

Putting the Pieces Together in Mississippi: Delta State Network Development, Rural Health Network, Small Hospital Improvement Program, SRAP, and the Rural Hospital Performance Improvement Project

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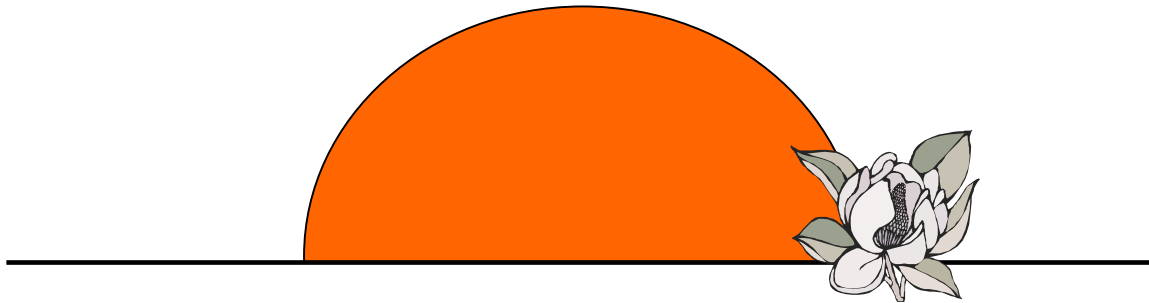
North Sunflower County Hospital

Ruleville, Mississippi

Melissa Goodman, PhD, Planner

Humphreys County Memorial Hospital

Belzoni, Mississippi



Delta Rural Health Network
of Mississippi, Inc.

Vision

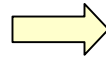
Delta Rural Health Network was formed in 1996 by administrators of small, acute care hospitals located in or near the Mississippi Delta. The hospitals shared a common vision to:

- Keep healthcare decisions local
- Improve access to healthcare services
- Insure the survivability of the hospitals and their affiliated partners

Three organizations

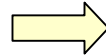
Three different organizations have been formed to enable the hospitals to complete various business transactions.

Delta Rural Health
Network of Mississippi,
Inc.



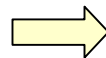
501(c)(3) not-for-profit
corporation

Delta Health
Solutions, Inc.



For-profit corporation

Rural Hospital Alliance



Trade association

Current Status

- Formed in 1996 with 10 hospitals
- Currently have 22 hospitals
- This is a sustainable network
- Two primary revenue sources:

- ✓ Membership dues
- ✓ Product administrative fees

- Services:

- ✓ *Purchasing*
- ✓ *Collections*
- ✓ *DRG Validation*
- ✓ *Medicaid-eligibility*
- ✓ *Teleradiology*
- ✓ *Human resources*
- ✓ *Local area networks*

Education and training

Grants

Training Center

Reference lab

Laundry

Employee benefits

Value

- \$2,445,000 in annual increased revenue/cost savings
- ROI = \$17.70

Grant Philosophy

- Grants should be viewed as a strategy to capitalize:
 - ✓ Network capacity development
 - ✓ Specific project start-up
 - ✓ Leverage growth of existing products and services
- Grants should never be viewed as the “life blood” of a rural health network.

Delta Rural Health Network Grants

- Rural Network Development Grant
- Southern Rural Access Program Grant
- Small Rural Hospital Improvement Grant Program
- Rural Health Outreach Grant
- Rural Hospital Performance Improvement Project
- Delta State Network Development
- Others

Rural Network Development Grant

This grant was viewed as a method to capitalize the network's development.

- Administered through the Office of Rural Health Policy
- Submitted in 1997
- Budget request
 - ✓ *Infrastructure development*
 - Staff: PHO Director, Project Researcher, Secretary, Senior Computer Specialist
 - Equipment
 - Supplies
 - ✓ *Contractual costs*

Rural Network Development Grant

This grant was viewed as a way to capitalize the network's development.

Strategies

- 1) Vertically integrate the network by developing formal relationships with each hospital's Medical Staff. Each hospital's Medical Staff will then be integrated into the network-wide PHO.
- 2) Develop a management information system capable of tracking and facilitating activities for all Network members specific to collaboratively offering managed care services.
- 3) Establish a pilot program to fully integrate all providers at the local hospital level.

Southern Rural Access Program

This grant was used to grow the network plus develop new services.

Initially submitted in 2001

Budget request

- ✓ Network Health Information Specialist
- ✓ Local area network development
- ✓ HIPAA resource staff member (2003)

Strategies

- ✓ Provide a coding clearinghouse service for network hospitals with initial focus on APCs and transition to DRG Validation
- ✓ Expand number of local area networks from 3 to 9

Small Rural Hospital Improvement Grant Program

This grant was targeted toward one of three purposes: 1) pay for costs related to the implementation of PPS; 2) comply with provisions of HIPAA; and 3) reduce medical errors and support quality improvement.

