

••Paradigm.

Unlock Opportunities to Thrive with VA and Medicaid.



1

Your **Presenter.**



Melissa Mendez
EDUCATION MANAGER

Melissa has spent the last decade educating the home care industry. She began her career at Activated Insights, developing crucial training and marketing materials for home care professionals. Now at Paradigm, she leverages her deep understanding of post-acute care to create impactful educational content and marketing strategies, empowering home care agencies to navigate VA and Medicaid complexities and expand their operations effectively.



2

Our Agenda.

- ✓ The Need for Diversification
- ✓ Working with Veteran Affairs
- ✓ Working with Medicaid
- ✓ How Paradigm adds Value




3

The Need for Diversification.

⚡ Risk Mitigation
Diversification minimizes revenue risks by reducing dependence on a single payer source.

⚡ Caregiver Retention
Better pay and more hours from government contracts could lead to higher caregiver pay, satisfaction, and retention.

⚡ Higher Profitability
Government payers like VA offer better reimbursement rates, and Medicaid offers higher volume.

⚡ Competitive Advantage
Diverse payer sources allow access to markets your competitors might not serve.

⚡ Increased Referrals
Third-party payer relationships yield more client referrals.

⚡ Community Impact
Collaborating with third-party payers like VA and Medicaid benefits underserved communities.



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4



Veterans in your community.

The Veterans Health Administration is America's largest integrated health care system.



8.4 million
Veterans over
the age of 65.



5.72 million
Veterans with a service-
connected disability.



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5

5

VA Benefits.

Home Health Aide/Homemaker

Assists veterans at home with activities of daily living.

Respite

Temporary relief for family caregivers of Veterans.

Program of Comprehensive Assistance for Family Caregivers (PCAFC)

Enhanced clinical support and benefits for eligible family caregivers of veterans with a 70% disability rating or higher.

Benefits

- ✓ Helps Veterans maintain independence and continue living in their homes.
- ✓ Flexible scheduling based on the Veteran's needs.
- ✓ Helps reduce family caregiver stress and supports the health and well-being of both the Veteran and their family.

Available to all enrolled Veterans who have ADL needs.



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6

VA Aid & Attendance Pension.

Aid and Attendance is an additional monetary benefit—for **eligible wartime veterans** and their surviving spouses who require increased care due to disability or advanced age.

Provides Monthly Pension for Care Costs.

Ranging from **\$1,478** to **\$2,727** for veterans, spouses, or surviving spouses.

Supplement Home Health Aide.

Aid & Attendance pension is tax-free benefit and **can be combined** with Home Health Aide (HHA) services for additional support.



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7

Opportunity: Medicaid.

The Program.

Medicaid and Medicaid Waiver programs are uniquely structured in each state.

Service Expansion.

Untapped revenue stream, enabling members to serve a broader community.

Caregiver Retention.

Steady opportunities for caregivers, ensuring job satisfaction.



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8

Medicaid: Expand Your Business Effectively.



\$3.4 Trillion
spent on personal health care

\$53,451
average annual Medicaid spending per LTSS user

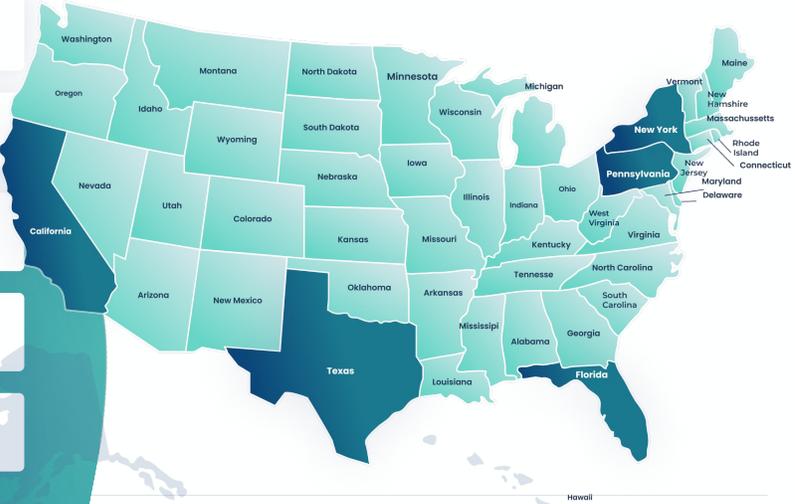
57%
Of LTSS Costs are covered by Medicaid

32% HCBS
Majority of Medicaid LTSS users receive home and community-based services

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9

States with the Largest Medicaid Programs.



	California. 13.3 million people.
	Texas. 7.2 million people.
	New York. 6.1 million people.
	Florida. 4.5 million people.
	Pennsylvania. 3.3 million people.

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10

How Paradigm adds **Value.**

Supporting Your Growth.

Our solutions streamline administrative tasks, allowing members to focus on resources for growth and delivering quality care. Over 2,500 home care providers trust Paradigm to automate and simplify their third-party billing processes.



Enrollment support into payer networks.



Growth support and education.



Streamline billing.



Authorization management & client eligibility.



Historical collections.



11

Advocacy

National Advocacy Day Participation

On April 17, Paradigm joined industry leaders in Washington, DC, meeting with over 100 representatives to discuss crucial issues:

- 80/20 Rule
- VA and Caregiver support
- Elizabeth Dole Act



12

Any Questions?



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