



Trella

HEALTH

SMARTER GROWTH.
HEALTHIER OUTCOMES.



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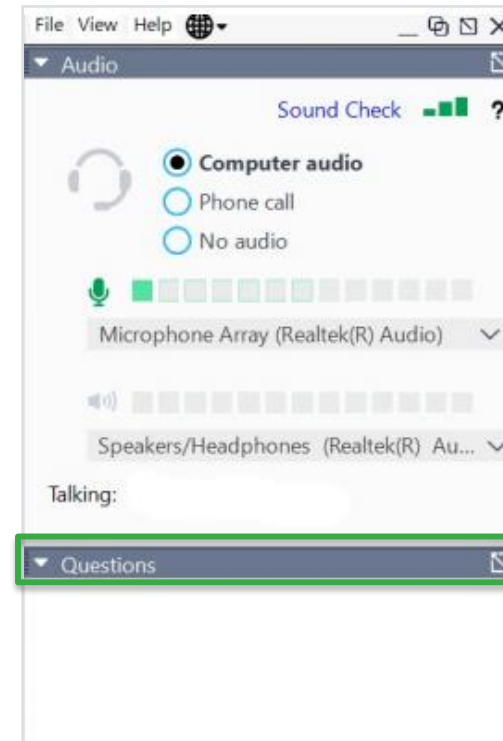
December 9, 2020

Building a Winning Network: Key Insights and Implications for ACOs

SMARTER GROWTH.
HEALTHIER OUTCOMES.

Housekeeping

- Attendees are in listen-only mode
- Use the “Questions” module at the bottom of your control panel to submit a question
- We will walk through discussion items and then open it up to audience submitted questions
- We are recording the session for those unable to attend today



Speakers



Kirsten Reed
Product Marketing Director
Trella Health



Rebecca Molesworth
VP, Product Management
Trella Health



About Trella Health

Performance analytics and market data to support smarter growth and healthier outcomes

MARKET LEADER



7 of the top **10**
largest home health
providers



6 of the top **10**
largest hospice
providers



2 of the top **5**
skilled nursing facility
organizations

10,000+ Users across
~250 customers,
representing more than
1 million Medicare lives

