




# SMARTMD + MatrixCare

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A close-up photograph showing a healthcare professional in a white coat with a stethoscope around their neck. Their hands are gently supporting an elderly patient's hand, which is resting on a silver cane with a grey grip. The patient's hand is wrinkled and has a gold ring on the ring finger. The background is softly blurred, showing a blue hospital gown.

A seamless integration for  
home health, hospice, and  
palliative care success

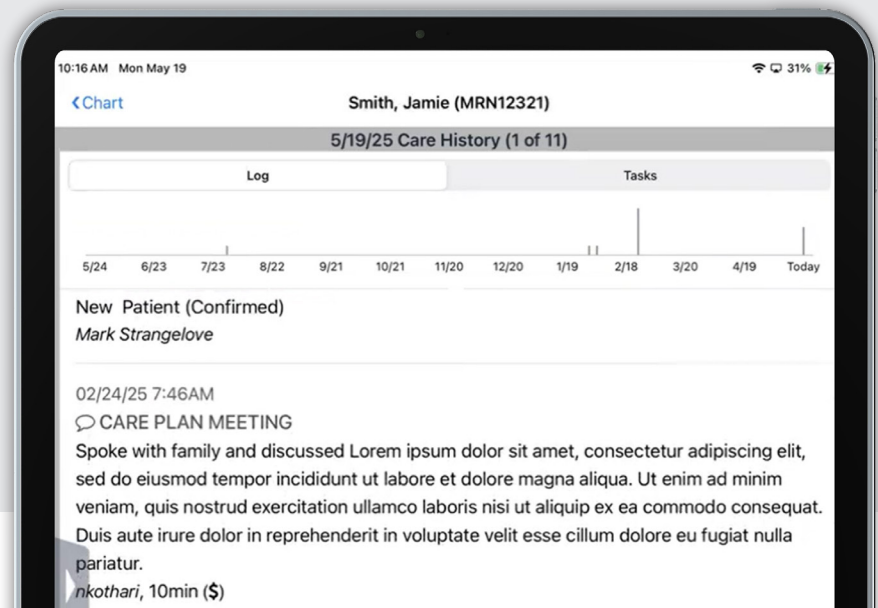
**Now fully integrated with MatrixCare, SMARTMD brings  
purpose-built tools for both CRM and palliative care  
management into a single, seamless platform.**

AS A CRM:

# Works with your EHR

Designed for home-based care, connect sales, referral, and admissions workflows to gain an actionable view of your growth.

- > **Save time on documentation:** Save hours weekly with one-swipe notes and voice-to-text input
- > **Increase referral conversion rates:** Real-time referral tracking supports tailored conversations and follow-ups
- > **Gain visibility for smarter decision-making:** Includes visibility into referral source volume, rep activity, pipeline health, and conversion benchmarks
- > **Streamline quarterly planning:** Drag-and-drop priority accounts into a calendar, with Outlook integration, helping reduce double-bookings and missed meetings
- > **Improve team collaboration:** Integrated views across sales, intake, and admissions minimizes email back-and-forth and helps improve alignment
- > **Focus on targeted sales execution:** HealthPivots market data access alongside call notes and account history allows for focus on high-value opportunities



# Strengthen your CRM strategy

PPS X  
Cancel

Functional Assessment Narrative

PPS level	Ambulation	Activity Evidence of Disease	Self-Care	Intake	Conscious Level
100 %	Full	Normal activity & work No evidence of disease	Full	Normal	Full
90 %	Full	Normal activity & work Some evidence of disease	Full	Normal	Full
80 %	Full	Normal activity with Effort Some evidence of disease	Full	Normal or reduced	Full
70 %	Reduced	Unable Normal Job/Work Significant disease	Full	Normal or reduced	Full
60 %	Reduced	Unable hobby/house work Significant	Occasional assistance necessary	Normal or reduced	Full or Confusion

Clear Save

Supports efforts to drive adoption quickly and convert opportunities into measurable outcomes.

## Purpose-built

- > Designed specifically for home health, hospice, and palliative care
- > No unnecessary features, just what your team needs

## Fast, intuitive adoption

- > Easy-to-use interface and pre-integrated with MatrixCare
- > Teams are up and running in weeks, not months

