











Patients Enrolled During First CHF Admission

55 Patients

| Patients stayed | 44 |
|-----------------|----|
| out of hospital | |
| Subsequent | 11 |
| admissions | |



Patients Enrolled During First CHF Admission

11 Patients w Subsequent Admissions

| Before | After |
|--------------------------|------------------------|
| Avg # visits = 6.0 | Avg # visits = 4.2 |
| ALOS = 6.0 | ALOS = 4.2 |
| Total Margin = (\$1,577) | Total Margin = (\$197) |



Patients Enrolled During First CHF Admission

44 Patients w No Other Admissions

| ALOS | 5.3 |
|-------------------------|---------|
| Total Margin / visit | (\$868) |



Lessons Learned

- Cost avoidance in fee for service market
- Reduction in LOS
- Clear financial benefit with patients enrolled during first CHF admission
- Enrollment criteria seems important to success