PROPRIETARY DATABASE



100% of Part A
& Part B claims



100% of Medicare
Advantage claims from
CMS with more recent
MA data coming soon



Data updated quarterly
and published prior to
other data sources

1.2 Billion claims
analyzed annually across
more than **62 Million**
Medicare beneficiaries

SUCCESSFUL CUSTOMERS



10% accelerated growth rate
for mid market customers

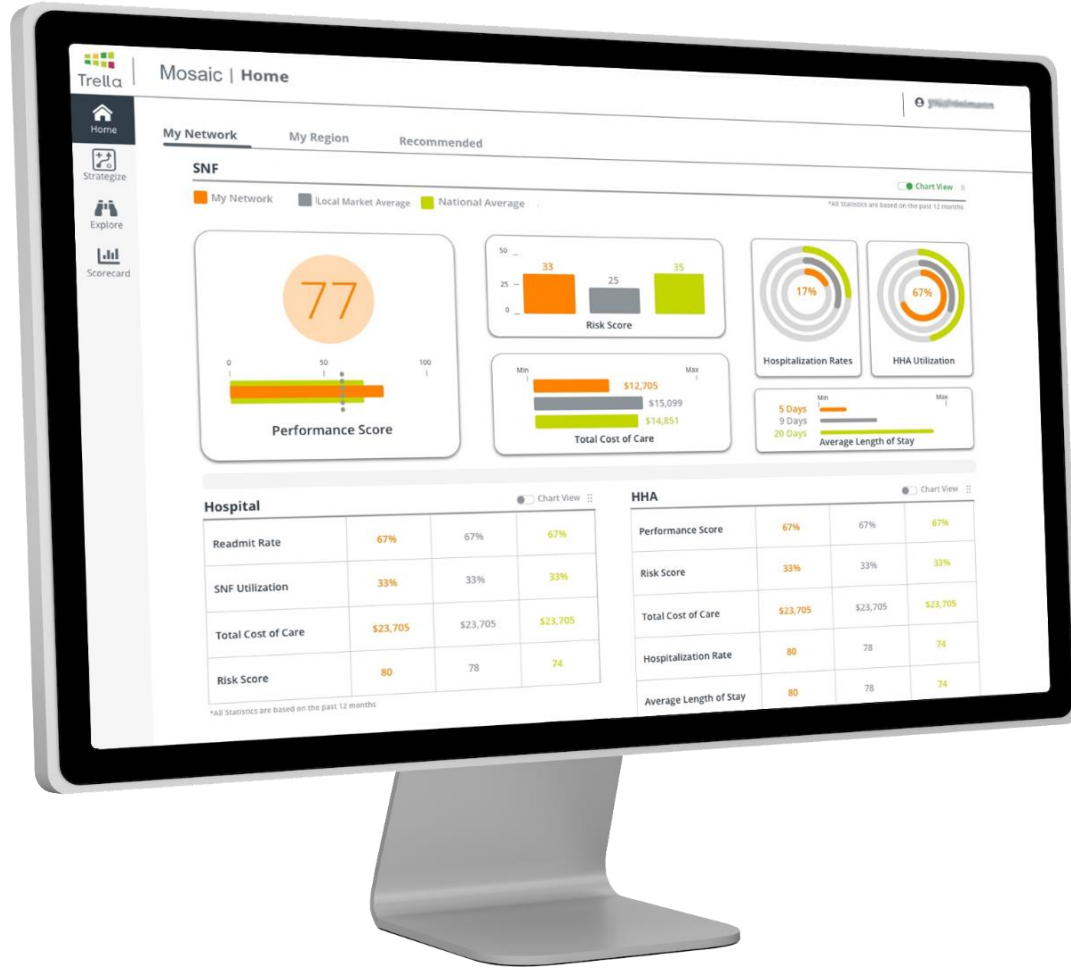


**98% Customer
Net Retention**

Agenda

- Value-based Care Pressures Forcing Focus on Network Growth
- Market Research Goals and Participant Makeup
- Key Findings and Insights
 - Top priorities for ACOs
 - The increasing importance of post-acute care partnerships
 - Tools needed to effectively build and manage a high-performing network
- Questions and Discussion

At Trella Health,
we're focused on helping you
thrive in value-based care.



