

The workshop on Fiscal Viability for PROS performed an exercise that outlined the Strengths, Weaknesses, Opportunities and Threats for their financial stability. The details are outlined below:

Strengths

1. EHR
2. Open to learning
3. Daily reconciliations
4. Dedicated staff
5. Good engagement skills
6. Collaborative relationships
 - a. Technology
 - b. Billing/Finance
7. Branding
8. Active part of Healthcare system
9. Flexibility

Weakness

1. No EHR or bad EHR
2. Documentation late/not here
3. Space
4. Organizational structure - too much red tape
5. Hiring/attracting the right staff
6. Non-Medicaid population (payment issues)
7. Not capturing sign in or out
8. Staff who cannot adopt a recovery practice
9. Geographic issues- weather
10. Transportation
11. Upper Management Barriers
12. Not meeting thresholds
13. Mandated referrals
14. Trouble attracting prescribers

Opportunities

1. Collaborations
 - a. Peers
 - b. Marketing
 - c. Universities
 - d. FQHCs
 - e. Health homes
2. Changing landscape for different levels of care
 - a. Hand off from inpatient to PROS
3. Marketing
 - a. Participants are great assets
4. PROS outcomes
 - a. Good outcomes leverage our recovery mission

Threats

1. Weather - snow removal budget
2. Managed care / unknowns including new systems DSRIP, PPS- "alphabet soup"
3. Hand offs to lower levels of care
 - a. extended periods of wait time
 - b. limited or no services
4. RHIOs
5. OMIG
6. Transportation
7. Tracking/outcomes (who, what, where)
8. What do we do with them?