Decision was made to use for two purposes:

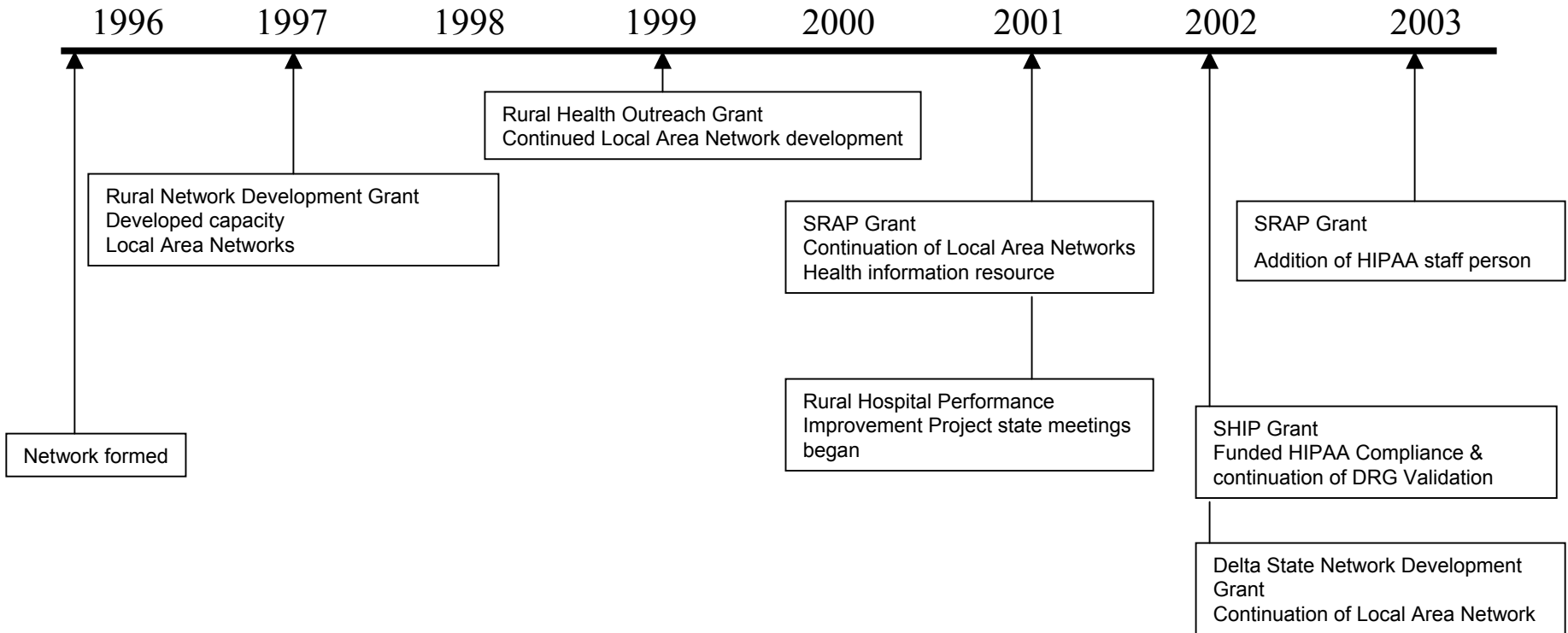
1) HIPAA compliance

- *20 hospital consortium*

2) Continuation of DRG Validation service

- *Purchase of scanners/computers to transmit data to web based retrieval service – secondary gain of long term electronic storage*

Leveraging of Grants toward Eventual Sustainability



Grant Leveraging by Strategy

Network capacity

- ✓ Rural Network Development Grant: Staff & equipment
- ✓ SRAP: Two staff members

HIPAA

- ✓ SHIP Grant: Training
- ✓ SRAP: Staff person

Local Area Network development

- ✓ Rural Network Development Grant: Initial start-up
- ✓ SRAP: Growth from 3 to 9
- ✓ Delta State Network Development Grant: Several counties are participating

Grant Leveraging by Strategy

Technical Assistance

- ✓ Rural Network Development Grant: Infrastructure to develop various services
- ✓ SRAP: Training and staff
- ✓ SHIP: Training and DRG Validation
- ✓ RHPI: Problem-specific, focused assistance

Rural Hospital Performance Improvement Project

This grant was used to address “hospital-specific” needs.

Nine network hospitals have been selected as participants in the RHPI project.

CASE STUDY: North Sunflower County Hospital
Presented by Joseph T. Hammond, CHE,
Administrator

Rural Health Outreach Grant

This grant was submitted to strengthen a Local Area Network - Humphreys County Health Network

This is a vertically integrated network in Humphreys County, Mississippi

Delta State Network Development

This grant was viewed as a mechanism to strengthen preexisting local area networks.

CASE STUDY: Humphreys County Health Network
Presented by Melissa Goodman, Ph.D.