Performance visibility

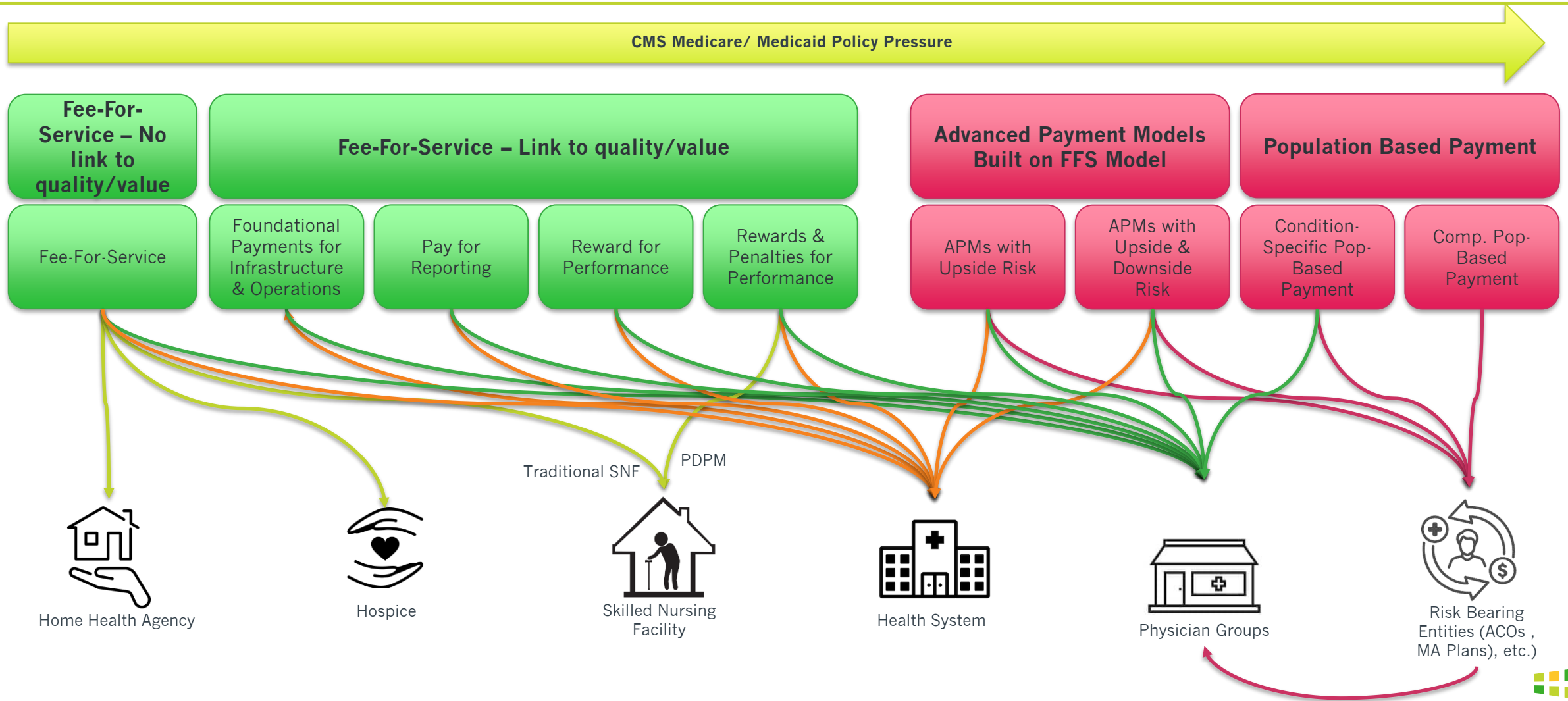


Improved outcomes



Lower costs

Provider Migration to Risk - Driving Holistic Network Development



From the Health Care Payment Learning and Action Network

Building A Quality Network Is Easier Said Than Done

“Quality is difficult for us to evaluate. Being in a competitive market we don’t have a lot at our disposal to remediate these doctors.”

“We have a little bit of a data issue. It’s hard to convince the doctors to perform their job if we can’t share the appropriate data

“Pre-COVID we actually had physician recruiting dinners. I was courting the interested ones as much as I could.”

“We want to evaluate the coding practices of physicians before we engage with them”



“We struggle with getting our providers in line and aligned with our goals”

Market Research Goals and Participant Makeup

- Trella conducted multiple market research projects to better understand:
 - Key performance drivers for ACO leaders
 - How ACOs approach building, managing, and optimizing their networks
 - How comprehensive their networks are
 - What data and tools were most critical to their success
- Nearly 50 ACO leaders participated in a combination of in-depth web-based surveys and phone interviews
- Respondents represented a broad cross-section of organizations based on criteria such as:
 - Payer mix
 - Total assigned beneficiaries
 - Number of ACOs
 - Hospital affiliation
 - Payment models and tracks
 - Experience with taking on risk

