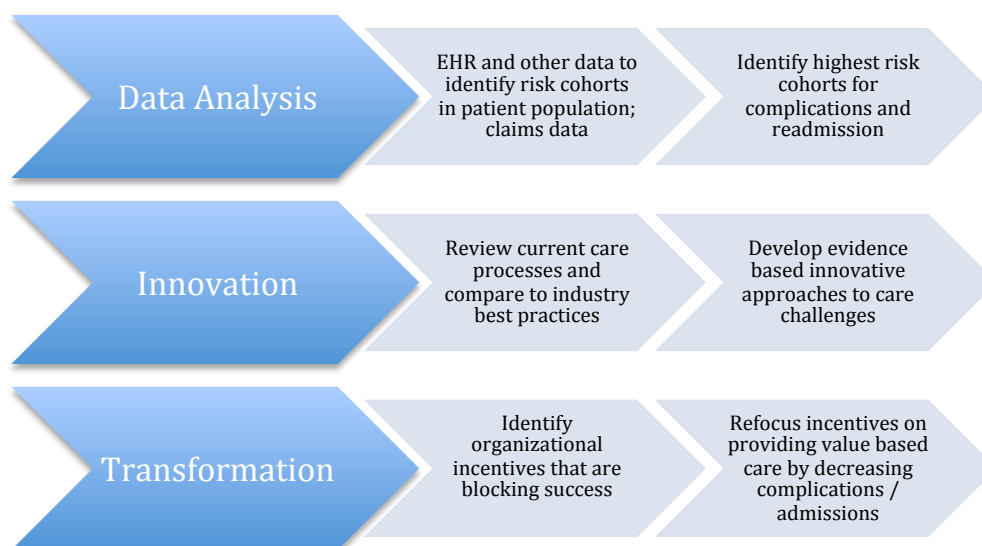


Our Approach to Business Process Transformation

The Tomaino Group supports organizations that are responding to the accountable care environment and need to transform their business processes to accommodate to the changes in reimbursement and requirements for performance. Such transformations often require significant changes in care delivery models, staffing and compensation strategies, performance monitoring and improvement, and leveraging the use of new or existing information systems to manage care effectively. In some cases, it may require development of new business lines. We bring both strategic thinking and the ability to help our clients execute these plans to be successful.

Our approach to performance improvement engagements follows our consulting formula of data analysis, innovation, and transformation.

- **Step 1** involves collecting clinical and financial and applying it to a model developed to reflect the new environment realities. Scenario analysis shows risks and opportunities with different options applied.
- **Step 2** involves developing innovative care delivery or payment models and business processes to perform successfully in the new reimbursement environment. This may include the elimination of workflows, programs, or businesses that don't contribute to success of the enterprise, and the adoption of workflows, programs, or businesses which do.
- **Step 3** involves transforming the organization in order to ensure continued success. This is accomplished by identifying current organization incentives that don't match desired goals, and replacing them with incentives that focus on value based care in order to maintain the improvements made.



To discuss how The Tomaino Group can assist your organization succeed in the new healthcare reimbursement environment, contact us at 914-772-1552.

Joseph Tomaino, Managing Director

As a chief executive officer, chief nursing officer, consultant, and educator, Joseph Tomaino has worked with provider organizations and payers across the United States as an architect of value based care—improving clinical effectiveness along with efficient use of resources. Tomaino uses data to understand populations being served and the effectiveness of organizations, then applies



innovative design of structures and programs to improve their performance, and finally helps them to transform themselves to operate successfully in managed care and accountable care reimbursement environments. This process involves both improving the current portfolio of the organization, eliminating those programs that do not add value under accountable care, and adding or acquiring programs, which address unmet needs.

Most recently, Joseph was Chief Executive Officer of the Continuing Care Division of a major multi-hospital health system and was responsible for organizations with a total of \$280 million a year in revenue. His major accomplishments in this role included leading the system's application and approval as an awardee conveyer of Model 2 CMS Bundled Payment Initiative, guiding the assimilation of a struggling independent home health agency into a system supported by a \$4.1M Vital Access Provider Grant, and successful application for \$3.1M in HEAL funding for a cross-continuum pediatric ventilator program. He also successfully consolidated two home care agencies and achieved savings of \$1.3M and implemented a redesigned care model resulting in improved utilization and profitability.

In addition to his employed roles, Tomaino has served on the board of directors of Westchester Medical Center, a tertiary academic medical center, and of HEALTHIX, a regional health information exchange. He also served on the executive management committee of Long Island Health Network, a clinically integrated multi-hospital network.

Tomaino holds a Masters of Science degree in nursing administration from College of New Rochelle, a Bachelors of Science in Nursing Degree from the Catholic University of America. He has served on the graduate faculty of Pace University, The College of New Rochelle, and Columbia University where he also served as Assistant Dean of the School of Nursing.

For each engagement, The Tomaino Group puts together a team of experienced professionals with the skills to engage different components of the organization needing improvement.

Contact Info

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