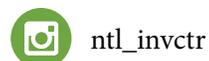
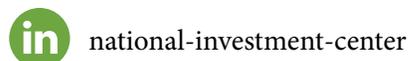


# NIC INSIDER

Newsletter

June 2018



## NIC Launches Skilled Nursing Quality Metrics

### New Challenges

NIC is expanding and enhancing its core NIC MAP® product to include quality metrics data for the Skilled Nursing sector. This major product enhancement is made possible through a strategic relationship with PointRight®, a leading provider of quality metrics data and predictive analytics.

Being in network and having visibility into healthcare outcomes is becoming increasingly important among skilled nursing providers in a value-based world. To this end, investors seek to have a sense as to how their skilled properties benchmark within their respective markets.

CMS and its Five-Star rating system, while not the only source of quality measures, is an important source of data for determining eligibility for certain referrals. In addition to CMS, pioneering companies are accessing publicly-available data sets and applying their own proprietary algorithms to estimate various additional outcome metrics.

### New Solutions

Quality metrics, while always important to the sector, have become more important than ever, as a result of recent changes in the healthcare delivery system. Some of the benchmarking that this data makes possible is not available anywhere else. It will enable operators and investors to better understand the performance of properties and markets when underwriting new deals, managing portfolios, developing strategies, competitive benchmarking, and gathering market intelligence.

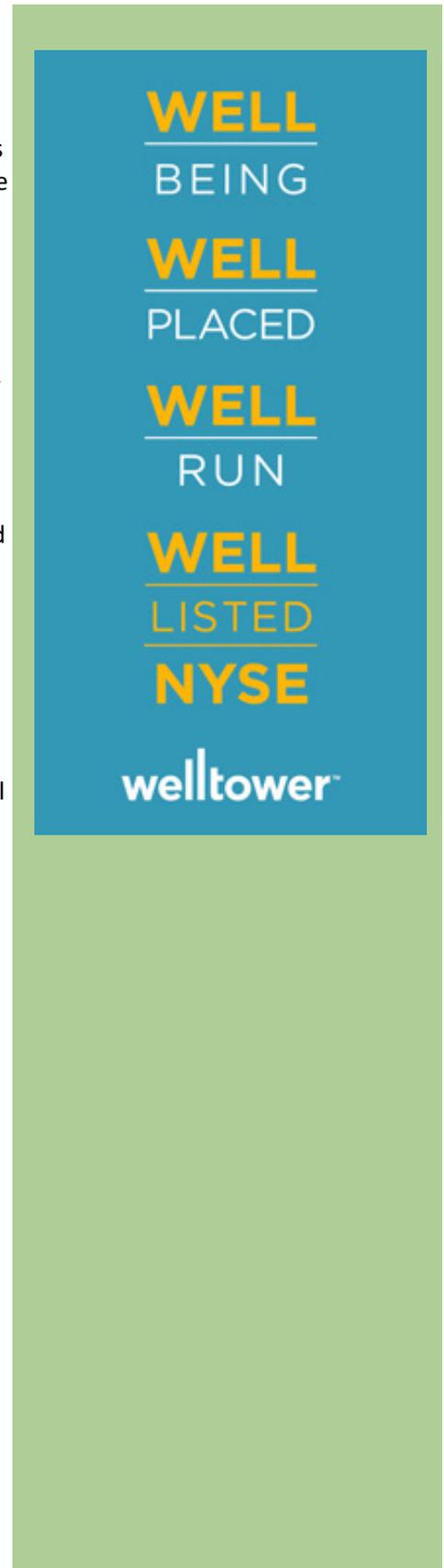
NIC MAP clients will now have access to a suite of quality metrics data and analytics from PointRight, which is now available through the NIC MAP client portal. NIC MAP users will now be able to include quality metrics data in their analysis, alongside NIC MAP data, such as market performance data, demographics, wage and employment data, hospital locations, and more.

The following Quality Metrics reports are now available, according to subscription level, at both the metropolitan market and property levels:

- PointRight Pro 30® Adjusted Rehospitalization Rate
- PointRight®Pro Long Stay™ Adjusted Hospitalization Rate
- CMS Overall Five-Star Rating
- CMS Survey Deficiencies (Property level only)

### Why PointRight?

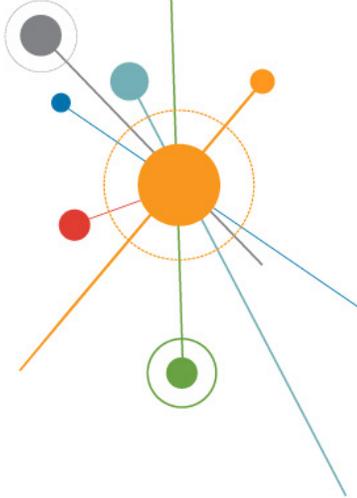
PointRight is an industry leader in analytics for post-acute and long-term care, specializing in data-driven quality metrics solutions. The PointRight Pro 30® scores are certified by the National Quality Forum, which means they have undergone considerable examination by a panel of experts. Furthermore, the metrics are endorsed by the American Health Care Association (AHCA).



Serving over 8,000 skilled nursing facilities, PointRight data provides investors, operators and payors the data they need to understand these facilities in terms of quality and performance. Data such as rehospitalization rates, CMS quality measures, resident-level risk scales, professional liability risk, and CMS Five-Star ratings, will now be seamlessly integrated into our NIC MAP product.

**Accessing the Data**

To learn more about how your organization can benefit from this initiative, please email us at [sales@nic.org](mailto:sales@nic.org) or call 410-267-0504.



**Save-the-Date**

**2018  
NIC Fall  
Conference**

**Investing in Seniors Housing  
and Care Properties**

**OCTOBER 17-19  
SHERATON GRAND CHICAGO**

**Sign up for conference  
updates and notification  
when registration opens  
late-June.**



## Seniors Housing & Care Industry Calendar

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### June 2018

6/5-6/7 REIT Week: 2018 Investor Conference, New York, NY

6/10- 6/12 2018 Senior Living Innovation Forum, Napa Valley, CA

## NIC Partners

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We gratefully acknowledge our following partners:

### Premier Partners



### Official Partners

