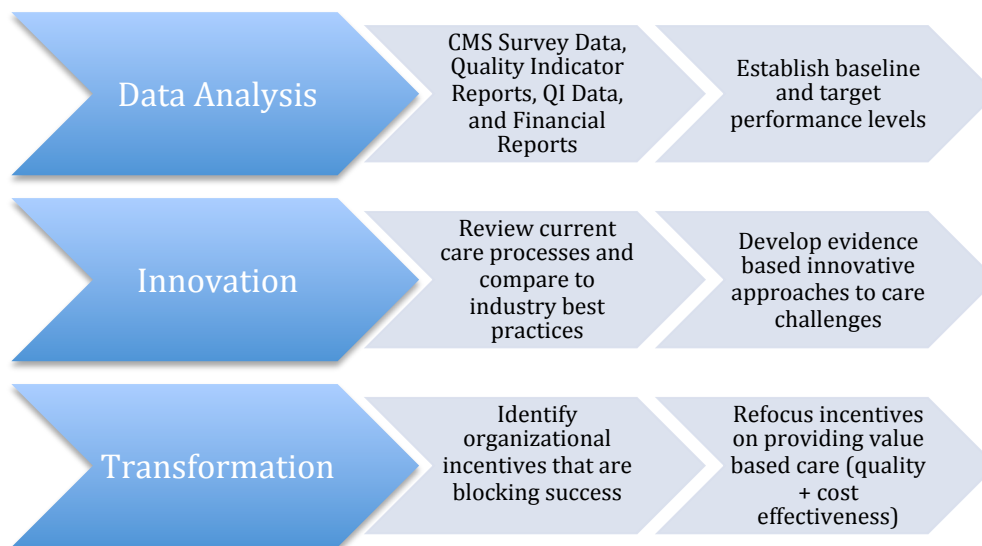


Our Approach to Organizational Improvement

The Tomaino Group supports organizations that find themselves challenged with clinical or financial performance issues that are keeping them from being successful. This may become apparent because of difficulties with regulatory surveys, increased patient or family complaints, difficulty attracting patients because of poor reputation, undesired clinical outcomes, or financial losses.

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

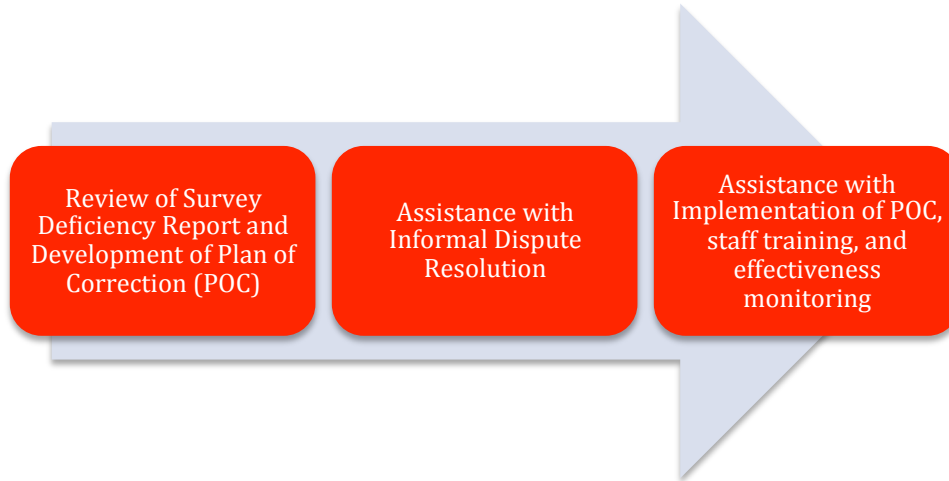
- Step 1 involves collecting clinical and financial performance data and identifying problem areas and establishing target benchmarks for improved performance.
- Step 2 involves mapping of current care delivery processes and comparing to industry best practices, and then establishing new evidence based care process innovations to meet patient needs within limitations of revenue resources.
- 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-- quality outcomes achieved through cost effective care.



When necessary, we assist with development and implementation of plans of corrective action that meet regulatory requirements, and can provide ongoing monitoring if required.

Crisis Management

Even the best performing organizations can run into regulatory compliance difficulties. When this occurs, The Tomaino Group provides rapid intervention and support to supplement your resources for timely and effective implementation of a plan of corrective action and re-achievement of compliance with conditions of participation in Medicare and Medicaid. This includes review of the statement of deficiencies, preparation of plan of corrective action, discussion of possible informal dispute resolution opportunities and preparation of appeal if appropriate, and assisting with implementation of plan of correction and successful re-survey.



To discuss how The Tomaino Group can assist your organization achieve its desired improved performance contact us at 914-772-1552. We are available 7 days a week and "after hours" to discuss urgent needs.

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

Joseph Tomaino, Managing Director

Email: joe@tomainogroup.com

Phone: 914-772-1552

Web: www.tomainogroup.com