## Community-focused

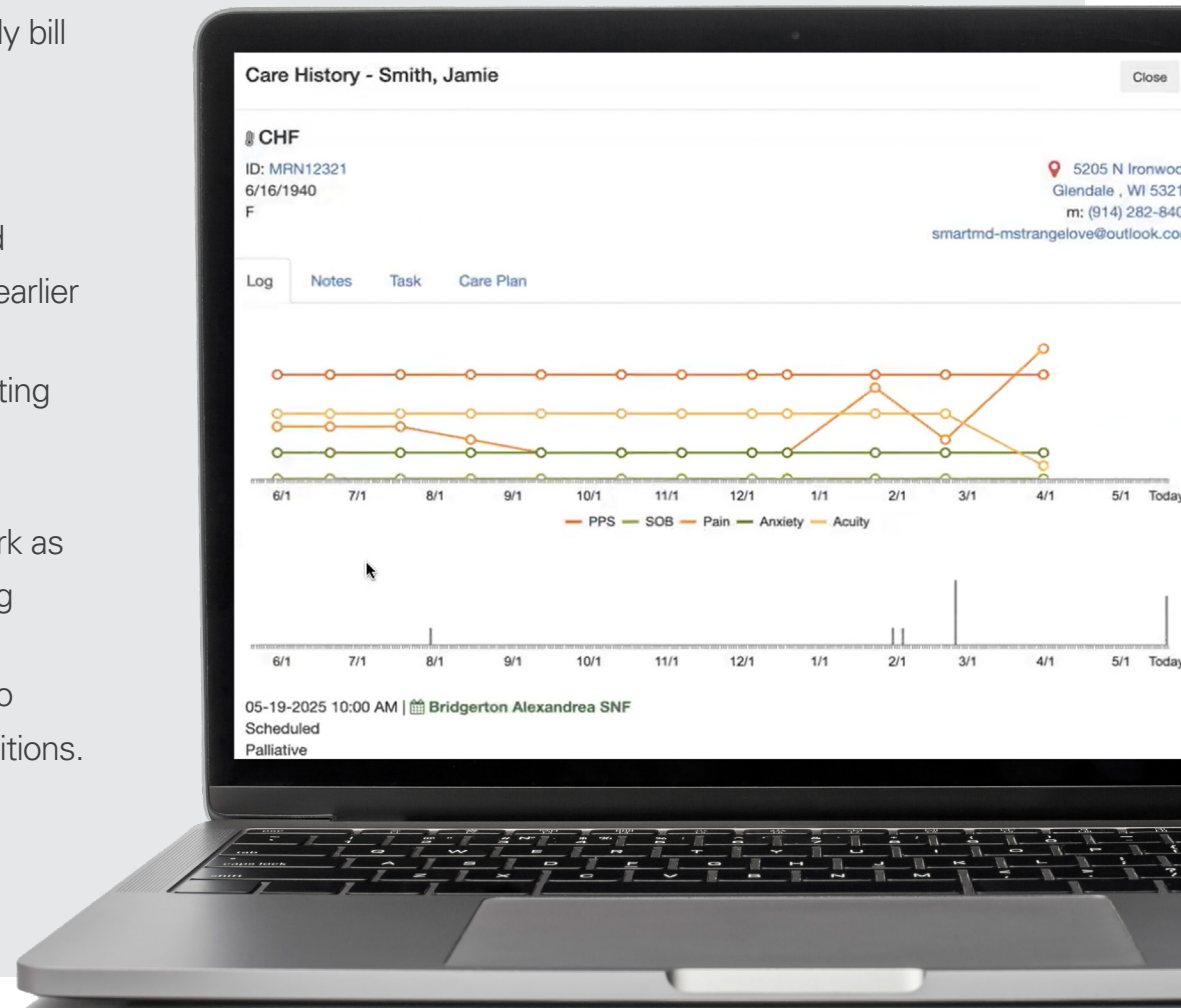
- > Designed for not-for-profit healthcare organizations
- > Backed by shared best practices

AS AN EHR FOR PALLIATIVE CARE:

# Works with your EHR

Designed to offer a blueprint for success that seamlessly integrates with your EHR.

- > **Avoid penalties with ONC certification:** Easily bill for PCM, PIN, CCM, and more while meeting CMS requirements
- > **Increase hospice transitions:** Built-in caseload management helps your team identify patients earlier
- > **Do more with less:** Spend less time documenting and more time with patients
- > **Make cash flow more reliable:** Billers can work as usual with consolidated, disruption-free reporting
- > **Gain actionable insights:** Includes visibility into productivity, revenue, referrals, and patient transitions.



# Support your entire team from billing to bedside

Specialized features save time and empower every member of your team.

## **Providers (MDs/NPs)**

- > Document clinical, quality, and billing details efficiently
- > Request administrative follow-up from the point of care
- > Get offline access to schedules, charts, and messages via mobile app

## **Management**

- > Access powerful reports to monitor productivity, revenue, referrals, and transitions
- > Make data-informed decisions to help grow and refine your program

## **Administrative staff**

- > Engage patients before the first visit with automated intake workflows
- > Manage mobile providers with palliative-focused scheduling tools
- > Track patient acuity and help ensure timely follow-up

## **Billing teams**

- > Reconcile visits easier with real-time error feedback
- > Leverage complete and accurate billing without chasing documentation

Ready to build a sustainable home health, hospice, or palliative care program?

SMARTMD and MatrixCare can help you grow your census, improve quality of life, and generate sustainable revenue.