



## ADVISORY SERVICES

# LOOKING FOR A REHABILITATIONSHIP?



The Mary Free Bed Advisory Group offers collaborative opportunities to create new rehabilitation programs or advance your existing programs.

Our expertise and rehabilitation models coupled with your team's talents foster excellent clinical outcomes and patient satisfaction.

We provide several types of advisory services, which are outlined on the following pages.

## REHABILITATION OPERATIONS PARTNERSHIP

Based on your needs, we provide full oversight of your rehabilitation program, including having key Advisory Group staff members onsite daily. They may serve as directors, admission liaisons, prospective payment system coordinators, therapists or nursing leaders.

## CLINICAL SERVICES RELATIONSHIP

Some organizations want to bring the Mary Free Bed culture to their rehabilitation programs. Therapists, clinicians or program leaders may become Mary Free Bed team members.

## JOINT VENTURE/JOINT OPERATING AGREEMENT

When unique opportunities exist, a joint venture or joint operating agreement may be most appropriate. The Advisory Group works with you to evaluate each situation and the potential value this type of relationship would bring to patients, the surrounding community and your organization.

Why a joint venture or JOA? We believe sharing outcomes and responsibilities ensures people served are the focus of our relationship. Value is created through many avenues, including:

- Alignment of organizational mission, vision, values, goals and priorities
- Shared risks and rewards
- Capital partnerships
- Collective leveraging of existing industry relationships
- Continuity of care throughout the continuum

## STRUCTURE

The structure of our relationship varies according to specific situations. Depending on what's needed, the Advisory Group:

- Completes a thorough market analysis, including patient-demand assessment, feasibility study, competitor analysis and market sensitivity analysis based on health care reform.
- Requests a third-party, fair market value assessment for the proposed agreement.
- Agrees with you on a capital strategy, including start-up costs.
- Works with you on the architectural design, building and Certificate of Need process where present and equipment/supply purchasing.
- Collaborates on staffing and hiring employees.
- Assists in the operational development of the new program.
- Guides the organization through the regulatory process of opening and receiving initial Centers for Medicare & Medicaid Services certification.



PARTNERSHIPS THAT FOSTER POSITIVE OUTCOMES AND SATISFACTION



CREATING A SHARED TEAM CULTURE



CUSTOMIZED OPERATIONAL AND CLINICAL PROTOCOLS

After a relationship is established, your program receives the benefit of our customized operational and clinical protocols.

### OPERATIONAL PROTOCOLS

These range from standardized admission and referral practices to care navigation and other processes that promote quality, outcomes and operational efficiencies. The protocols are based on years of experience and continual process improvement. Operational performance is strategically planned, measured, analyzed and trended so robust action plans can be implemented to optimize outcomes.

### CLINICAL PROTOCOLS

Our clinical protocols include but are not limited to: disease-specific care pathways, nursing and therapy clinical interventions, bowel and bladder management programs and therapeutic feeding programs. Protocols are based on the needs of your persons served.

### SURVEY PROTOCOLS

Mary Free Bed has a long-standing history of successful surveys by the Joint Commission and the Commission on Accreditation of Rehabilitation Facilities (CARF), including multiple specialty accreditations. Your program will benefit from a systematic process that promotes continuous survey readiness by ensuring survey standards are not just met, but integrated into care delivery models.

#### MISSION

Restore hope and freedom through rehabilitation.

#### VISION

To be the national leader in high-value rehabilitation and post-acute care, and to develop an integrated system of care.

#### VALUES

In order fulfill our mission, we'll:

- **W**ork collaboratively and innovatively
- **I**nclude people whose diversity reflects all those we serve
- **B**e truthful and respectful
- **H**eal with our hands, treat with our hearts
- **A**pproach our work with **joy**

Acronym: WITH JOY

