



with



Healthcare's (Not-so) Secret Weapon:

Combining the Power of Advanced
Data Analytics with In-depth Price
Transparency



Meet your Hosts



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Salient Health



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Chief Executive Officer
Revelar Analytics



Poll Question:

What is the most significant barrier to fully leveraging data in healthcare?

- **Lack of interoperability** between systems
- **Limited analytical capabilities** or tools
- **Resistance to change** within organization
- **High costs** of data integration and management

**“Without big data, you are
blind and deaf and in the
middle of a freeway.”
Geoffrey Moore**



Expose
inefficiencies
beyond the
obvious.

Maximize care
delivery beyond
the clinical.

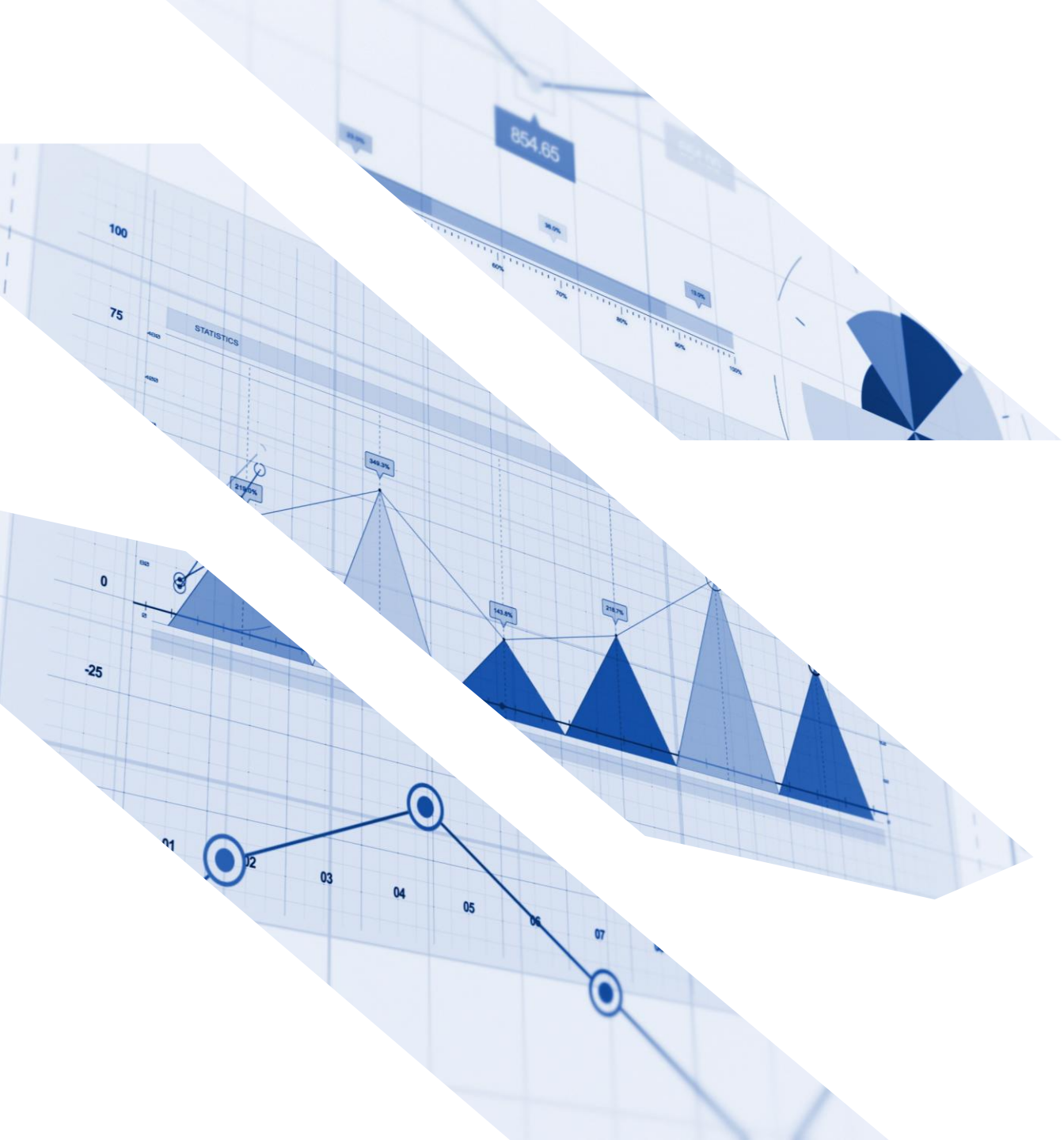
Real-time, **direct access** to contextually relevant information down to the **lowest level of granularity** to inform business decisions.

