

Cambridge Health Alliance – The Benefits of Leveraging Targeted Data

A Calculated Shift from Antiquated and Anecdotal Data Collection Methods to a Real-Time, Laser-Focused Solution Helps Healthcare System Maximize Results and Realize Full Potential



We knew PointRight wasn't just a tool for nursing homes to placate their hospital partners, but it was a tool that could be used to really drive quality improvement practices."

*Rebecca Sweeney
Associate Chief of
Care Management at
Cambridge Health Alliance*



The Challenges

Cambridge Health Alliance (CHA), a Boston-based health system with a high-performing SNF network, faced a challenge not uncommon to healthcare organizations nationwide—how to improve performance and drive effective growth through confident decision making.

The problem, though, is CHA lacked a trustworthy source of real-time, meaningful data needed to make these decisions. Like many health systems, CHA relied on anecdotal data from providers, antiquated sources like CMS Nursing Home Compare, or heavily-delayed claims data through risk contracts.

More specifically, CHA needed a way to:

- Accurately and fairly measure key performance indicators of skilled nursing outcomes
- Benchmark skilled nursing facility (SNF) level performance internally among peers and externally at the regional, state and national level
- Quickly identify ways to drive quality improvement practices
- Position themselves to manage their at-risk population

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The Solution

The right solution for CHA needed to meet and exceed expectations for each one of these individual and complex challenges. Rebecca Sweeney, Associate Chief of Care Management at CHA, began researching options and quickly decided on PointRight, a data analytics solution that enables business and clinical leaders to make data-driven decisions by providing access to real-time clinical data.

The Results

The results were immediate, reliable, and impactful. Through the partnership between Cambridge Health Alliance and PointRight, the health system was able to:

- Reduce 30-day rehospitalizations by 25% from January 2020 to January 2021
- Create a smart network that allowed CHA to identify the right SNF to provide the best outcomes for each patient
- Implement risk-adjusted KPIs for improved population health management

Additionally, PointRight's Pro30 and length of stay metrics allowed CHA to drill into these KPIs by clinical cohorts of CHF, COPD, diabetes, high-, medium- and low-risk patients.

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PointRight is by far the best in the industry in terms of nursing home analytics. It's the single source that hospitals and ACOs can use to get real-time, quality outcome data. You can drill down by disease, condition, quality measure—in any way you want to look at the data that's important to you. It's really the complete picture of nursing home quality and performance.”

*Rebecca Sweeney
Associate Chief of Care
Management at Cambridge
Health Alliance*

Ready to learn more about PointRight?

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