

Waugh Consulting, LLC
21 Karis St., Waterville, Oh 43566
419 351-7654
dwaugh@accesstoledo.com

ANTIPSYCHOTIC USE REDUCTION PROPOSAL
to The Ohio Department of Medicaid
Revised July 11, 2016

1. Purpose and summary.

Waugh Consulting (WACON), <http://www.waughconsulting.info>, is pleased to submit to the Ohio Department of Medicaid (ODM) a proposal to utilize funding from the Resident Protection Fund, made up of the state's share of civil money penalties (CMPs) imposed on skilled nursing facilities (SNFs), to offer certification of a standardized cognitive assessment to be utilized in creation of individualized plans of care that focus on non-medication management of behaviors.

WACON proposes to offer the Communication Programs through Communication Art, Inc, <http://clocktestrcct.com>, which include RCCT Certification, a Brain Exercise Curriculum and RCCT Certification renewal each year. These educational offerings are coupled with education provided by a WACON consultant on non-medication behavior management, behavior management program implementation and mentoring skills to assure sustainability of the program at the facility beyond the terms of this project. Additionally, onsite, telephone and internet support will be provided to all participants throughout the project. This consultation will empower the participants to successfully implement their knowledge in behavior management techniques based on RCCT data and a wide variety of non-medication behavior interventions to reduce antipsychotic use. WACON will service as the overall project manager.

Reducing the usage of antipsychotic medications in SNF residents has been a focus of providers, regulatory and payment agencies, and consumer advocates since 2011. Antipsychotic usage the long stay SNF populations are measured through Quality Measures (QMs) developed by the Centers for Medicare and Medicaid Services and

endorsed by the National Quality Forum. Reduction in the usage of antipsychotic medications is a key element of the 5 Star rating system.

Ohio's state average for percent of long-stay residents who received an antipsychotic medication, as shown in the QM scores covering the period from January 1, 2015 thru September 30, 2015, was 20.6% against the national average of 18%. This shows that there is still room for improvement. Moreover, 48.5% of the northwest Ohio centers (about 86 centers who are the primary target of this project) have antipsychotic use ranging from 20.7% to 80.9% well above the national average.

WACON believes that improving the knowledge and technical skills of staff who implement behavior management techniques "on the ground" in SNFs will have a positive impact on the centers' QMs, reflecting better patient outcomes.

Upon completion of the educational sessions each participant will receive certificates of completion and, if applicable, professional contact hours approved for nursing, social work, activities, occupational therapy.

WACON proposes to offer this programming through three educational sessions over 10 quarters held at the Garden Inn by Hilton at Levis Commons, Perrysburg, Ohio.

Enrollment will be offered first to interdisciplinary team members employed by SNFs in 22 counties in Northwest Ohio centers that have antipsychotic usage percentages higher than the state average as measured by the antipsychotic usage QM. Any seats still available after the registration deadline will be offered to interdisciplinary team members from other northwest Ohio and other Ohio-wide SNFs on a first come, first served basis.

- Applicants can be from any Ohio SNF.
- An applicant must be a currently active member of an interdisciplinary team, preferably having served in a leadership role in that team.
- Minimum enrollment is two participants per center.

The classroom sessions are as follows:

Session A consists of two (2) days of training in the first quarter of the project.

Session B consists of one (1) day of training in the 5th quarter of the project.

Session C consists of one (1) day of training in the 9th quarter of the project.

2. Expected outcomes.

The expected outcomes from this project are as follows:

- a. Up to 80 interdisciplinary team members in Ohio SNFs will become RCCT certified and learn non-medication behavior management and mentoring techniques.
- b. Continuation of the facility behavior management programs after completion of the project.
- c. Through the deployment of certified interdisciplinary team members in SNFs, residents will receive better non-medication behavior management.
- d. The participating SNFs' performance on the antipsychotic QM will improve.