- Disease Identification & Trending
- Observation Processes
- Chronic Disease Prevalence & Management
- Wellness Initiatives
- Operative Report Efficacy
- Clinical and Pharmaceutical Adherence
- Clinical Documentation Improvement
- Budget Facilitation & Improvement
- Cost and Reimbursement Analysis
- Fraud, Waste and Abuse

Optimizing financial efficiencies in fee-for-service and value-based arrangements

- implement care coordination programs
- leverage technology to design, implement and streamline operational and clinical processes
- manage adherence to preventative measures
- understand cost complexities including reimbursements and payments





Price Transparency

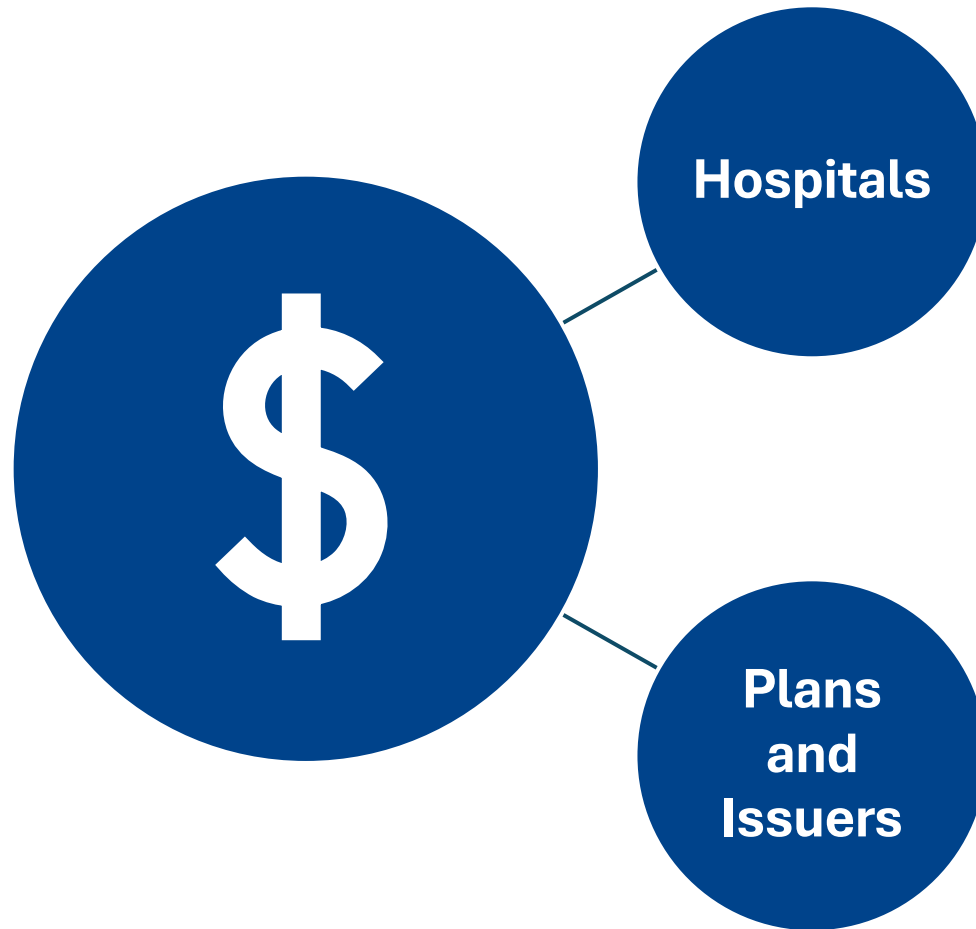
The missing link
to financial
optimization?

Poll Question:

How familiar are you with the concept of price transparency and the new federal regulations?

- **I'm a pro** – I know all about it.
- **Somewhat familiar** – I've read a few articles and/or downloaded a JSON file.
- **Vaguely familiar** – I've heard about it, but don't really know anything beyond the phrase.
- **Not at all** – That's why I'm here. Teach me all about it.

Price Transparency



Starting January 1, 2021, each hospital operating in the United States was required to provide clear, accessible pricing information online about the items and services they provide.

The 'Transparency in Coverage' rules go into effect in stages, with enforcement beginning on July 1, 2022.

