

Key Messages to Include in Your Nutrition Support Presentation to Your Administrators



Your presentation should show evidence of cost savings from the ASPEN Value Project *and* from your analysis of institutional data.

¹ Tyler R, Barrocas A, Guenter P, et al. Value of Nutrition Support Therapy: Impact on Clinical and Economic Outcomes in the United States. *JPEN J Parenter Enteral Nutr.* 2020; 44(3):395-406.

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Economic Value of Nutrition Support Messages From the ASPEN Value Project¹

- New study finds nutrition support produces bankable cost savings to the healthcare system
- Initial study of limited conditions found: Nutrition support therapy reduced annual Medicare costs by \$580 million
- Nutrition support therapy also: reduced hospital acquired conditions such as surgical complications and infections, and shortened hospital lengths of stay
- Condition-specific findings in projected Medicare cost savings:

Hospital-Acquired Infections	\$85 million
Surgical Complications	\$33 million
Gastrointestinal Cancer	\$242 million
Sepsis	\$222 million

Visit nutritioncare.org/valueproject for pre-made slides, infographics, and posters promoting the value of nutrition therapy.

Evidence That Nutrition Support is a Prudent Investment in Your Institution

Below is sample copy you can customize and use:

While the impressive data from the Value Project benefits Medicare and other payers, our team has analyzed similar outcomes in our institution. Based on last year's fiscal data, we identified that our greatest opportunity is in _____ since our institution was either cited/financially penalized by CMS and/or may have received a low grade on the public reporting by Leapfrog on this particular outcome.

We scrutinized our data with the assistance of our transdisciplinary analysis team and concluded that had we found _____, the institution would have saved \$_____.

In order to optimize our outcomes, we are requesting the following: *(Pick ones that apply)*

- Approval to move forward
- People – Redistribute certain full time employees – do not anticipate having to add new ones
- Affiliation with other institutions in the system or academic institutions to decrease any financial burden
- Subscriptions, travel, memberships, educational opportunities
- Other _____