

Managing Performance Across Payers

Getting Different Populations on the Same Page

October 21, 2020

Agenda

Importance of Data

Contractual Variances

Data Variances

Using the Data

Use Cases



Problem Statement

Many Value-Based
Contracts



More Nuances = Unscalable
to Track Performance

There Are Too Many...

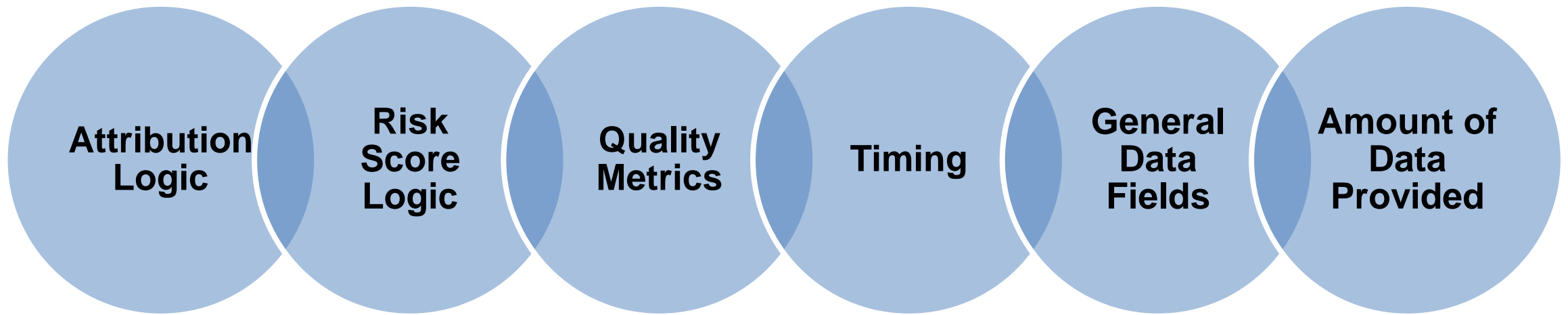
Data Variances

Data Systems

Contractual Variances



Data Variances



Data Systems

**Mass
Consolidations
and
Acquisitions**

**Different
Systems to
Access the
Data**

**Other Data
Sources will be
Accessible via
Other Data
Systems**




The Common Data Sources

CMS Sources

- Assignment and Alignment
- Exclusion Files
- Physician Supplier
- CCLF (Claim and Claim Line Feed)
- QEXPU/MEXPU/AEXPU (Expenditure and Utilization Files)
- Benchmark
- NPPES (National Plan and Provider Enumeration System)
- Chronic Condition Warehouse
- PUF (Public Use Files)
- QPP (Quality Payment Program)
- CMS Compare