How Payers publish price transparency files

- Typically available from payer MRF webpages
- Download the index to find available JavaScript Object Notation (JSON) files
- Expect *many* large files containing just a recent snapshot, or *even more* small files to accomplish the same

Example from CareFirst BCBS

Machine-Readable Files Content for the Transparency in Coverage Final Rule

As required by the Transparency in Coverage Final Rule, plans and issuers are required to publicly display in-network provider negotiated rates, historical out-of-network and allowed amounts through Machine-Readable Files on an internet website. The Departments of Health and Human Services, Labor, and Treasury have delayed enforcement of this Final Rule until July 1, 2022.

In accordance with this mandate, the following files are available for use:

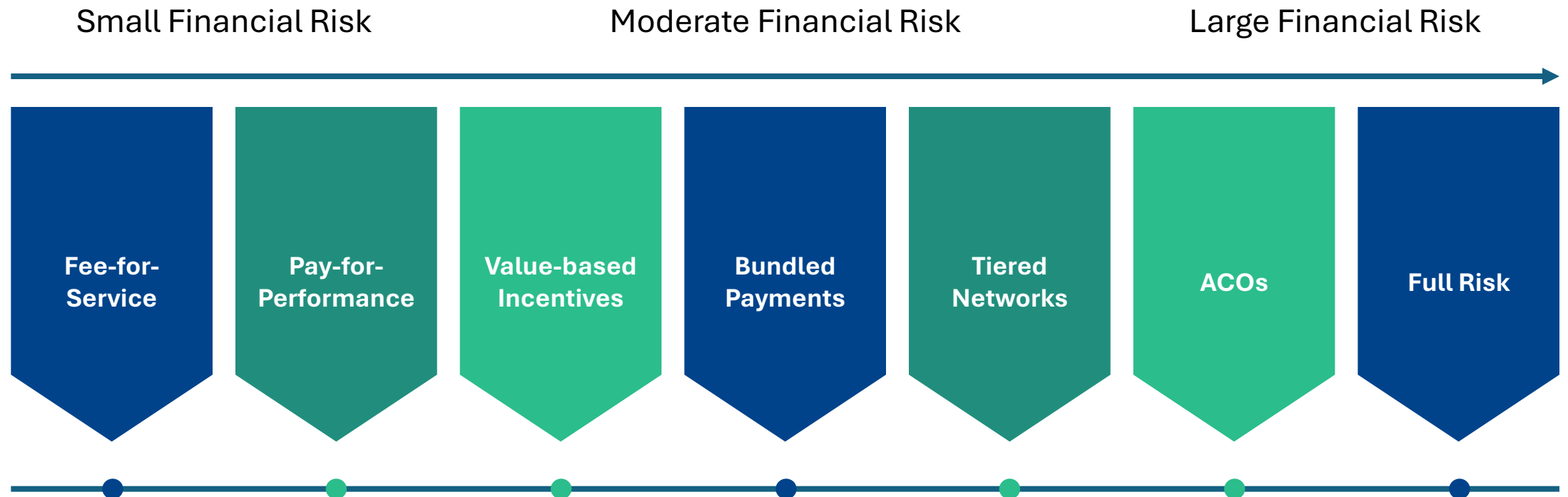
| No. | File Name | Download File |
|-----|---|--------------------------|
| 1 | Table-Of-Content-CareFirst-HMO.json | Download |
| 2 | Table-Of-Content- CareFirst-PPO.json | Download |
| 3 | Table-Of-Content- CareFirst-PAR.json | Download |
| 4 | Table-Of-Content-CFA.json | Download |
| 5 | Table-Of-Content-NCAS.json | Download |
| 6 | Table-Of-Content-Netlease-FlexLink.json | Download |

The output will look something like this...

Example output from JSON files
 Filtered specifically to Pediatric Urologic CPT codes

