

HOPE Expansion & HART Launch

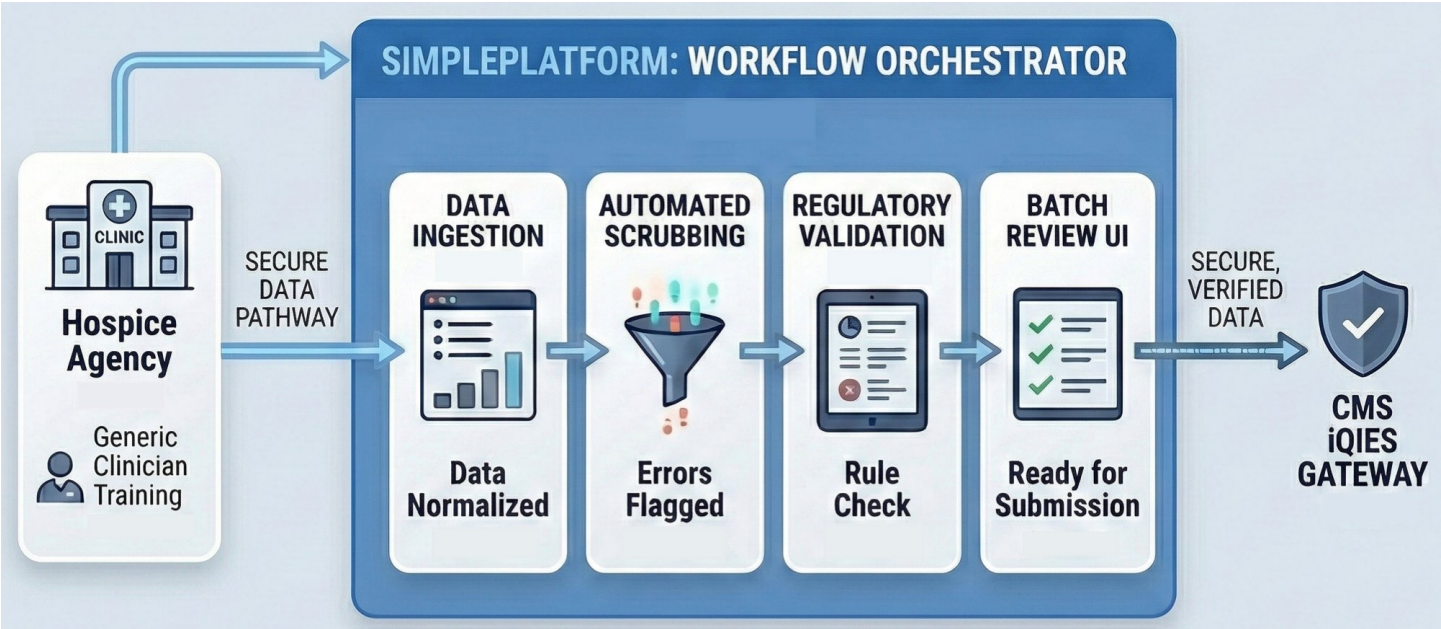
From Regulatory Signal to Revenue Protection

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

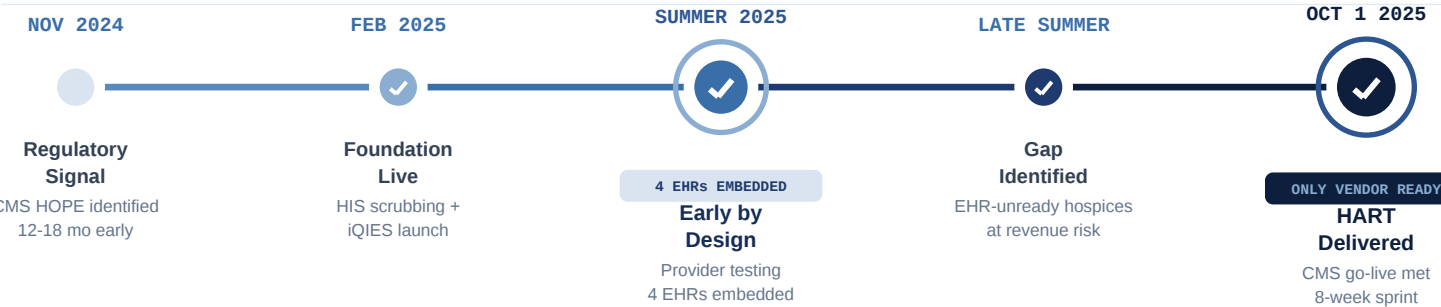
- **HIS scrubbing + iQIES submission**
Feb 2025 -- foundation layer
- **Full HOPE assessment compliance**
Summer 2025 -- early by design
- **CMS + proprietary validation rules**
4 EHR integrations embedded

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



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

HOPE readiness
achieved

4

EHR integrations
embedded

8 Weeks

HART build to
production

Only

scrub/submission
vendor ready

4%

Revenue exposure
mitigated