

Empowering Providers: Using Data to Enable Continuous Performance and Quality Improvement

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A Division of Salient Management Company



MingleHealth

Speakers



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Agenda

- **The Progression and Current State of ACO Data**
- **What Data Do I Need to Manage as an ACO?**
- **How Do I Empower my Providers?**
- **Why Partner with a Vendor? The Old Buy or Build**

The Progression of ACO Data

- FIRST AID
- MONEY MANAGEMENT
- EXAMINA

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- MEDICAL TREATMENT
- FINANCIAL BENEFITS
- DISEASE COVERAGE

Data Sources

Claims

- CCLF
- CMS Quarterly & Annual Packages

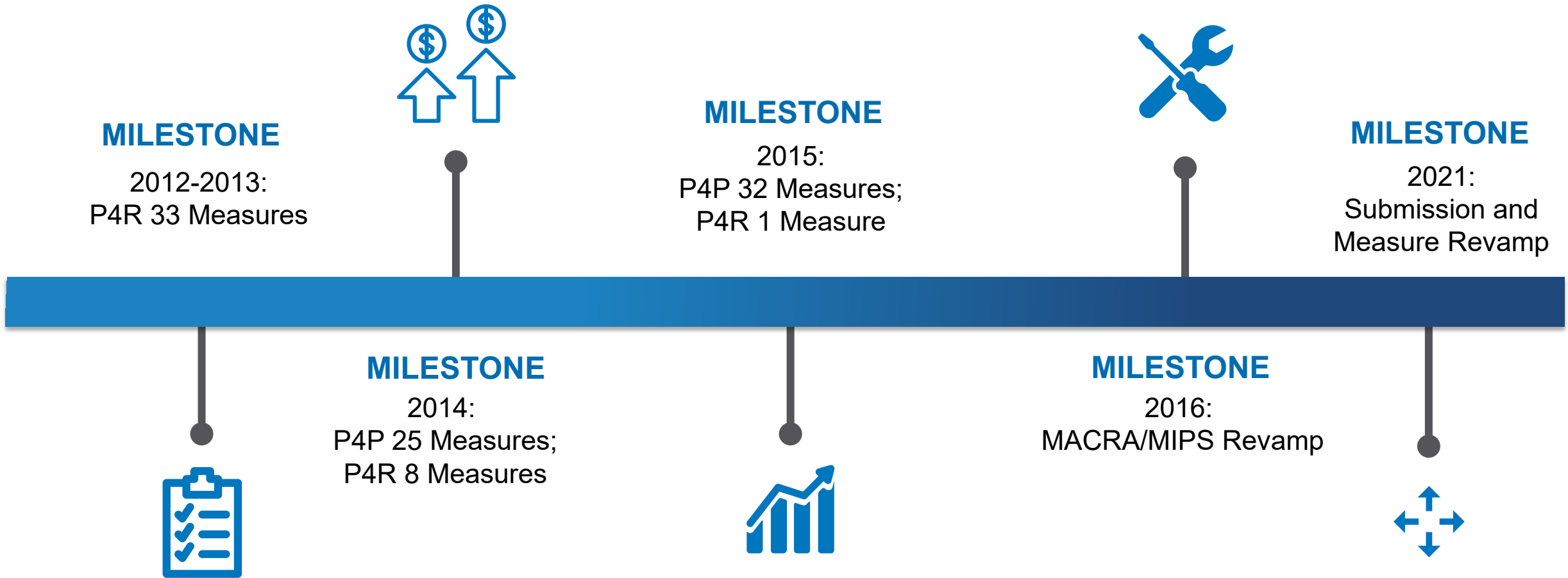
Clinical

- EMR
- Care Management

HIE/ADT Feeds

Other

Evolution of Quality Reporting



What Do I Need to Manage as an ACO?

