



# NAUTICAL HEALTH

2022 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:**

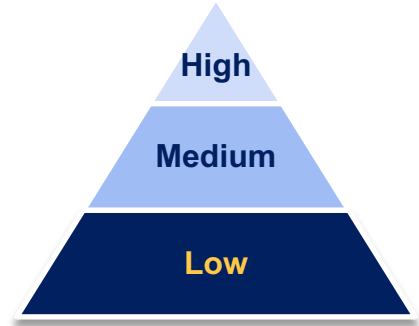
<i>Epic</i>	<i>Epic</i>	<i>The Garage</i>	<i>Allscripts</i>
<i>Innovaccer</i>	<i>eClinical Works</i>	<i>Meditech</i>	<i>i2i Systems</i>
<i>NextGen</i>	<i>Athena Health</i>	<i>LightBeam</i>	<i>Cerner</i>

- + 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

- + 3<sup>rd</sup> 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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