Top Priorities for ACOs

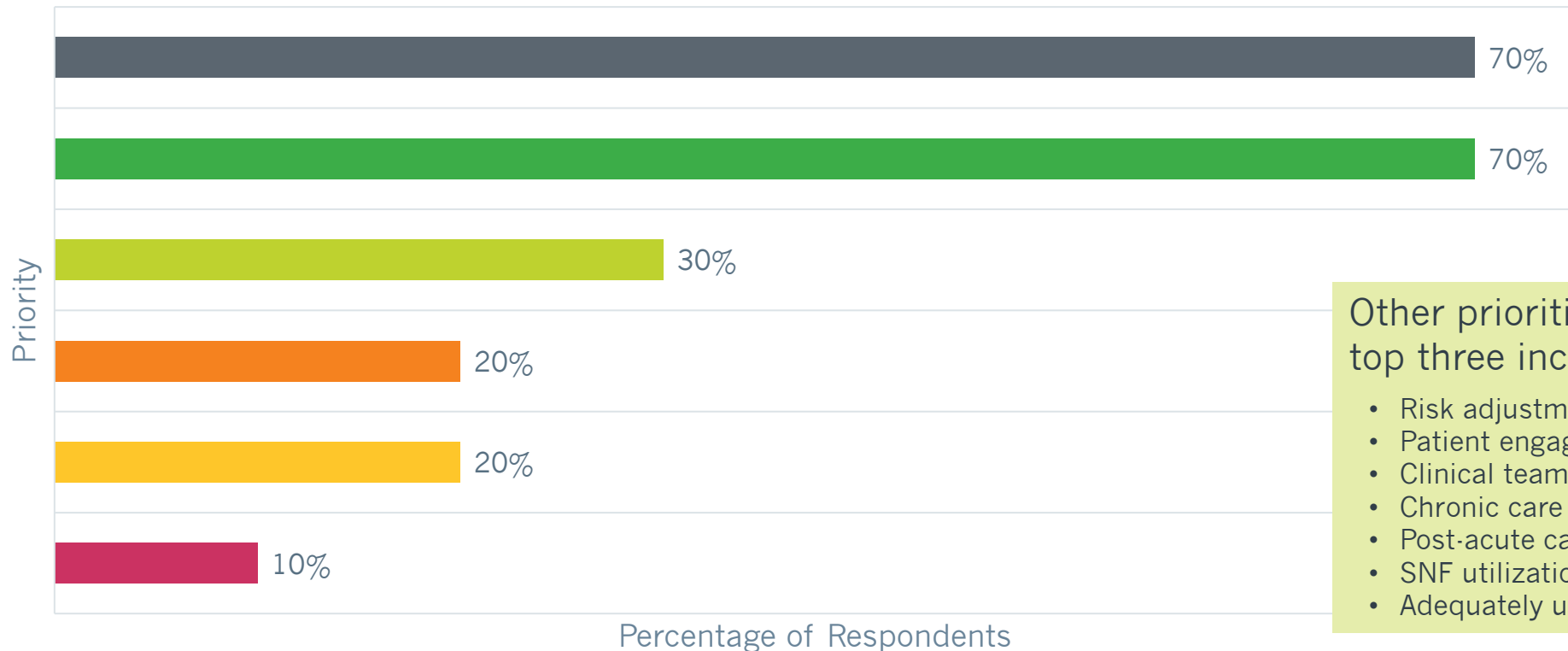


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ACO Priorities

Which of the following fall into your organization's top three priorities for the next 12 months?

- Recruiting high-value physicians
- Developing a preferred provider network
- Controlling total cost of care
- Monitoring ACO targets and contractual requirements
- Improving patient outcomes
- Managing provider performance and quality



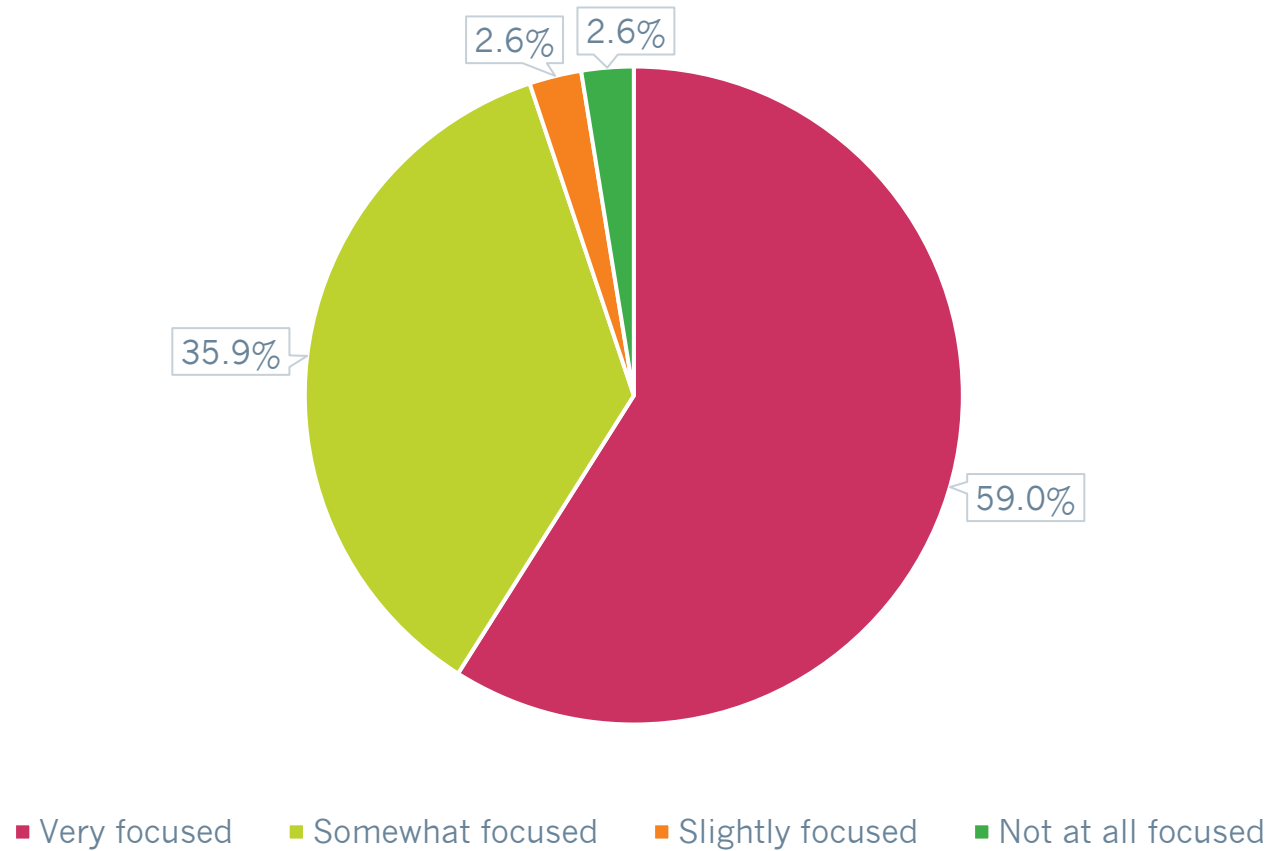
Other priorities listed in the top three included:

