



NAUTICAL HEALTH

2024 Capability Statement



Capability Statement

Greetings!

There has never been a more exciting time to be in the healthcare delivery system. Since 2011, we have provided strategic planning and training to aide in fulfilling missions and challenges related to providing the best care for patients and their care givers. Our work in population health, care coordination, and related value-based initiatives has allowed us to establish a professional presence in over 18 states. I have also had the pleasure of leading these divisions for three organizations. My experience allows us to offer support with the nuance and specificity to dive into the real challenges of healthcare transformation.

Rather it is modifying workflows to obtain a Patient Centered Medical Home (PCMH) designation or embedding chronic care management into Medicare population, we take pride in ensuring that are strategies and trainings are suitable. Nautical Health Concepts has helped organizations reduce cost and utilization through a plethora of value-based strategies. For example, our Care Transitions Program assisted in organization in reducing their 30-day readmission rate from 21% to 12% in one calendar year. **Some of our notable accomplishments include:**



We look forward to the opportunity to support you, your organization, and employees on your next journey to better healthcare!

Sincerely,

Robert A. Granger III, MPH



The Challenges

Today, many health organizations struggle with adapting and thriving in the changing healthcare environment. Patients, providers, health plans, and care givers all suffer when faced with the challenges brought on by value-based care.



**Profitability
Issues**



**Overworked
Providers**



**Low Patient
Satisfaction**



**Poor
Outcomes**





Care Transformation

The modification of clinical workflows, patient engagement, and documentation to increase access, improve outcomes, and healthcare costs.



Care Coordination

Programs to manage the health of vulnerable patients in order to reduce utilization, enhance relationships with primary care physicians, and improve outcomes.



Population Health

The combining of health data, analytics, and technology to improve reporting, patient engagement, health outcomes, and controlling costs.

Quality Improvement

A set of health initiatives and requirements (set by payers or government) to improve patient care, engage providers, and prevent disease.



Transitioning a primary care group, accountable care organization, specialty practice, or any other healthcare provider into delivering value-based care is not easy. We seek to help clients realize their fullest potential, identify their challenges, and determine the most effective strategies for them to adopt. Nautical Health Concepts executes all care transformation efforts with a “top down” approach that begins with the C-Suite professionals and concludes with trainings for all staff.



- + **PCMH Designations**
- + **Clinic Workflow Modifications**
- + **Policy Development**
- + **Provider Training**
- + **Health Plan Contract Negotiation**
- + **Revenue Cycle Support**
- + **Practice Valuation**
- + **New Practice Onboarding**
- + **Staff Restructuring**
- + **Network Management**



Population health is more than reports and fancy software; it is the gateway to clinical decision-making. It is our most keen observation that many organizations hire population health professionals with only a high-level knowledge of how it can be used to transform healthcare. Nautical Health Concepts is committed to assisting clients with getting the most out of their electronic medical records and population health tools.

We are proficient in the following EMRs and Population Health Tools:

<i>Epic</i>	<i>Epic</i>	<i>The Garage</i>	<i>Allscripts</i>
<i>Innovaccer</i>	<i>eClinical Works</i>	<i>Meditech</i>	<i>i2i Systems</i>
<i>NextGen</i>	<i>Athena Health</i>	<i>LightBeam</i>	<i>Cerner</i>

- + EMR Integration
- + Population Health Tool Selection
- + Utilization Management
- + Performance Reporting

- + Risk Stratification
- + Patient Prioritization
- + Care Management Services
- + Referral Management



Nautical Health Concepts is proud to provide and develop care coordination and patient engagement services to reduce utilization and improve health outcomes. We have used our past experiences to create nuanced workflows that promote behavior change, address barriers, and improve team-based care. Our work has alleviated the burden on providers, nurses, and other clinical staff.

We use acuity for prioritizing patients and determining the most appropriate programs.



Recently discharged or poorly managed diseases

New diagnosis or recent ED Visits

Well-managed diseases or new to practice

+ Patient Navigation
+ Telehealth
+ ED Diversion

+ Behavioral Health Integration
+ Chronic Care Management
+ Transitional Care Management



Addressing care gaps and supporting other quality improvement activities can improve patient outcomes and satisfaction along with increasing revenue. Nautical Health Concepts have assisted our clients with addressing issues with patient compliance, scheduling, and provider engagement that tend to impede on progress.

We have helped organizations improve gaps in care such as:



Medication Reconciliation



Annual Wellness Visits



Vaccinations



Colorectal Screenings

- + Provider Report Cards
- + HEDIS and UDS Reporting
- + Medicare Risk Adjustment

- + 3rd Scheduling Services
- + Workflow Modification
- + Annual Wellness Clinics



Clients



Primary Care Organizations

Advent Health
Atrium Health
Bayside Physicians
Canvass Quality Care
Centers for Disease Control and Prevention
Comanche County Memorial Hospital
Complete Health
Cabarrus Rowan Community Health Centers
Coalition of Asian American IPA
Community Health Association of Mississippi
Cooper University Healthcare
Florida Community Health Centers, Inc.
First Coast Nephrology
Greenway Physicians
HCD International
Health Choice Network
Idaho Primary Care Association
Inspira Health
Maine Equality Counts
Marshall Health and Rehabilitation Centers
Mary's Center
Merck Pharmaceuticals
MidCap Advisors

Nature Coast Internal Medicine
Nevada Primary Care Association
Ormond Medical Arts
Park West Church
Pediatric Urology Associates
Pelorus Elder & Behavioral Health
Phoenix College
Prime Healthcare
Prospect Clinicians
Qualidigm
Qlarant
Resources for Human Development
Right Lane Express
Shores Physicians Group
South Carolina Primary Care Association
Spectre Health
Stellar Health
Tampa Regional Hospital
Thomas Jefferson University
University of Buffalo
University of Maryland - School of Medicine
University of North Carolina at Greensboro
Valencia College



Hospitals



Health IT Companies



Health Plans



Government Agencies

**We would be honored support your organization
on your next healthcare transformation activity
or current journey!**



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