

**Wound Care Certification Proposal  
To the Ohio Department of Medicaid  
February 29, 2016**

**1. Purpose and summary.**

The Ohio Health Care Association (OHCA) is pleased to submit to the Ohio Department of Medicaid (ODM) a proposal to utilize funding from the Resident Protection Fund, made up of the state's share of civil money penalties (CMPs) imposed on skilled nursing facilities (SNFs), to offer wound care certification to nurses who work in Ohio SNFs.

OHCA proposes to offer the certification program through Wound Care Educational Institute (WCEI) <http://www.wcei.net/>, the national leader in wound care education and certification. The OHCA Educational Foundation (EFOHCA), a 501(c)(3) organization with an extensive track record in quality education for long term services and supports personnel, will administer the program.

Prevention and healing of pressure ulcers in SNF patients has long been a goal of providers, regulatory and payment agencies, and consumer advocates. Pressure ulcers in the long and short stay SNF populations are measured through Quality Measures (QMs) developed by the Centers for Medicare and Medicaid Services and endorsed by the National Quality Forum. Pressure ulcers are a key element of federal initiatives such as 5 Star rating, as well as of technical assistance efforts offered through the Quality Improvement Organizations.

Ohio's state average for the pressure ulcer QMs as of the second quarter of 2015 remains at or near the national average (1.2% vs. 1.2% for short stay; 5.6% vs. 5.9% for long stay), showing that there is room for improvement. Moreover, the bottom 25% of Ohio centers (about 200 centers, who are the primary targets of this project) have long stay rates ranging from 7.6% to 26.3% and short stay rates ranging from 1.9% to 22.8%, well above the state and national averages.

Pressure ulcers are costly to treat. A survey of literature on the subject by the National Pressure Ulcer Advisory Panel (<https://www.npuap.org/wp-content/uploads/2012/01/Braden-NPUAP-cost-vs-prevention-final.pdf>) documented cost estimates ranging from \$43,000 to \$127,000.

OHCA believes that improving the knowledge and technical skills of staff who implement pressure ulcer treatment and prevention efforts "on the ground" in SNFs will have a positive impact on the centers' QMs, reflecting better patient outcomes and ultimately, cost savings.

OHCA proposes to offer, through EFOHCA and WCEI, comprehensive wound care educational programming, culminating in a certification examination.

We propose to offer this programming through four separate sessions held at the Nationwide Hotel and Conference Center, a full service educational and training facility in Central Ohio. It is the only venue in central Ohio certified by the International Association of Conference Centers.

Enrollment for each session will be limited to 50 students for maximum learning effectiveness.

We propose to offer enrollment first to nurses employed by SNFs in the bottom 25% of Ohio centers as measured by the pressure ulcer QMs. Any seats still available after thirty days will be offered to nurses from other Ohio SNFs on a first come, first served basis.

- Applicants can be from any Ohio SNF, not limited to OHCA members.
- An applicant must be a nurse with at least two years of experience working in skilled nursing centers.
- Maximum enrollment is two nurses per center.

The program is five days in length, with the fifth day being the certification examination.

We anticipate completing the four training/certification courses during calendar year 2016.

**2. Expected outcomes.**

The expected outcomes from this project are as follows:

- a. Up to 200 nurses in Ohio SNFs will become wound care certified.
- b. Through the deployment of certified nurses in SNFs, patients will receive better wound care.
- c. The participating SNFs' performance on the pressure ulcer QMs will improve.

We propose the following timetable for the project, which will total 11 quarters:

<i>Quarter following award</i>	<i>Q1-2</i>	<i>Q3-10</i>	<i>Q11</i>
<i>Activity</i>	Training and implementation quarters	Measurement quarters	Evaluation quarter, final report

**3. Results Measurement.**

We propose to evaluate the program's effectiveness by analyzing changes in the long and short stay pressure ulcer QMs for the centers with students who achieve certification. We anticipate that approximately 80% of course attendees will pass the examination and become certified.