- Risk adjustment and high-risk coding
- Patient engagement
- Clinical team education
- Chronic care management
- Post-acute care
- SNF utilization
- Adequately using analytics tools

The increasing importance of post-acute care partnerships

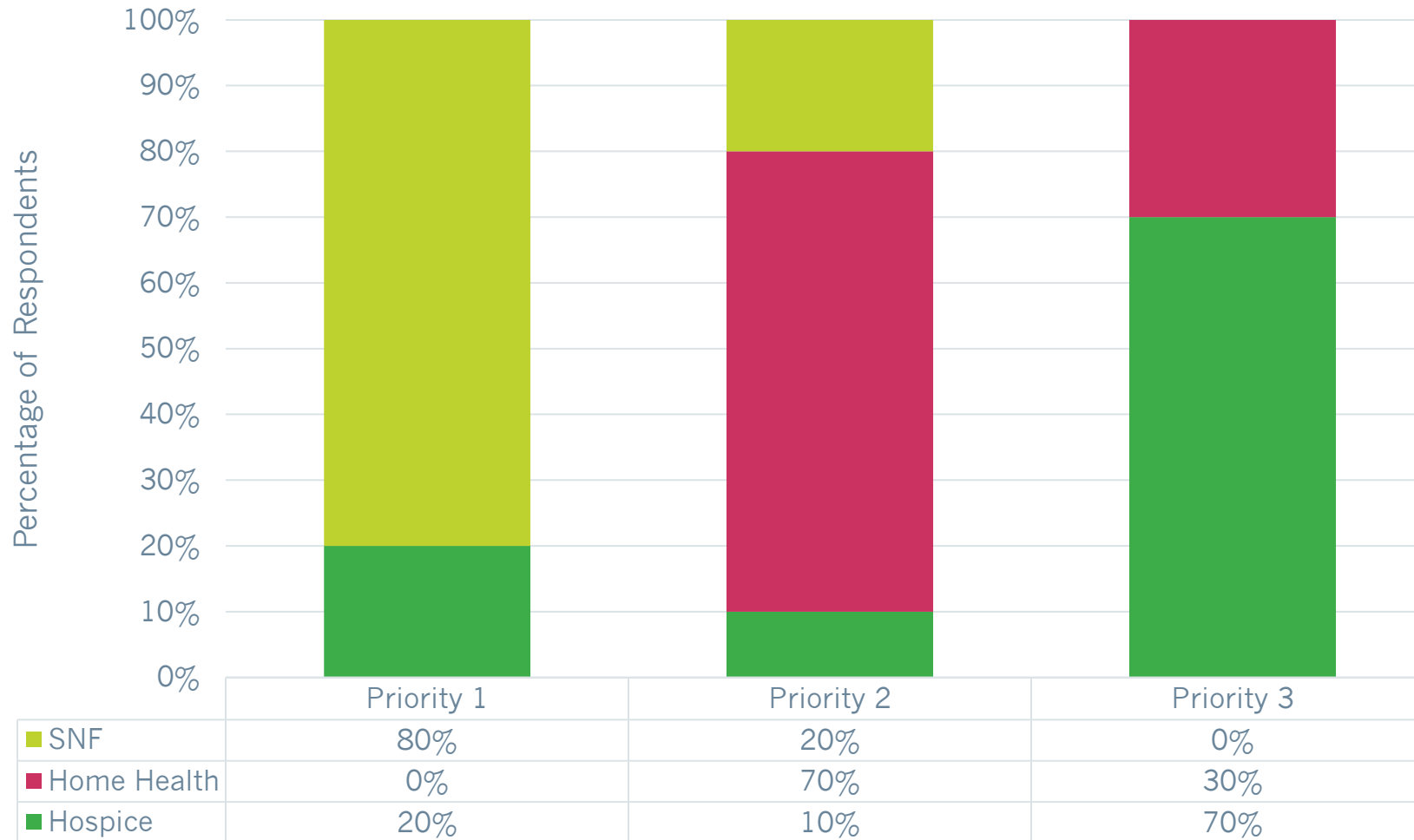
