.	L.Disc.Date	Docum.
0048	Bradford	CAR np_hospitalist	GLAZER, MARK D	E 2016-04-26	admission hx 04/27
0311	ada Faye	CAR vad,te-b	HAGLUND, NICHOLAS ALAN	E 2016-04-26	admission hx 04/26
0359	alter	CAR nt_fong	FONG, PETE PITAYA	E 2016-04-26	admission hx 05/24
0061	aniel R	CAR np_hospitalist	GLAZER, MARK D	E 2016-04-26	admission hx 04/27
0172	omas Kenneth	CAR np_hospitalist	GLAZER, MARK D	E 2016-04-26	admission hx 04/27
0233	sain, Helen	CAR harrison_h1	MONAHAN, KENNETH JOSEPH	E 2016-04-26	admission hx 04/27
0146	itiam E	CAR harrison_h1	MONAHAN, KENNETH JOSEPH	E 2016-04-26	admission hx 04/25
0369	th W	CAR nt_ep/arrhythmia	ELLIS, CHRISTOPHER R.	E 2016-04-26	admission hx 04/25
0126	William H	CAR np_hospitalist	BAKER, MICHAEL THOMAS	E 2016-04-26	admission hx 04/28
0380	Kimberly A	CAR CSX	KAISER, CLAYTON ALLEN	E 2016-04-26	admission hx 04/26
0170	Joseph Atiah	CAR harrison_h2	HARRISON, DAVID GLENN	E 2016-04-26	admission hx 02/06
0366	Nageswara Rao	CAR np_hospitalist	GLAZER, MARK D	E 2016-04-26	admission hx 04/26
0307	rian Keith	CAR np_hospitalist	FREDI, JOSEPH L	E 2016-04-26	admission hx 04/23
0227	rian Hervey	CAR nt_ep/arrhythmia	KANAGASUNDRAM, ARVINDH	E 2016-04-26	admission hx 04/30
0403	al J	CAR harrison_h1	MONAHAN, KENNETH JOSEPH	E 2016-04-26	admission hx 04/21
0167	anthal, Thomas J	CAR nt_fong	BAKER, MICHAEL THOMAS	E 2016-04-26	admission hx 04/20
036	ilah	CAR ch-fa	NAFTILAN, ALLEN J	E 2016-04-26	admission hx 04/27
025	ma MacAtangay	CAR harrison_h2	HARRISON, DAVID GLENN	E 2016-04-26	admission hx 04/29
008	33y Hall, Danny	CAR nt_ep/arrhythmia	FISH, FRANK A.	E 2016-04-26	admission hx 04/30
014	87y Hinton, Timothy John	CAR harrison_h2	HARRISON, DAVID GLENN	E 2016-04-26	admission hx 04/29
019	20y Mason, Leilani Jane	CAR harrison_h2	HARRISON, DAVID GLENN	E 2016-05-01	pede nursing admission hx 05/08

VANDERBILT UNIVERSITY  
MEDICAL CENTER

# Standardized Documentation Form

VANDERBILT UNIVERSITY MEDICAL CENTER  
POST DISCHARGE TELEPHONE CALL

Date of Discharge: 12/12/2015

Best Phone Number for Discharge Call: --

Secondary Phone Number: (609) --

**CALL INFO:**

Add Row Delete Row

Call Attempt Date and Time: 04/28/2016 13:08

Pt Location: Home

Call Status: ☐ Call Successful ☒ Call Unsuccessful ☐ Call Unnecessary

Contact Attempts: Second Attempt

Phone Call Occurred with: --

Caller: Morrison, Johnston S, nurse

Pre-Call Prep Time: 5-9 mins

Call Duration: 0-4 mins

**INTRODUCTION:**

Hello, Barbara Zlost, this is Morrison, Johnston S, nurse from Vanderbilt. I am calling to follow-up with you after your recent visit to our hospital. I'd like to ask you a few questions to make sure everything is going ok. This could take 10 to 15 minutes - Is this a good time to talk?