We propose the following timetable for the project which will total 10 quarters:

Quarter 1: Training

Quarters 2-9: Implementation

Quarter 5: Recourse training

Quarter 9: Recourse and mentor training

Quarter 10: Evaluation and Final Report

3. Results Measurement.

We propose to evaluate the program’s effectiveness by analyzing changes in the long stay antipsychotic QM for the centers with students who complete all educational sessions evidenced by their receipt of certificates of completion.

We propose to track QM data beginning the first full quarter after the initial 2 day education and ending after nine quarters.

We will provide quarterly progress reports to ODM and a final report one quarter after conclusion of the project.

The tracking and evaluation criteria below will be applied to each individual SNF with an interdisciplinary team member who participates in the project. SNFs will be excluded from the evaluation if a) the team member does not complete the RCCT certification course or b) the team member no longer works at the center.

4. Benefit to SNF Residents.

Criteria	Above 20.6% Centers	Others Centers
Long Stay	15% improvement	5% improvement

This project will benefit SNF residents by bringing to bear greater skills and knowledge to reduce usage of and ultimately prevention of initiation of antipsychotic medications.

5. Non-Supplanting.

The funding requested in this proposal will not supplant any existing funding for the RCCT certification or any of the education content offered. There are no regulatory requirements for SNFs to pay for any component of this project content for their interdisciplinary team members.

6. Consumer and Other Stakeholder Involvement.

WACON developed this proposal pursuant to a request from the Ohio Department of Medicaid (ODM) for ideas to utilize the CMP money to benefit SNF residents in Ohio. ODM has a longstanding interest in reducing the usage of antipsychotics in Ohio.

Although this project focuses on reducing the utilization of antipsychotic medications for residents in 22 counties in Northwest Ohio, resultant success could be the basis for submission of the replication of this program in other areas of Ohio.

7. Funding.

WACON requests funding for 80 interdisciplinary team members to participate in the Antipsychotic Use Reduction project. WACON requests funding in the following amounts:

State Fiscal Year 2017: \$214,175.05

State Fiscal Year 2018: \$205,125.40

State Fiscal Year 2019: \$184,009.55

If awarded the requested funds, WACON proposes to begin the project in January, 2017 and conclude in June, 2019.

WACON negotiated a discounted fee for the educational programming of the materials cost for a total of \$7,000.

WACON also requests funding to cover the cost of onsite logistics for the program, and lodging for students in the amount of \$144 per student for those who live 50 miles or more from the training site. Meals are not included in these costs.

For the data analysis, we request funding of \$13,950. This is based on an estimated 266 hours of WACON and Communication Art staff time at \$47 per hour. To insure transparency and accountability a disinterested party will be employed to do the final analysis at a cost \$1,500.

The table below shows our funding request.

	PARTICIPANTS	FEE	TOTAL
COURSE FEES	80	\$1,384.00	\$110,720.00
ADMINISTRATIVE FEES	80	\$386.00	\$30,880.00
MATERIALS	80	\$2,123.00	\$169,840.00
LOGISTICS/LODGING X	80	\$144.00	\$11,520.00
CONSULTING	80	\$3,330.00	\$266,400.00
DATA ANALYSIS	1	\$13,950.00	\$13,950.00
			\$603,310.00

WACON proposes to provide an in kind contribution to the project of the additional staff time necessary to administer the program, internet costs, and vehicle usage during support visits.

We estimate this staff time to be 84 hours over the duration of the project at \$50 per hour (\$3,024) plus vehicle usage of \$3,240 for a total of \$6,264.

Participating skilled nursing centers and attendees will provide in kind contributions of any necessary travel costs plus the attendees' time away from work. We estimate this contribution to be approximately \$1,300 per student, or a total of \$104,000.

WACON will refund to ODM any amounts attributable to unfilled seats to students who do not utilize lodging, or to any reduction in training center costs that we are able to negotiate.

8. Involved Organizations.

Waugh Consulting, LLC
 Communication Art, Inc
 Garden Inn by Hilton

9. Contacts.

Project Officer: Diana F. Waugh
 Owner Waugh Consulting, LLC
dwaugh@accesstoledo.com
 419 351-7654