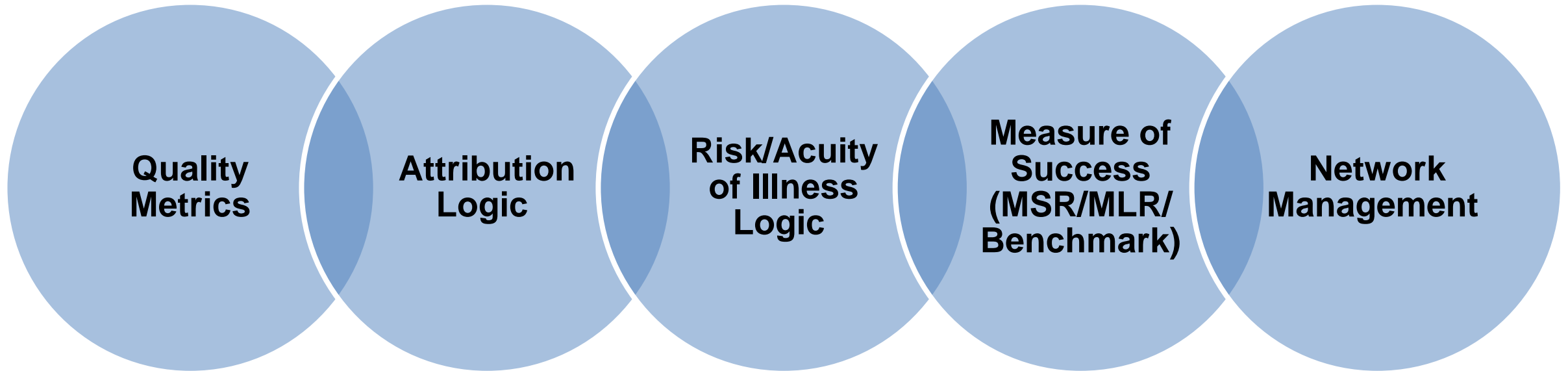
The Common Data Sources Cont'd

Other Sources

- Claims and Attribution Files from Other Payers  Multi-Payer
- EHR/EMR (Electronic Health Record/ Electronic Medical Record)
- HIE/ADT (Health Information Exchange/ Admit/Discharge/Transfer)
- Scheduling
- Care Management
- SDOH (Social Determinants of Health)



Contractual Variances



Solution



To Have a Single System That
Normalizes all the
Data for
Scalability & Efficiency

The Templating Layer

Medicare ACO Data as the Gold Standard = 100%

- *Other payer data = 70-90% of Medicare ACO data + other fields*

Using ACO Schema, We Identify the...

- *Overlapping data fields → Use in same fashion*
- *The missing data fields → Identify if other data fields can bridge the gap **OR** Develop proprietary logic **OR** Leave data out*
- *The new data fields → Identify if there is a need/use case and if so, then incorporate into schema*

The New Payer Becomes a Part of the Overall Schema and Template to be Used for Future Clients

What it Looks Like

All Data in One Location

Can Compare Performance Across Payers

Can Validate Claims Against Static Reports

Can Add New Payers within
8-10 Weeks, Familiar Payers
Within 6 Weeks or Medicare
ACO Within 2 Weeks



A Division of Salient Management Company



Measurements

Finance

- Spend PMPY vs. Benchmark

Risk

- Current Risk Score

Attribution

- Attribution to Organization, Practice, & Provider
- % Continuously Attributed
- % of Benes Seen Per Quarter for PC Services

Quality

- AWV % Complete
- Other Care Gap Closures

Utilization

- % Change Visits Per 1000 (ER, IP, HHA, SNF, Hospice, Obs. Enc., PC)
- % 30-Day, 90-Day, & 180-Day Readmissions
- TCM % Complete