• If Yes proceed;

• If No - can you give me a time that would be better and I will call you back?

I see you were in the Hospital for [x]. How are you feeling?

Comments:

## Areas of Focus:

- Discharge Instructions
- Follow Up Appointment
- Medications
- HCAHPS Survey Reminder



# Performance Dashboard

CALL\_SUCCESS\_FINAL  
Not\_Called  
Unsuccessfully\_Called  
Unnecessary\_Call  
Successfully\_Called



Service: Cardiology

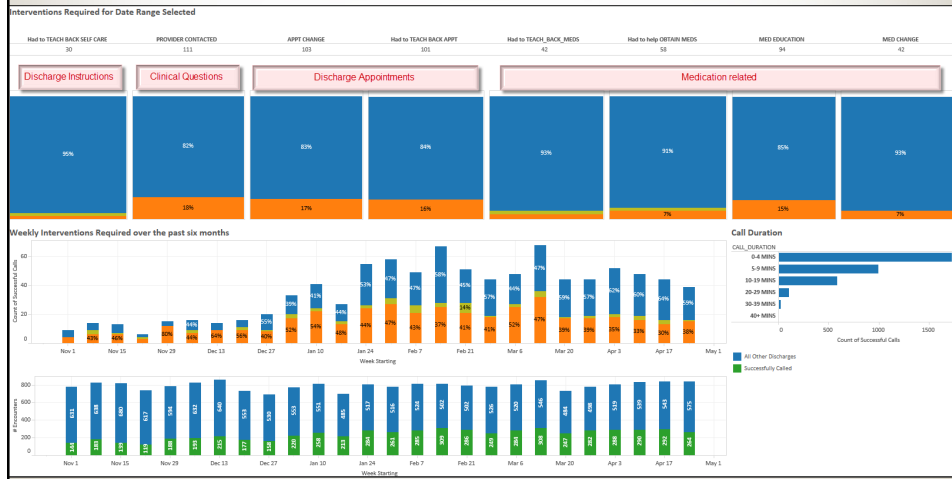
Timeframe: 1/1/16 – 3/31/16

# Improvement over Time

4th Qtr 2015									
Row Labels	Not_Called		Successfully_Called		Unnecessary_Call		Unsuccessfully_Called		Grand Total
65+	370	47.2%	69	46.9%	4	23.5%	14	53.8%	457
Under_65	414	52.8%	78	53.1%	13	76.5%	12	46.2%	517
Grand Total	784		147		17		26		974
	80.5%		15.1%		1.7%		2.7%		
1st Qtr 2016									
Row Labels	Not_Called		Successfully_Called		Unnecessary_Call		Unsuccessfully_Called		Grand Total
65+	86	40.0%	293	47.6%	22	48.9%	29	35.8%	430
Under_65	129	60.0%	322	52.4%	23	51.1%	52	64.2%	526
Grand Total	215		615		45		81		956
	22.5%		64.3%		4.7%		8.5%		100%

- Process Review with End User Feedback
- Nurse Triage the Dashboard
- "Orphan Message Basket" owner
- Increased accountability by Nursing Leadership
- Increased ownership of patients by nursing staff
- Data Transparency

## How to define Value of Post Discharge Phone Call?



## How to define Value of Post Discharge Phone Call?

- HCAHPS improvements for Pts who receive a Follow Up Phone Call:

	DC Call = YES	DC Call = NO
Above 50 <sup>th</sup> Percentile	8	0
Above 75 <sup>th</sup> Percentile	5	0



## Q&A



### Patient Navigator Program

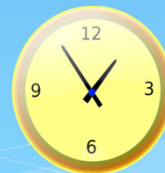
*Please submit your questions for the moderated question and answer session.*



Quality Improvement  
for Institutions

Newark Beth Israel Medical Center  
Newark, NJ

Rapid Rounds



■ ■ Newark Beth Israel Medical Center  
■ ■ Barnabas Health

## Rapid Rounding Objectives

- \* Reduce LOS
- \* Identify high risk for readmission patients
- \* Ensure pathway compliance
- \* Expedite testing and consults
- \* Escalate case management/social issues
- \* Highlight focused on other areas that need to be addressed (Foley catheters, lines, VTE prophylaxis etc.)