Post-Acute Care as a Focus Area

To what extent is your organization focused on post-acute care?



Post-Acute Care Setting Prioritization

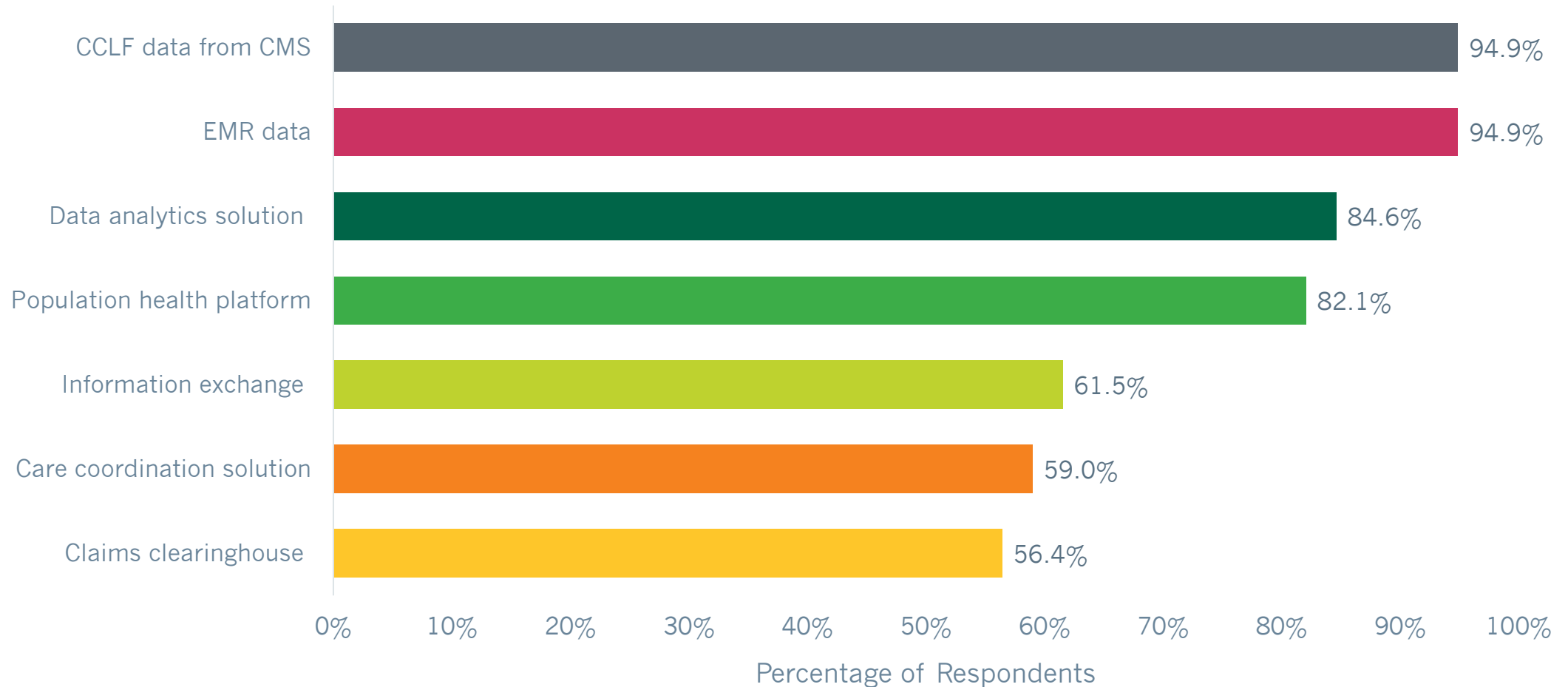
Rank the following post-acute care settings based on priority for your organization



