



Factor	Outpatient Integrated Strategies, LLC	Management Service Companies	Hospital Run/Requirements
Market Analysis/Program Determination of Needs for Wound Care	Hospital Specific data analysis and Hospital program needs assessment	General Proforma-General assumptions about market share/Company needs based	Hospital Development
Cost Effective -Only the services you need	Yes	No	May or may not
Long Term Contract Required	Flexible Collaboration benefits all parties	Yes	No
Program Quality	Yes	Yes	May or may not
Program Control/Flexibility	Yes	No	Yes
Provider Autonomy	Yes	No	May or may not
Co-Management	Yes	No	Hospital to develop
Up to date Reimbursement for Wound Care and ICD-10	Yes	Yes	Hospital to develop
Revenue Cycle Expertise Denial Management staff	Yes	No support	May or may not
Ongoing as Needed Support	Yes	One-size Fits all	No
Program Assessment Outpatient Wound Care	Yes	Yes	Hospital to develop
Annual Education Symposium Onsite CME offering for Wound Care	Yes	No	May or may not
Onsite Program Director Training	Yes	No (Offsite short-term)	May or may not
Quality Outcomes Tracking and Benchmarking Wound Care	Yes	Yes	Hospital would develop
Policies and Procedures	Developed specific for Hospital owned by Hospital	Vendor owned Proprietary not specific to the Hospital	Hospital would develop
Continuum of Care Support-SNF	Yes	May or may not	Hospital would develop
Hospital Specific Marketing Planning-Access to Care	Yes	May or may not	Hospital would develop
Onsite Medicare approved Hyperbaric Training Course for Providers and staff	Yes	No (Offsite)	May or may not
Provide onsite Hyperbaric Training and orientation for staff	Yes	No (Offsite may not have the same equipment)	May or may not
Provide continuing education for hospital Nursing staff	Yes	No	May or may not
Provide participation and/or oversight of performance Improvement Initiatives	Yes	No	Hospital would develop
Provide back-up PRN staff for Hyperbaric	Yes	No	Hospital would develop
Provide Locums backup Physician/NP	Yes	No	Hospital would recruit
Education of Physicians/Staff to reduce unnecessary admissions	Yes	No	Hospital would develop