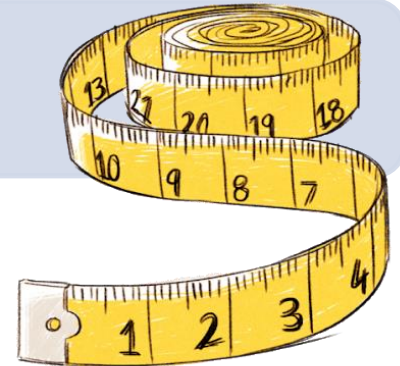
Other Measurement Themes

Network Management

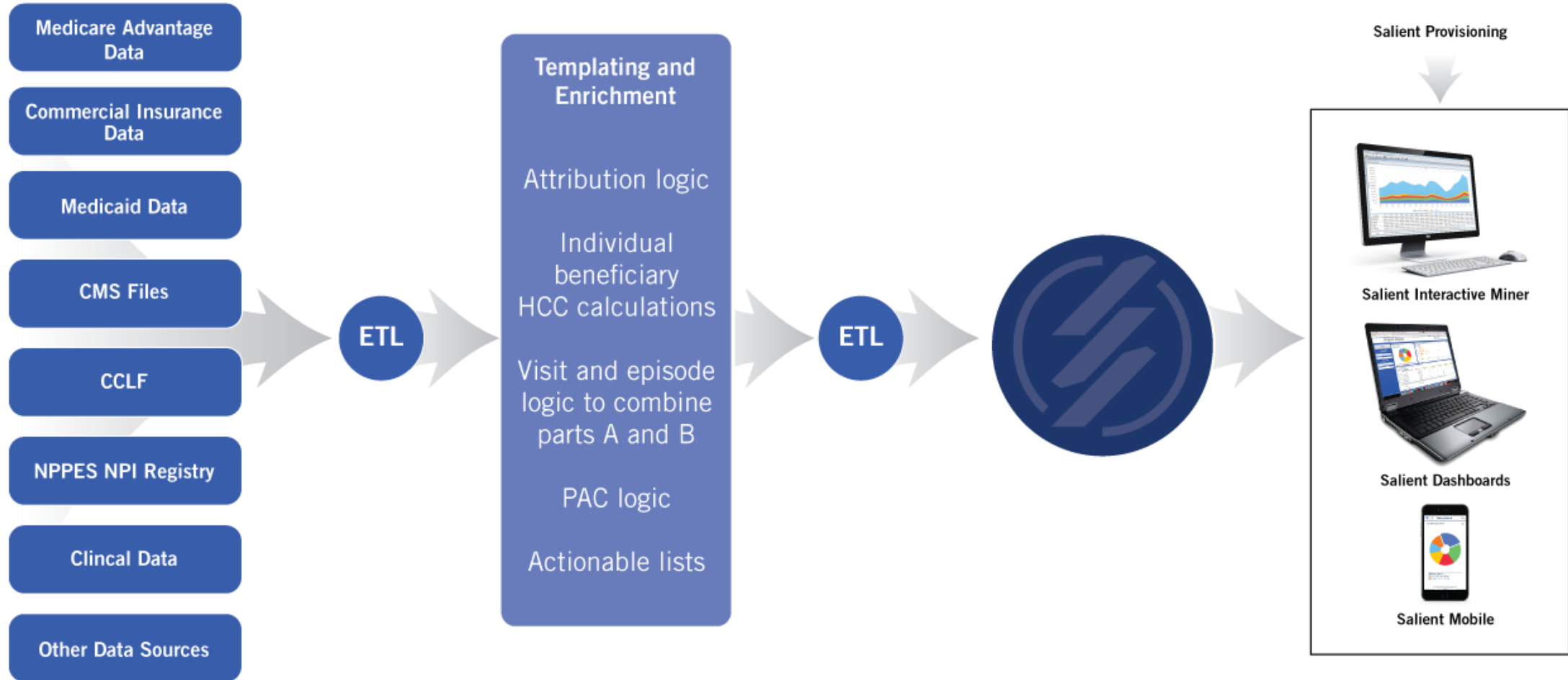
- Referrals
- Leakage

Assignables / Community Population

- Spend and Risk
- Likelihood Logic



Data Flow



An Introduction to Salient Dashboards



Rocky Mountain Accountable Health Network (RMAHN) Real World Examples



Lacey Wattles, RHIT, BSBA-IS
Population Health Informatics Analyst



<https://rmahn.org/>

Rocky Mountain Accountable Health Network (RMAHN) Real World Examples



Rocky Mountain Accountable Health Network

- *Location - Billings, MT*
- *Glide Path - BASIC A*
- *Medicare Beneficiaries - 9,000*
- *Medicare Advantage Beneficiaries - 5,000*



Rocky Mountain
Accountable Health Network

ProHealth Solutions ACO Real World Examples



Dan Bailey
VP, Payer Contracting and Finance



PROHEALTH CARE

<https://www.prohealthcare.org/about-us/prohealth-solutions-aco/>

ProHealth Solutions ACO Real World Examples



“With the addition of the additional payers we now have a view into over 90% of our at-risk Medicare Advantage lives. Previous to the implementation of Salient we were literally flying blind, mainly relying on high level summary performance data provided by CMS and our other contracted payers. The tool now allows us to drill down and identify key drivers of performance and potential areas of opportunity.”



PROHEALTH CARE

Questions & Discussion



Stop By Our ACO Exhibit Hall Virtual Booth



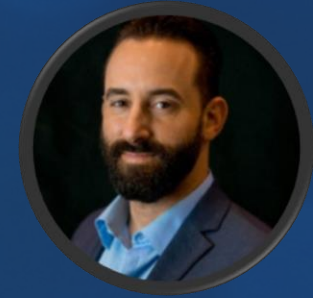
<https://www.acoexhibithall.com/vendor-booth/salient-healthcare/population-health-ii-software-tools-data-analytics/117/>

Thank You



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