Tools needed to effectively build and manage a high-performing network

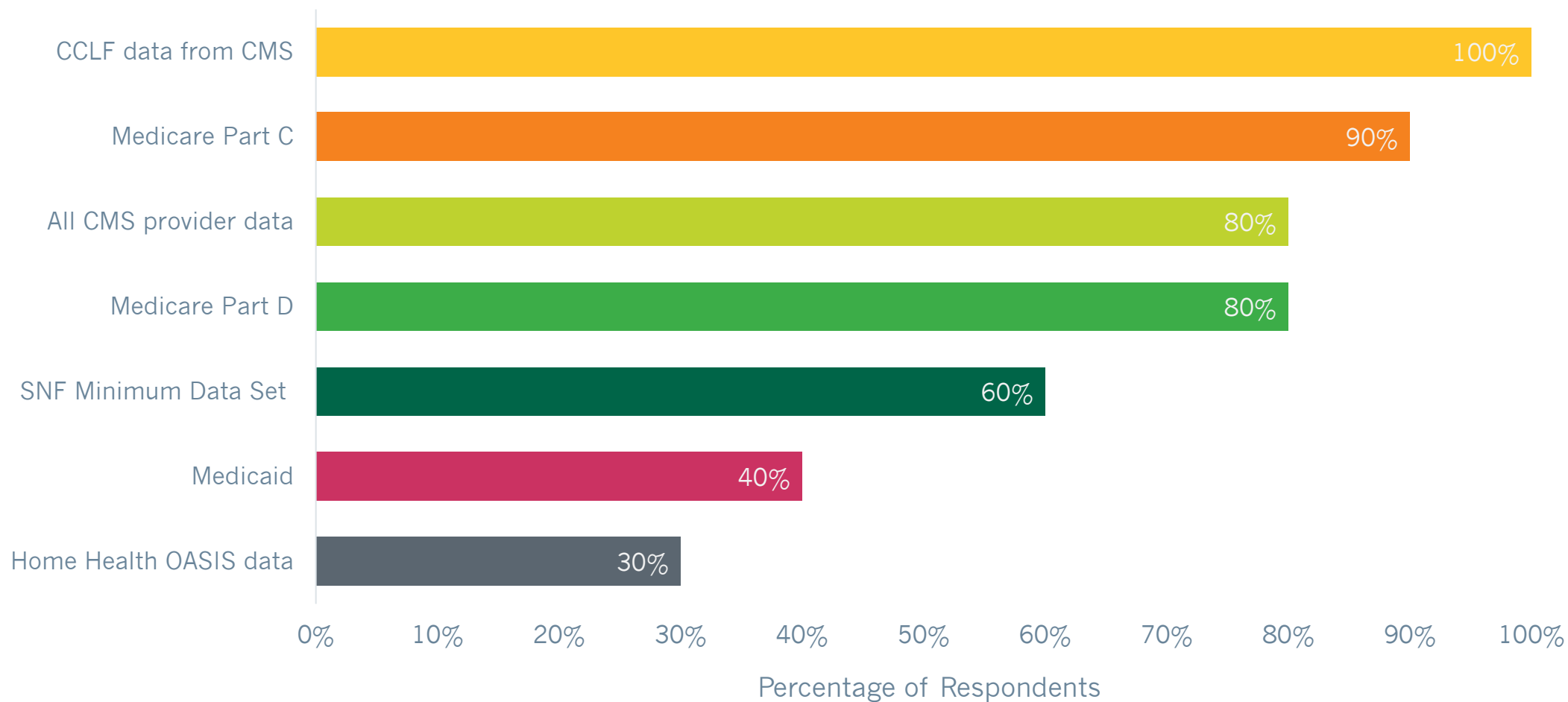
Current Sources and Tools for Network Management

Which of the following sources and tools does your organization use to provide insights into your network?



Preferred Data Sets for Analytics Solution

If evaluating a data analytics vendor, which of the following sources would you look for to be integrated into the solution?



Questions and Discussion



Stop by our ACO Exhibit Hall Virtual Booth

<https://www.acoexhibithall.com/vendor-booth/trella-health/population-health-ii-software-tools-data-analytics/132/>



Thank
You

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