HOPE Expansion & HART Launch

From Regulatory Signal to Revenue Protection

CMS introduced HOPE in November 2024, tying assessment submission to reimbursement performance -- non-compliance risked delayed claims and up to 4% revenue reduction.
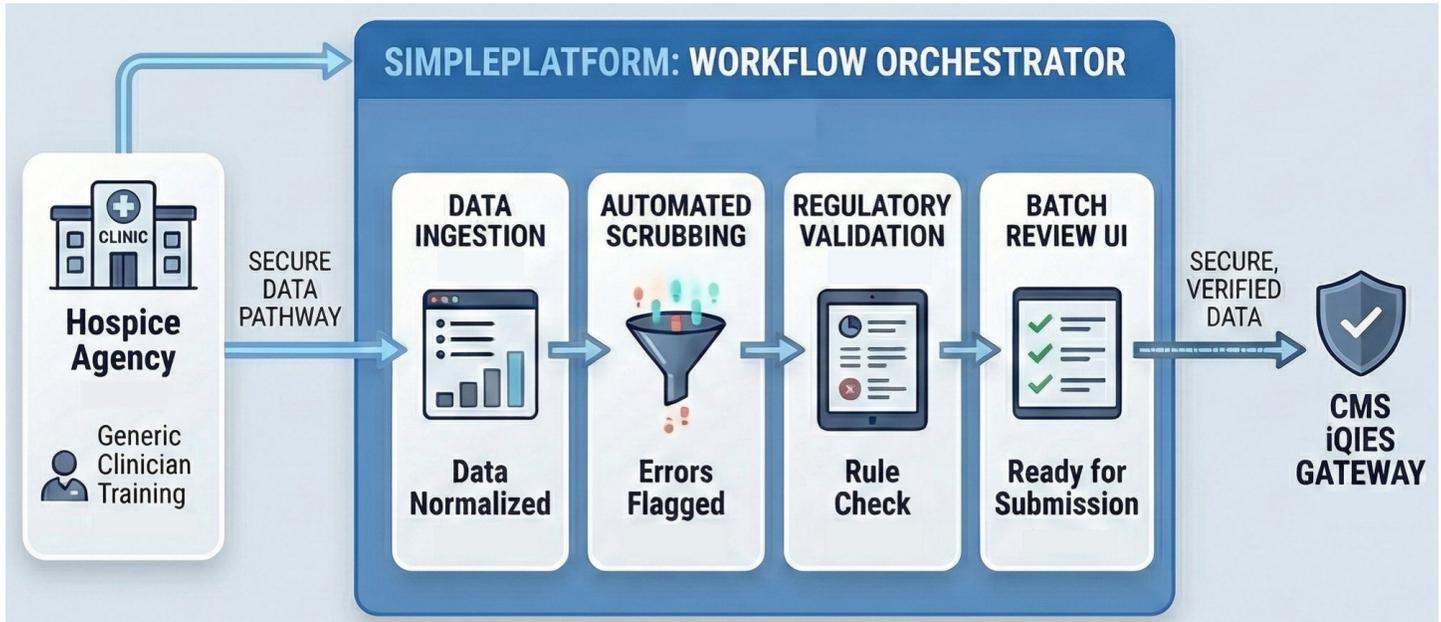I led early HOPE readiness by summer 2025, ahead of enforcement, enabling provider testing, clinician training, and workflow embedding across four EHR integrations.
I then identified a compliance gap for EHR-unready hospices and delivered Simple for HART in 8 weeks as the only HOPE-ready replacement for the sunsetted CMS HART app.

4%

REVENUE EXPOSURE MITIGATED

TWO PRODUCTS. ONE PLATFORM.

Agency HOPE data ingested, scrubbed, validated, reviewed, and submitted to CMS iQIES -- all within Simple

SimpleConnect for Hospice

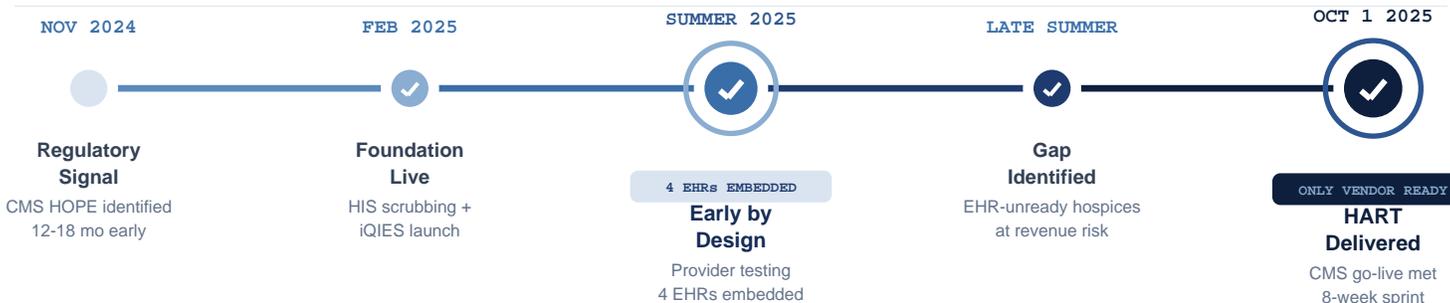HIS SCRUBBING + HOPE COMPLIANCE + iQIES SUBMISSION

- **HIS scrubbing + iQIES submission**
  Feb 2025 -- foundation layer
- **Full HOPE assessment compliance**
  Summer 2025 -- early by design
- **CMS + proprietary validation rules**
  4 EHR integrations embedded

Simple for HART

REPLACED SUNSETTED CMS HART APPLICATION

- **Replaced CMS HART at HOPE transition**
  Standalone -- no EHR required
- **HIS assessment + scrubbing + submission**
  Full HOPE workflow in one tool
- **EHR-unready providers served**
  Delivered 8 weeks, only vendor at go-live

STRATEGIC SEQUENCING

NOV 2024	FEB 2025	SUMMER 2025	LATE SUMMER	OCT 1 2025
Regulatory Signal	**Foundation Live**	**4 EHRs EMBEDDED** **Early by Design**	**Gap Identified**	**ONLY VENDOR READY** **HART Delivered**
CMS HOPE identified 12-18 mo early	HIS scrubbing + iQIES launch	Provider testing 4 EHRs embedded	EHR-unready hospices at revenue risk	CMS go-live met 8-week sprint

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FINANCIAL & OPERATIONAL RISK

4%

Revenue reduction for
non-compliant submissions
30-day CMS submission window

- Delayed or rejected claims exposure
- Margin sensitivity for hospice operators
- Staffing and care continuity at risk
- Revenue instability on thin operating margins

STRATEGIC RESPONSE

Regulatory Foresight
Identified HOPE 12-18 months early,
built business case vs initial skepticism.

Ecosystem Orchestration
Summer readiness for provider testing,
clinician training, and EHR embedding.

Gap Recognition
Identified revenue risk for hospices whose
EHR vendors were not HOPE-ready.

Focused Execution
Scoped MVCP, reset backlog, coordinated
distributed team across time zones.

OUTCOMES

Summer 2025	4	8 Weeks	Only	4%
HOPE readiness achieved	EHR integrations embedded	HART build to production	scrub/submission vendor ready	Revenue exposure mitigated