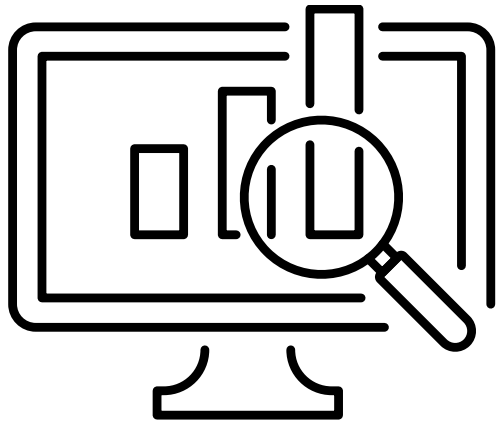
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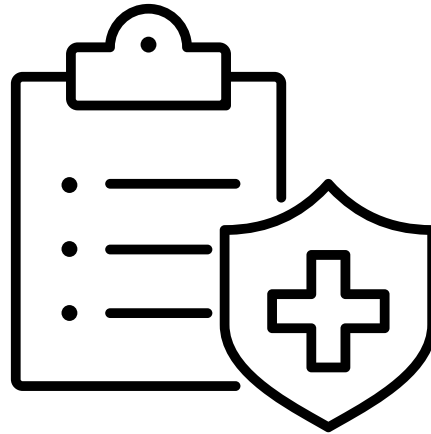
• FIRST AID
• MONEY MANAGEMENT
• EXAMINATIONS

• MEDICAL TREATMENT
• FINANCIAL BENEFITS
• DISEASE COVERAGE

Now



**Performance
Analytics**



**Quality Measurement
and Reporting**



**Advanced
Care Management**

Performance Across 5 Domains

Spend & Utilization

- Appropriateness
- Patterns
- % Change

Risk Scores

- Accuracy
- Proper Documentation

Attribution

- Retention
- Continuity of Care
- Churn Rate

Quality

- Patient Satisfaction
- Closing Gaps in Care
- Submission

How Do I Empower my Providers?

- FIRST AID
- MONEY MANAGEMENT
- EXAMINATIONS

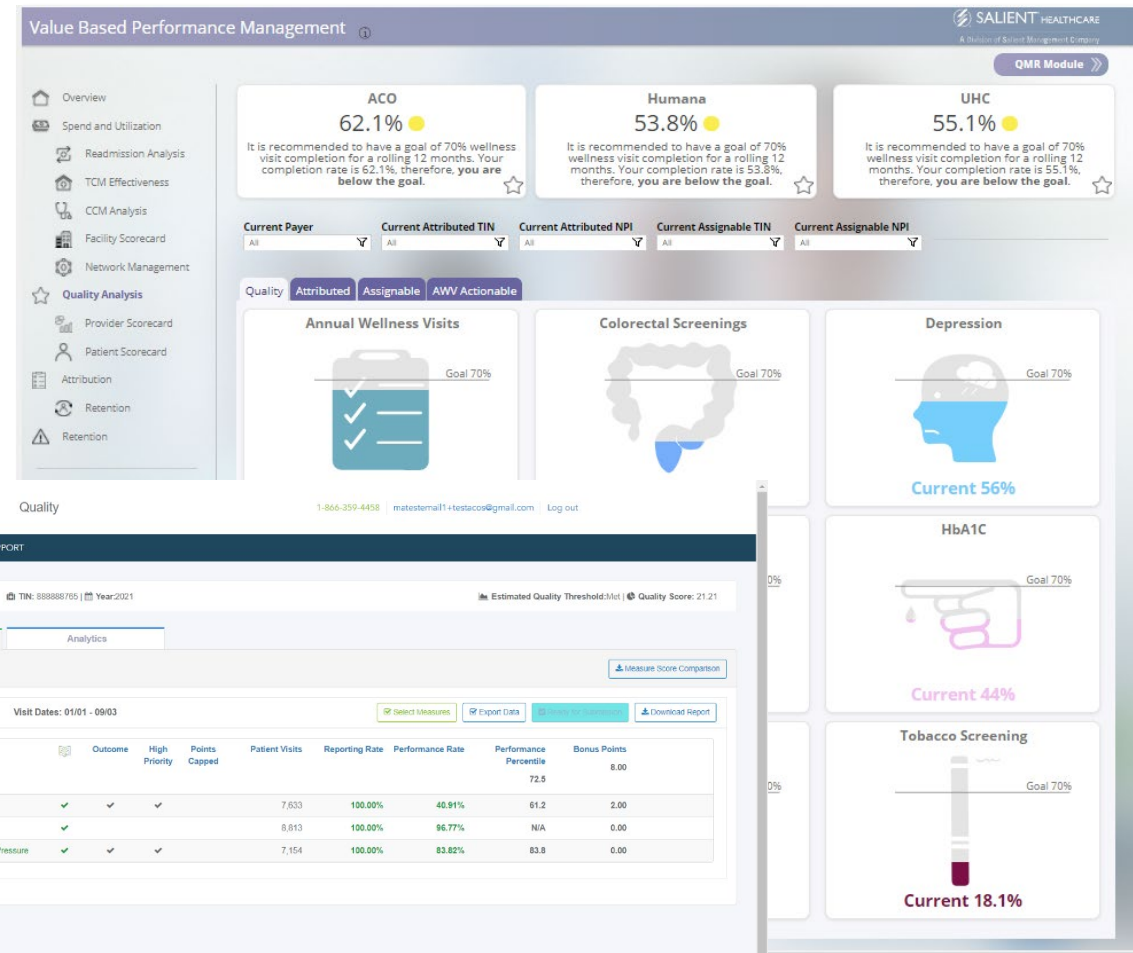
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Scorecards Customized at the TIN and NPI Levels

