

To Expand or Not to Expand -

3 Ways Savii Helps Agencies Take the Leap to 2 (or More) Locations

By Savii Inc.



If you've been able to get a successful home care agency up and running — give yourself a pat on the back. We understand this is a profound accomplishment! The combination of operational expertise, compassion and straight-up hard work it takes, among many other qualities, is truly unique. We understand it because we've lived it. Savii was built by a team of seasoned home care agency veterans, and we've put our skills and experience to work helping our fellow travelers in this field.



The question of whether you should expand has undoubtedly crossed your mind at some point.

After making your business plan, assembling your team, growing your client list and working out all the inevitable kinks, it becomes easier to envision expansion. For some, growth may not be part of the plan. Maybe you just wanted to start a small, well-run organization that lets you focus purely on helping people in your immediate vicinity. For others, expansion is not a question of if, but when. In these cases, growing to multiple locations was always part of the plan — it just comes down to figuring out the most opportune time to take the leap.

We would wager that most newer and smaller, yet firmly established, agencies are somewhere in the middle on the question of expanding. Maybe you're happy where you are right now, but you still want to leave the door open for future growth opportunities. In nearly any event, **your agency is going to need three things: scalability, integrated systems and support from experts** with relevant experience in expanding a home health agency.

That's where Savii comes in. Our platform delivers these essentials to agencies of any size and at any stage of growth. By having a better understanding of how the unique solutions we offer for home health agencies can help you grow, or just prepare for it, you can be free to make a more confident decision for your agency.

Savii can help you take the leap in the following ways:

1. Delivering a truly scalable structure

Are your current systems capable of continued growth?

Many home health agencies start with bare-bones systems. Some perfectly successful small agencies even get by working out of spreadsheets and consumer-level database programs. We know; we've been there. However, the thing to understand is that the more expedient solutions that many agencies take early on have limits in terms of their scalability.

What you want to avoid is hitting the wall with your current systems and operational structure after you've already decided to expand. The planning and logistical hurdles of a new location are difficult enough without having to deal with a full systems overhaul. Yet this is what some agencies find themselves facing after they've already committed to expansion.

With Savii, our platform is built on a true hierarchical database structure.

We don't want to bog you down in the specifics of what this means — after all, you're a home health agency leader, not a database engineer — but the takeaway is scalability. Where more basic data platforms start to slow down the bigger they get, a hierarchical database is built to be just as fast with 10,000 points of data as it is with 10.

As you grow, this scalability also gives you the ability to use one platform to organize clients and staff by location — or share them when needed. The bottom line is you will be able to discretely see the operating performance of each location in addition to the whole organization. This is critical to ensuring your expansion efforts are a success. It can be too easy to fall into a trap of comingling operational branches too intimately, causing the existing and successful base of business to dwindle due to increased attention on expansion efforts.

Savii will help you keep your eye on both the big picture and the more granular details equally. We're committed



to serving independent home care agencies and giving them the tools they need to succeed. By leveraging our resources and technological know-how, you can get a solution that is accessible to a small agency but **built to accommodate your expansion goals.**

2. Offering streamlined and integrated systems

Scalability is essential, but it is only one piece of the puzzle for home care agency operations. Another significant hurdle to address is integration. Human resources, client management, billing, payroll, scheduling and reporting. These are the fundamental operational pillars of businesses small and large, including home care. Many smaller agencies have separate systems in place for these functions, or they may even be “winging it” with ad hoc solutions. Pencil and paper schedules, anyone? Or the infamous white board and sticky-notes?

It should come as no surprise that non-integrated systems can quickly become chaotic once an agency expands to a second location. For example, it’s a common scenario for a new location to develop its own set of practices in the absence of a fully integrated system. Whether it’s scheduling, personnel files or accounts payable books, this can spell trouble when you need to reconcile operations across your organization.

In addition to being scalable, the **Savii platform is modular, making it easy to add and integrate new functions** into your system. Transitioning to Savii as a smaller agency means only adopting the systems you need now, but having the security of later expandability without the need for all new systems or software.

Savii offers these essential functions in our fully

integrated home care management platform:

- **Client management** — With progressive intake forms, customizable care and service plans, multi-view scheduling and GPS electronic visit validation (EVV), we can streamline your relationship with customers so you can focus on care.
- **Billing management** — Automated electronic billing and integrated credit card processing makes it easier to get payment from the full range of payers, including private pay, Medicaid, VA, managed care organizations and insurance. Have a client with multiple payers? No problem.
- **Scheduling management** — Assign shifts, view availability and change schedules without having to make calls or send back-and-forth emails.
- **Referral management** — Add notes, track expenses, activities and accounts, monitor referrals and admissions and get the metrics you need to determine return on investment for your critical business development activities.
- **Caregiver management** — Applicant tracking, employment screening and logging certifications keeps your team organized and efficient. Rule-based visit management and payroll system integrations make sure you can accurately process payroll in a snap.
- **KPI reporting** — Receive digestible data on key performance indicators and metrics to keep your agency informed and going strong.

We also have solutions for caregiver, nurse and family portals — all fully integrated and designed to work seamlessly with your core Savii platform.

3. Backing you up with industry expertise and support

There's no substitute for experience. Expanding an agency will inevitably have its share of bumps and hurdles that you can learn from. However, why make any mistakes that you don't need to? This is where having the support of an experienced company can help.

Like we said before, **Savii was founded by home health and home care agency veterans.** Even our chief technology officer not only has a background in home health, but started his career as a registered nurse. We understand the technology, but more importantly, we know how to make it work so you can give your clients the highest level of care.

Our mission is clear — to help agencies deliver the best possible patient care. When you adopt the Savii platform into your organization, we'll be there with you when you decide to grow, whether it's in a month or a year. As part of the larger HAS Technology Group, we offer unparalleled expertise and technological support for any issue you may have, including:

- **IT security** — Agency expansion means a greater exposure to cyberattacks and security breaches. Our team of experts will help you keep your systems airtight, whether your agency has one office or 10.
- **Data protection** — Is your data backed up? Do you have a contingency plan in the event of a disaster, small or large? Our solutions for data security can keep you running smoothly and delivering exceptional patient care no matter what.
- **Compliance** — It's becoming an increasingly large challenge for any type of health care organization to stay compliant with an ever-changing and more complex regulatory environment. Our systems are designed to keep your agency in line with any changes that come your way.

The decision to expand your agency is one of the biggest ones you can ever make as an owner. With the state-of-the-art Savii platform and our industry-leading support, you won't be alone. Our solutions are made to work across major mobile platforms and devices. They can even integrate with a range of wearable technology and smart-home devices. We're committed to keeping innovation at the heart of everything we do. **At Savii, our goal is to streamline and simplify your systems so you can put more of your energy where it really counts — your clients.**

Moving your home care agency systems to Savii means a high-performance system now and the peace of mind that comes with knowing you'll be covered — without having to buy new software or migrate data. **We can deliver scalable, integrated and expertly supported agency management software that benefits your team and your clients.**



Ready to take the leap? Take it with Savii.

Does your agency have the foundation it needs to grow and expand?

A 20-minute discovery call with one of our specialists can help you evaluate your biggest challenges and identify potential solutions.

Contact us today at 877-205-4653.

