



Trella
HEALTH

SMARTER GROWTH.
HEALTHIER OUTCOMES.

Post-Acute Care Industry Trend Report

HIGHLIGHTS FROM 2021

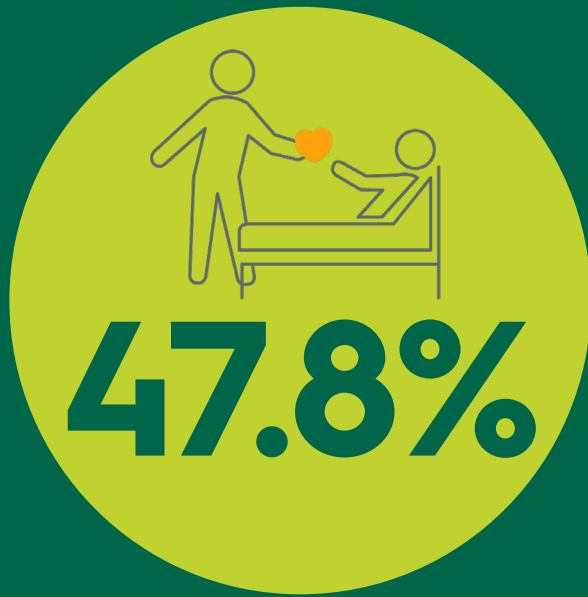
We break down five key trends that present opportunities for developing more efficient Medicare spending and improved post-acute care utilization.



**average annual
Medicare Advantage
enrollment growth
from 2016 to 2021.**

1. Medicare Advantage

Enrollment increases necessitates home health investment in contract negotiation with MA plans. Agencies must utilize data on MA penetration to effectively strategize in their market.



of FFS inpatient discharges
that leave with no PAC
instructions.

(Q4 2020- Q3 2021)

2. PAC Instruction

Agencies should use data to target facilities with low instruction rates and illustrate their core value proposition: **readmission prevention.**

4%



average year-over-year hospice admission growth over the last seven quarters.

3. Hospice Growth/Decreasing Utilization

Hospice agencies must invest in acquiring and retaining staff as well as educational programs for physicians and facilities to identify patients appropriate for hospice care in order to take advantage of an aging baby boomer generation.

1.1 M



**inpatient discharges with
home health instructions did
not receive post-acute care.**

(Q3 2020 - Q2 2021)

4. Non-Adherence

Better communicating during transitions of care and stronger referral partnerships with facilities can increase adherence rates and lower readmission rates.

100K



**episodes discharged from
an inpatient facility with
instructions to enter SNF
care did not adhere.**

5. SNF Adherence and Utilization

Resolving gaps in these two areas (even just incrementally) with improved targeting from data and education of providers, patients, and families would raise SNF admissions above pre-pandemic levels.

Download the complete 2021 Industry Trend Report



Trella empowers you to:

1. Develop new referral sources
2. Benchmark your performance
3. Communicate your value
4. Educate referral partners

For more information on how
TrellaHealth can help your
organization, reach us at
www.TrellaHealth.com/contact

CONTACT US >>

About Trella Health

Trella Health empowers post-acute care providers and their referral sources to work together across the care continuum for healthier, more cost-effective outcomes.

Sources

<https://www.trellahealth.com/2021-industry-trend-report-medicare-data-analytics/>



SMARTER GROWTH.
HEALTHIER OUTCOMES.