| reporting_entity_name | reporting_entity_type | last_updated | version | negotiated | name | billing_code | description | billing_class | negotiated_type | negotiated_rate | expiration_date | service_code | npi |
|--------------------------------|-------------------------|--------------|---------|------------|-------|--------------|-------------|---------------------------|-----------------|-----------------|-----------------|--------------|---------------|
| CareFirst BlueCross BlueShield | health insurance issuer | 2020-08-27 | 1.0.0 | ffs | Surge | CPT | 2023 54160 | circumcision neonate | professional | negotiated | 1913 | 9999-12-31 | 22 1932483443 |
| CareFirst BlueCross BlueShield | health insurance issuer | 2020-08-27 | 1.0.0 | ffs | Surge | CPT | 2023 54160 | circumcision neonate | professional | negotiated | 3641 | 9999-12-31 | 22 1548366404 |
| CareFirst BlueCross BlueShield | health insurance issuer | 2020-08-27 | 1.0.0 | ffs | Surge | CPT | 2023 54160 | circumcision neonate | professional | negotiated | 3282 | 9999-12-31 | 22 1417005760 |
| CareFirst BlueCross BlueShield | health insurance issuer | 2020-08-27 | 1.0.0 | ffs | Surge | CPT | 2023 54160 | circumcision neonate | professional | negotiated | 3070 | 9999-12-31 | 22 1245214477 |
| CareFirst BlueCross BlueShield | health insurance issuer | 2020-08-27 | 1.0.0 | ffs | Surge | CPT | 2023 54160 | circumcision neonate | professional | negotiated | 4337 | 9999-12-31 | 22 1942288527 |
| CareFirst BlueCross BlueShield | health insurance issuer | 2020-08-27 | 1.0.0 | ffs | Surge | CPT | 2023 54160 | circumcision neonate | professional | negotiated | 4052 | 9999-12-31 | 22 1922139120 |
| CareFirst BlueCross BlueShield | health insurance issuer | 2020-08-27 | 1.0.0 | ffs | Surge | CPT | 2023 54161 | circumcision age >28 days | professional | negotiated | 1706 | 9999-12-31 | 22 1487730636 |
| CareFirst BlueCross BlueShield | health insurance issuer | 2020-08-27 | 1.0.0 | ffs | Surge | CPT | 2023 54161 | circumcision age >28 days | professional | negotiated | 1823 | 9999-12-31 | 22 1548378235 |
| CareFirst BlueCross BlueShield | health insurance issuer | 2020-08-27 | 1.0.0 | ffs | Surge | CPT | 2023 54161 | circumcision age >28 days | professional | negotiated | 2635 | 9999-12-31 | 22 1790785996 |
| CareFirst BlueCross BlueShield | health insurance issuer | 2020-08-27 | 1.0.0 | ffs | Surge | CPT | 2023 54161 | circumcision age >28 days | professional | negotiated | 1913 | 9999-12-31 | 22 1003398728 |
| CareFirst BlueCross BlueShield | health insurance issuer | 2020-08-27 | 1.0.0 | ffs | Surge | CPT | 2023 54161 | circumcision age >28 days | professional | negotiated | 2366 | 9999-12-31 | 22 1396052221 |
| CareFirst BlueCross BlueShield | health insurance issuer | 2020-08-27 | 1.0.0 | ffs | Surge | CPT | 2023 54161 | circumcision age >28 days | professional | negotiated | 4559 | 9999-12-31 | 22 1366492977 |
| CareFirst BlueCross BlueShield | health insurance issuer | 2020-08-27 | 1.0.0 | ffs | Surge | CPT | 2023 54161 | circumcision age >28 days | professional | negotiated | 3083 | 9999-12-31 | 22 1053363853 |
| CareFirst BlueCross BlueShield | health insurance issuer | 2020-08-27 | 1.0.0 | ffs | Surge | CPT | 2023 54161 | circumcision age >28 days | professional | negotiated | 3282 | 9999-12-31 | 22 1417005760 |
| CareFirst BlueCross BlueShield | health insurance issuer | 2020-08-27 | 1.0.0 | ffs | Surge | CPT | 2023 54161 | circumcision age >28 days | professional | negotiated | 4052 | 9999-12-31 | 22 1760513980 |
| CareFirst BlueCross BlueShield | health insurance issuer | 2020-08-27 | 1.0.0 | ffs | Surge | CPT | 2023 54161 | circumcision age >28 days | professional | negotiated | 2324 | 9999-12-31 | 22 1487740957 |
| CareFirst BlueCross BlueShield | health insurance issuer | 2020-08-27 | 1.0.0 | ffs | Surge | CPT | 2023 54161 | circumcision age >28 days | professional | negotiated | 3070 | 9999-12-31 | 22 1245214477 |
| CareFirst BlueCross BlueShield | health insurance issuer | 2020-08-27 | 1.0.0 | ffs | Surge | CPT | 2023 54161 | circumcision age >28 days | professional | negotiated | 4849 | 9999-12-31 | 22 1912939703 |

Price Transparency and the Risk Continuum: Optimize across Value-based Care Contracts



Uplevel your negotiation power

Providers

- Guidance to help with payer negotiations for payer relations teams
- Benchmark fair market value compensation for improved market positioning
- Develop preferred provider networks for value-based care arrangements

Health Plans

- Benchmark fair market value compensation for plan design
- Optimize network management

Employers

- Guidance on plan selection and cost containment for plan administrators
- Identify benchmarks for direct contracting and self-funded employer agreement

Investors

- Fair market value assessments during merger and acquisition negotiations
- Evaluate new market opportunities

Unlock new
Opportunities
to optimize with data
analytics and price
transparency.