- TIN & NPI Level
- KPIs across all 5 domains
- Quality Metrics that align with your payor contracts
- Proper numerators and denominators
- Comparison against a threshold



Use Metrics they Understand and are Fair

- PMPM/PMPY
- Risk scores in a % change
- Per 1000
- Length of stay
- Primary care utilization and its correlation to ER utilization
- ER utilization and its correlation to IP utilization
- AWV completion
- TCM completion
- Readmission Rates at the 30, 90, 180 day intervals
- Quality Metric Performance



Provider Scorecard Printable Dashboard

ACO: Humana, UHC

Spend PMPY

\$ 11,642.30 ●

The historical benchmark is \$13,228.55, with a MSR of 2.86%. Your spend PMPY is \$11,642.30, therefore, you are **on track** by \$1,586.25.

Attributed Patients

5,988 ●

It is recommended to have a goal of 70% wellness visit completion for a rolling 12 months. Your completion rate is -25.77%, therefore, you are **below the goal**.

Risk Score

1.33 ●

You have **increased** your risk score this year compared to last year.

Wellness Visits

43.7% ●

It is recommended to have a goal of 70% completion for a rolling 12 months. Your completion rate is 43.7%, therefore, you are **below the goal**.

Current Payer: All | Current Attributed TIN: All | Current Attributed NPI: All

Attribution | Quality | ER Details | Utilization | Specialty Utilization

Current Attributed TIN	Episode IP Count Per 1000		Episode ObsEnc Count Per 1000				Unique Beneficiaries w TCM %		Unique Beneficiaries w CCM %	
	This	Last	This	Last	Diff	% Change	This	Last	This	Last
ADA WHITAKER PHYSICIAN GROUP	302	258	161	236	-75	-31.69	1.1	1.5	43.0	50.5
ADDY MCCLURE	259	166	600	460	139	30.25	1.4	1.5	0.0	0.5
ALAINA HOPKINS PHYSICIAN GROUP	246	286	164	204	-40	-19.67	4.8	0.0	0.0	0.0
ALIVAH REDINDON D.O. P.A.	229	291	160	262	-102	-38.89	15.2	7.1	0.0	0.0
ALLIE MCINTOSH M.D. P.A.	189	0	189	0	189	100.00	18.9	2.2	0.5	0.0
ALYSSA DEMICELL D.O. P.A.	139	233	305	236	69	29.40	32.4	25.2	0.2	0.0
ARCHIE ESPARZA D.O. P.A.	517	47,000	735	59,000	-58,265	-98.75	1.3	0.0	0.6	0.0
ART NAIK D.O. P.A.	105	138	115	275	-160	-58.16	11.5	2.9	0.0	0.0
ARTIE AVILA M.D. P.A.	234	339	503	671	-168	-25.01	0.0	2.9	0.0	0.0
BARKLEY MEDICAL GROUP	323	383	228	120	108	90.55	4.5	0.0	0.0	0.0
Total (35)	252	266	337	368	-30	-8.19	9.9	5.4	4.1	2.8