We propose to track QMs beginning the second full quarter after certification and ending after eight quarters.

We will provide quarterly progress reports to ODM and a final report one quarter after conclusion of the project.

The tracking and evaluation criteria below will be applied to each individual SNF with a nurse who participates in the project. SNFs will be excluded from the evaluation if a) the nurse does not complete the wound care certification course and pass the certification exam or b) the nurse no longer works at the center.

<i>Criterion</i>	<i>Bottom 25% Centers</i>	<i>Other Participating Centers</i>
Long stay pressure ulcers	15% improvement	5% improvement
Short stay pressure ulcers	0% on QM	0% on QM

**4. Benefit to SNF Residents.**

This project will benefit SNF patients by bringing to bear greater skills and knowledge to prevent development of pressure ulcers and to facilitate healing of existing ulcers.

**5. Non-Supplanting.**

The funding requested in this proposal will not supplant any existing funding for wound care certification. There are no regulatory requirements for SNFs to pay for wound care certification for their nurses. EFOHCA currently offers a scholarship program to OHCA members that covers 50% of the fee for a small number of center employees to take certification courses, including wound care, but EFOHCA will ensure that the scholarship program supplements and does not supplant the funding requested in this proposal.

**6. Consumer and Other Stakeholder Involvement.**

OHCA developed this proposal pursuant to a request from ODM for ideas to utilize the CMP money to benefit SNF patients in Ohio. ODM has a longstanding interest in improving wound care in Ohio.

Pressure ulcers were one of the quality measures selected for Ohio by a stakeholder group that included representatives of ODM, the Ohio Department of Aging, the State Long Term Care Ombudsman’s Office, the Ohio Department of Health, the three provider associations representing SNFs, and the Governor’s Office, legislators, consumer representatives including AARP, and a long term care researcher.

**7. Funding.**

OHCA requests funding for 200 nurses to participate in the wound care certification program, 50% of which is awarded upon approval of this proposal and 50% upon successful completion of the first two trainings.

OHCA negotiated a discounted fee for the program of \$1,797 per person compared to WCEI’s normal fee of \$2,997 per person.

We also request funding to cover the cost of onsite logistics (room and audio visual rental) for the program at \$13,310 per session and lodging at \$556 per student. In order to be reimbursed for lodging, attendees of the conference/training must live at least 50 miles away from where the conference/training is occurring. We estimate 80% of the students will live at least 50 miles away from the site.

For the data analysis, we request funding of \$6,120. This is based on an estimated 80 hours of OHCA staff time at \$45 per hour plus fringes of 30% and an indirect cost ratio of 20%.

The table below shows our funding request.

	<i>Participants</i>	<i>Fee</i>	<i>Total</i>
Course fees	200	\$1,797	\$359,400
Onsite logistics	N/A	\$13,310/session	\$53,240
Lodging (50 miles +)	160	\$556	\$88,960
Data analysis	N/A	\$6,120	\$6,120
<b>Total requested</b>			<b>\$507,720</b>

OHCA proposes to provide an in kind contribution to the project of the additional staff time necessary to administer the program.

We estimate this staff time to be 100 hours over the duration of the project at \$45 per hour (\$4,500), plus fringes of 30% (\$1,350) and an indirect cost ratio of 20% (\$900), for a total in kind contribution of \$6,750.

Participating skilled nursing centers and attendees will provide in kind contributions of any necessary travel costs plus the attendees' time away from work. We estimate this contribution to be approximately \$1,500 per student, or a total of \$300,000.

OHCA will refund to ODM any amounts attributable to unfilled seats, to unused funding for lodging, or to any reduction in training center costs that we are able to negotiate.

**8. Involved Organizations.**

Ohio Health Care Association  
 Ohio Health Care Association Educational Foundation  
 Wound Care Educational Institute  
 Nationwide Hotel and Conference Center

**9. Contacts**

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