CASE STUDY

Hospital at Home Partnership

Two traditional competitors in hyper-competitive Florida team up to manage capacity and build capability to treat more patients at home.

Tampa General and Lakeland Regional

- ADC is 15 to 20; the goal is 100.
- Joint venture with specialty pharma company Shields
- Profitable enough to be self-sustaining
- Tampa General's readmission rate from the HaH program is 5.2%; cases with the same CMI that stayed in hospital had a readmission rate of 16%.
- Team member engagement is very high with low/zero turnover (all IP certified nurses).

> "I wanted to unplug older patients who are getting so many tests ordered and aren't getting better in the hospitals and learn if their home environment will be better for recovery."
>
> – Dr Francisco Chebly, Lakeland Regional Health

ADC = average daily census; CMI = case mix index; HaH = hospital at home. **Source:** Sg2 Interviews With Lakeland Regional and Tampa General, April 2025; Sg2 Analysis, 2025.

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