Identify the need

See discrepancies among your data

Understand the effect

Accurately pinpoint the impact of pricing

Drive continual improvement

Know where to focus and what to improve

Get the entire picture

From nuanced to holistic – see it all

Value, up-leveled

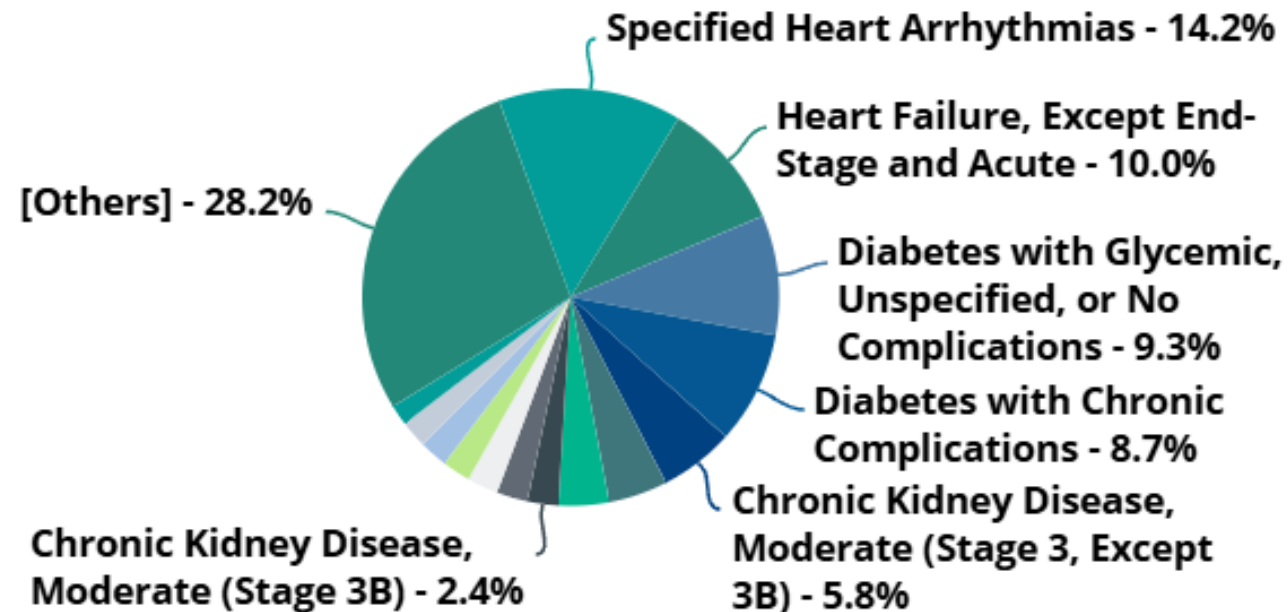


Below shows missed TCM Opportunities and revenue. Performing TCMs are an effective way to reduce unplanned admissions.

$$\begin{array}{r} \text{TCM Opportunities} \\ 4,629 \end{array} \times \begin{array}{r} \text{National Average} \\ \$205.36 \end{array} = \$950,611.44$$

Value, up-leveled

Filter by Chronic Condition





Q&A

Please use the
chat feature to
submit a question.

Visit Our VBCExhibitHall Virtual Booth

Visit now!

The virtual booth for Salient Health is a modern, white and blue digital space. At the top, a large white banner features the Salient Health logo and the text "salienthealth". To the left, a blue button labeled "REQUEST INFO" is visible. The main content area is divided into several sections: a central text block, a data dashboard, a "RESOURCES" podium, and a "SUBJECT MATTER EXPERTISE" panel. The booth is set against a background of a modern building and a cityscape.

HEALTHCARE

REQUEST INFO

Salient Healthcare's Performance Analytics, Quality Measurement & Reporting, and Advanced Care Management empower provider organizations to make the transformation to value-based care.

| | |
|-------------|-------|
| \$11,642.30 | 43.7% |
| 5,988 | 1.33 |

45 DAY FREE TRIAL TRY IT NOW Experience the Salient Healthcare Difference!

RESOURCES

Tiffany Staples
Vice President of Marketing
tstaples@salient.com

SUBJECT MATTER EXPERTISE

SALIENT HEALTHCARE

- Medicare
- Medicare
- Medicaid
- Commercial Payers

BOOTH

VBCExhibitHall.com

MAIN LOBBY

EXHIBIT HALL

EVENTS

EXHIBIT WITH US

BOARD ROOM

LIBRARY



Thank you!

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