Current Attributed TIN	Visit SNF Count Per 1000		Episode SNF Length		Episode HHA Count Per 1000		Avg Episode HHA Length	
	This	Last	This	Last	This	Last	This	Last
ADA WHITAKER PHYSICIAN GROUP	57	44	424	219	151	118	90.6	54.8
ADDY MCCLURE	56	11	272	66	239	166	56.7	51.9
ALAINA HOPKINS PHYSICIAN GROUP	33	20	52	20	66	82	44.5	25.5
ALIVAH REDINDON D.O. P.A.	57	87	110	118	137	189	73.3	55.5
ALLIE MCINTOSH M.D. P.A.	40	0	44	0	278	0	59.3	50.8
ALYSSA DEMICELL D.O. P.A.	18	66	109	658	87	149	39.7	48.3
ARCHIE ESPARZA D.O. P.A.	126	11,000	193	313	528	43,000	30.0	32.3
ART NAIK D.O. P.A.	42	34	121	196	209	172	65.5	96.3
ARTIE AVILA M.D. P.A.	21	39	86	146	317	473	86.4	41.9
BARKLEY MEDICAL GROUP	114	120	277	235	228	383	84.9	58.6
Total (35)	62	60	14,350	13,126	213	250	62.6	51.4

CLAIM THROUGH DATES

- ACO Assignment Files Thru 2021 Prospective
- ACO CCLF 2021-02-15
- ACO Claims Data Thru 2021-02-18
- ACO Exclusion 2021-01-01
- HUM Another 2021-04-01
- HUM Claims 2021-04-15
- HUM Claims Data Thru 2021-04-18
- HUM Member

Communicate Information Based on their Preference



**Physician to
Physician**



**Use Physician
Champions**



**Ensure Full
Office Buy-In**



**Deliver the Information
via the Provider's
Preferred Method**

- Login
- PDF
- Paper

Why Partner with a Vendor?

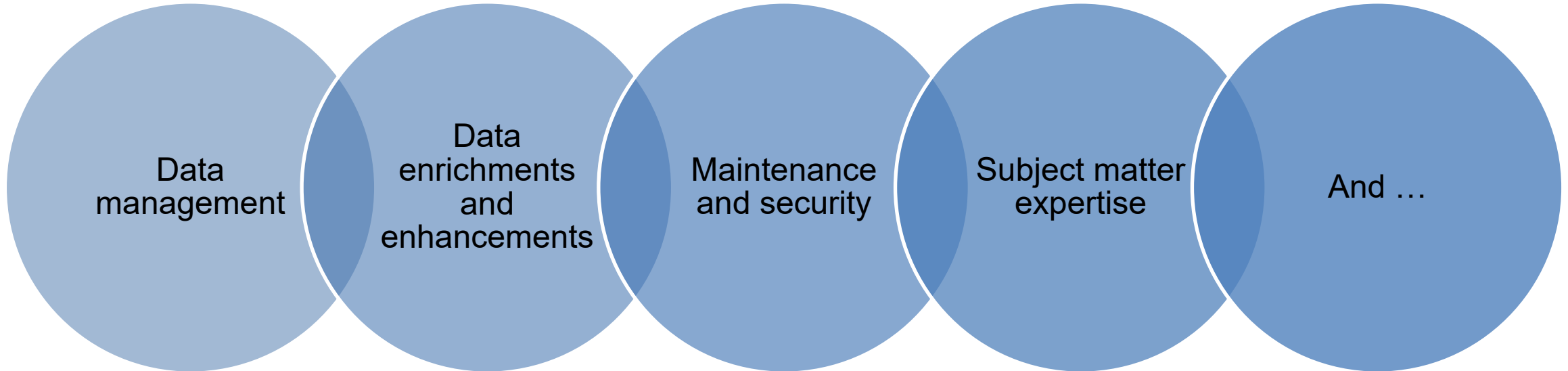
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Buy or Build



Get Data Faster in the Hands of the Decision Makers

“Salient enables healthcare administrators and their provider partners to see themselves from the payor perspective, identify and take action on opportunities to align with program metrics, and thereby maximize their incentive earnings while providing the greatest benefit to their patients.” -John Amisano, CEO Salient Management Company



Thank You

Come See Us at Booth A



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