■ ■ Newark Beth Israel Medical Center  
■ ■ Barnabas Health

## Interdisciplinary Team members

- \* Primary RN
- \* Nurse Manager
- \* Case Management
- \* Social Worker
- \* Physical Therapy
- \* Transition of Care team
- \* Administration
- \* Cardiac Echo manager
- \* Nurse Practitioners

■ ■ Newark Beth Israel Medical Center  
■ ■ Barnabas Health

# Team Planning

## PLAN FOR THE DAY

(Primary Nurse)

- **Patient's LACE score**
- What is keeping the patient in the hospital today?
- What tests/procedures/consults is the patient open for?
- New symptoms?
- IV/Fluids/IV Medication?
- What is the Medical Plan of Care?
- Foley Catheter: Day \_\_\_\_?
- Central Line Day \_\_\_\_?
- VTE Prophylaxis
- Physical/Occupational therapy order?

## PLAN FOR THE STAY

(Case Management)

- **How long has the patient been here?**
- **Average length of stay per diagnosis?**
- **Expected discharge date?**
- Delays present?
- Is the patient getting the appropriate level of care?
- Family involvement/concerns

## PLAN FOR THE PAY

(Case Management)

- **Authorized days**
- **Preauthorization pending**
- **Tx not covered i.e MRI back for HF admission**
- What type of insurance does this patient have?
- What are the financial barriers to discharge?

## PLAN FOR THE WAY

(Social Work)

- **D/C plan**
- **Home with services**
- **Post acute facility**
- DIME
- Patient/Family concerns
- Patient barriers
- Will the patient be eligible for rehab based on payor status?

## PLAN FOR THE DELAY

(Interdisciplinary)

- **Factors contributing to possible readmission in near future?**
- Do any tests/procedures need to be escalated?
- Are there gaps in care?

■ ■ Newark Beth Israel Medical Center  
■ ■ Barnabas Health

# Focused Rounding Checklist

## Focused Rounding

- **LACE Score:**
- **Plan for the day:**
- What is keeping the patient in the hospital/medical plan of care?
- What tests/procedures/consults is the patient open for?
- New symptoms?
- IV fluids/IV medication?
- Foley Catheter: Day \_\_\_\_\_
- Central Line: Day \_\_\_\_\_
- VTE Prophylaxis
- Physical/Occupational therapy order?
- Cardiac Rehab evaluation?

### Case Management:

- Length of Stay
- Anticipated Discharge Date

■ ■ Newark Beth Israel Medical Center  
■ ■ Barnabas Health

## Rapid Rounds

- \* Process is in pilot phase
- \* Currently done on 2 units
- \* Initiated March 21, 2016
- \* Initially, process took one hour per unit to complete
- \* After one month time reduced to 30 minutes per unit
- \* Escalation of delays are reviewed daily regarding status
- \* Daily follow through of pending issues
- \* **Plan to roll out house-wide if successful**

■ ■ Newark Beth Israel Medical Center  
■ ■ Barnabas Health

## Q&A



### Patient Navigator Program

*Please submit your questions for the  
moderated question and answer session.*



Quality Improvement  
for Institutions

## Upcoming Calls and Webinars

### Cohort 1:

- Community Call 5: Wednesday, August 10 from 12-1pmET

### Cohort 2:

- Community Call 4: Wednesday, June 29, from 12-1pmET
- Community Call 5: Wednesday, September 14th from 12-1pmET

**Webinar 5:** Wednesday, November 9th from 12-1pm ET



Quality Improvement  
for Institutions

## Thank You!



### Patient Navigator Program

[pnnp@lists.acc.org](mailto:pnnp@lists.acc.org)

[cvquality.acc.org/patientnavigator](http://cvquality.acc.org/patientnavigator)



Quality Improvement  
for Institutions