



2012 *Market Report*

Pre-order Information

2010 Medicare Data

Top 10 Reasons to Pre-order a 2012 Hospice Analytics *Market Report*!*

1. **Market Reports** are completed in the order received – be first in the queue!
2. **Market Reports** available at last year's price!
3. **Market Reports** now include a 60-minute phone conference & webinar to review your report and answer any questions you, your team, or your Board may have.
4. **Market Reports** include comprehensive hospice information – and valuable information about hospitals, skilled nursing facilities, and home health agencies in your service area.
5. **Market Reports** use the most current information available for your strategic planning and Board retreats.
6. **Market Reports** are continually being updated and improved based on YOUR feedback, questions, and comments.
7. **Market Reports** partner with most state hospice organizations, providing them with non-dues revenue, state reports, and additional information.
8. **Market Reports** provide benchmarks for data-driven decisions and evidence-based practices.
9. **Market Reports** analyze your hospice utilization, helping you improve access to and utilization of hospice services.
10. Don't be the only one without a *current Market Report*!

* Medicare estimates releasing 2010 Medicare claim files in late November or early December 2011.

**Please contact Hospice Analytics with questions and to learn more
719.209.1237 • www.HospiceAnalytics.com**



2012 *Market Reports* with 2010 Medicare Data
Available SOON – PREORDER NOW!

KNOW YOUR HOSPICE SERVICE AREA

Market Reports provide your hospice organization access to detailed information by hospice, county, and even quarterly information for your select service area – including state and national benchmarks. *Market Reports* use the most current 2010 Medicare 100% Hospice Standard Analytic Files (“claims data”), and integrate reports for hospitals, skilled nursing facilities, and home health agencies! Perfect for developing strategic plans, QAPI programs, and marketing.



Market Reports Include:

1. **Ring-bound full color printed report** with over 90 slides including easy to follow charts & graphs – *CD included*.
2. **90+ PowerPoint slide presentation** ready for Board, staff, public policy, and community meetings
3. **7 Excel spreadsheets** with **additional detail by hospice, county, quarter, hospital, skilled nursing facility & home health agency, mortality information**, etc.
4. **PDF handouts** ready to distribute
5. **NEW in 2012** – a 60-minute phone conference & webinar to review your report and answer any questions!

What Information?

1. Hospice beneficiary characteristics, census, length of stay, diagnosis, location of care, disciplines providing care and more for all hospices in your area
2. Beneficiary, mortality, and diagnosis information for **hospices, hospitals, SNFs & home health agencies**
3. County, state & national population, mortality, Medicare beneficiaries – more!

Benefits to purchasing *Market Reports*:

- The most comprehensive Hospice report available – your data to make data-driven decisions!
- Strengthen your hospice by understanding who is served by hospice in your area, and who isn't
- Compare your hospice to others in revealing detail
- **Hospital, SNF & Home Health** patient and mortality rates by provider, and hospices serving these patients
- Easy to follow colorful charts and graphs ready for presentation; data for internal analysis
- Ring-bound report plus CD including PowerPoint presentation, Excel spreadsheets, and PDF handouts
- Additional information included in spreadsheets



2012 Market Report (2010 data) only \$899

Order & Sample Reports @ www.HospiceAnalytics.com

Custom and Multi-year Reports available
In partnership with most state hospice organizations

Contact Hospice Analytics, Inc., to learn more
719.209.1237; www.HospiceAnalytics.com



2012 Market Report Pre-order Form

2010 Medicare Data

Please complete this PDF fill-form and mail / email with payment.

Standard Report (up to 8 counties)	
County	State
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	

Additional Counties (@ \$100 each)	
County	State
9.	
10.	
11.	
12.	
13.	
14.	
15.	
16.	

Select Report Type

- 2012 Market Report (2010 data)
- Market Report (additional counties)
- Custom or multi-year reports

Amount Enclosed

\$899 (includes tax and shipping)
 ___ @\$100 each= ___
 Contact Hospice Analytics

PAYMENT INFORMATION

Limit 8 counties per report - Advanced Payment Required

Name _____

Organization _____

Address _____

City _____ State _____ Zip _____

Phone _____ Email _____

- Checks preferred, please make payable and send to:
Hospice Analytics, Inc.
2355 Rossmere Street
Colorado Springs, CO 80919
- Credit cards accepted through PayPal on Web site:
www.HospiceAnalytics.com; please complete and
 email this form to Info@HospiceAnalytics.com.

*The "fine print": 1) Please see attached flyer for information included in *Market Report*. Limit 8 counties per report. Additional counties available @ \$100 / county. Counties selected may cross state borders. 2) Data is publicly available per CMS Limited Data Set 100% Standard Analytic Files for hospice, hospital, SNF & HHA (aka, "claims data"), cost reports, and other public data sources. All data reported according to CMS reporting guidelines (i.e., aggregate data and cells <11 will be blanked to protect patient identity). 3)The sole remedy for any breach of warranty, expressed or implied, including liability for negligence with respect for services furnished under this order, shall be limited to the re-performance of any defective product and under no circumstances include any incidental or consequential damages.

Please contact Hospice Analytics with questions and to learn more
719.209.1237 • www.HospiceAnalytics.com