

Powering the Future
of Healthcare ▶

 **CitiusTech**

Transparency enabled Health Plan Value Chain

Steps towards becoming an
analytics-driven enterprise



www.citiustech.com

Who we are

As a strategic partner to some of the world's largest healthcare and life sciences organizations, we play a deep and meaningful role in accelerating digital innovation, driving sustainable value and helping improve outcomes across the healthcare ecosystem.

With a 100% focus on healthcare, CitiusTech is well-positioned to empower health plans at every step of their digital transformation journey. We focus exclusively on delivering specialized solutions and services across the healthcare digital value chain – spanning interoperability, data & analytics, digital engineering, provider performance management, and member experience management.

3 out of the 5

national plans are our customers

9 Blue plans

leverage our products and solutions



Price Transparency in Coverage: Opportunities for different stakeholders









What is Price Transparency?

As per CMS Transparency in Coverage Rule, from July 2022, Payers are required to publicly disclose negotiated rates of all services provided by their in-network providers in Machine-Readable Files (MRFs)

Use-case	Payers	Providers	Employers
Cost Reduction	Renegotiate contracts, referential pricing & savings from high-value services	Contracts with competitive pricing, value-based & outcome-based contracts	Financial incentives to move employees towards low-cost and high-quality care
Network Optimization	Adjust networks to ensure adequate member coverage and reasonable access	Focus on quality and cost profiles for VBC and/or care management programs	Identify networks that best meet the health needs of employee population
Steerage	Member incentives for effective and optimized utilization	Rewarded with a influx of patients by focusing on high-quality, outcome-centric care	Encouraging employees to select high-quality care options at low-cost providers

Transparency comes with its own challenges

While most payers intend to capitalize on publicly exposed information & have a competitive edge in the market, there are several concerns to be aware of

-   **Enormous volume of data** is now available in the market, but is not easily interpretable or consumer-friendly on its own without a super-computer
-   **Data accessibility is a challenge** because payers have followed different approaches to publish their machine-readable files
-   **Data inconsistencies** from CMS mandated formats, mismatches and outdated numbers are at large making it difficult to analyze and extract a larger picture
-   **MRF data in silo is insufficient** unless combined with provider demographics, taxonomy related information to derive meaningful insights

CitiusTech Price Transparency Solution

RealSight - End-to-end Data & Analytics Offering for Healthcare Price Transparency

1 Regulatory Compliance

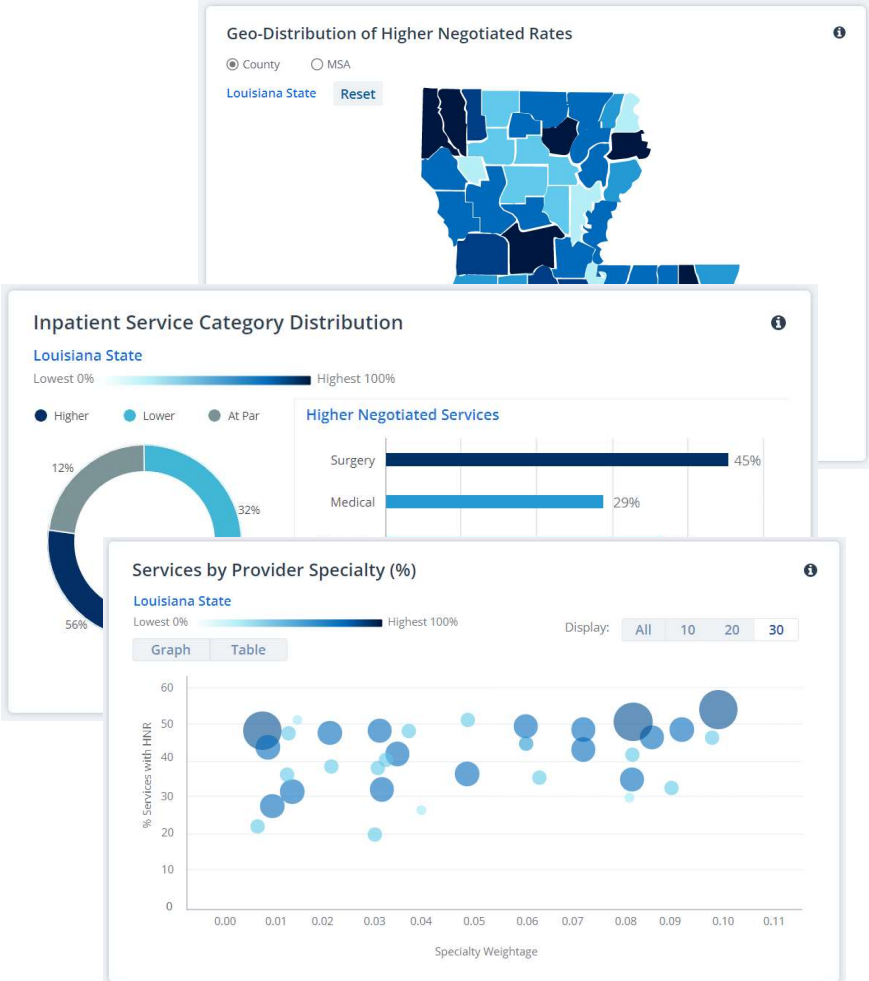
- MRFs generation of In-Network Negotiated Rates as per CMS rule

2 RealSight – Data Solutions

- Enriched Data as a Service
- Bring your own data
- Benchmark Reports

3 RealSight - Analytics Solutions

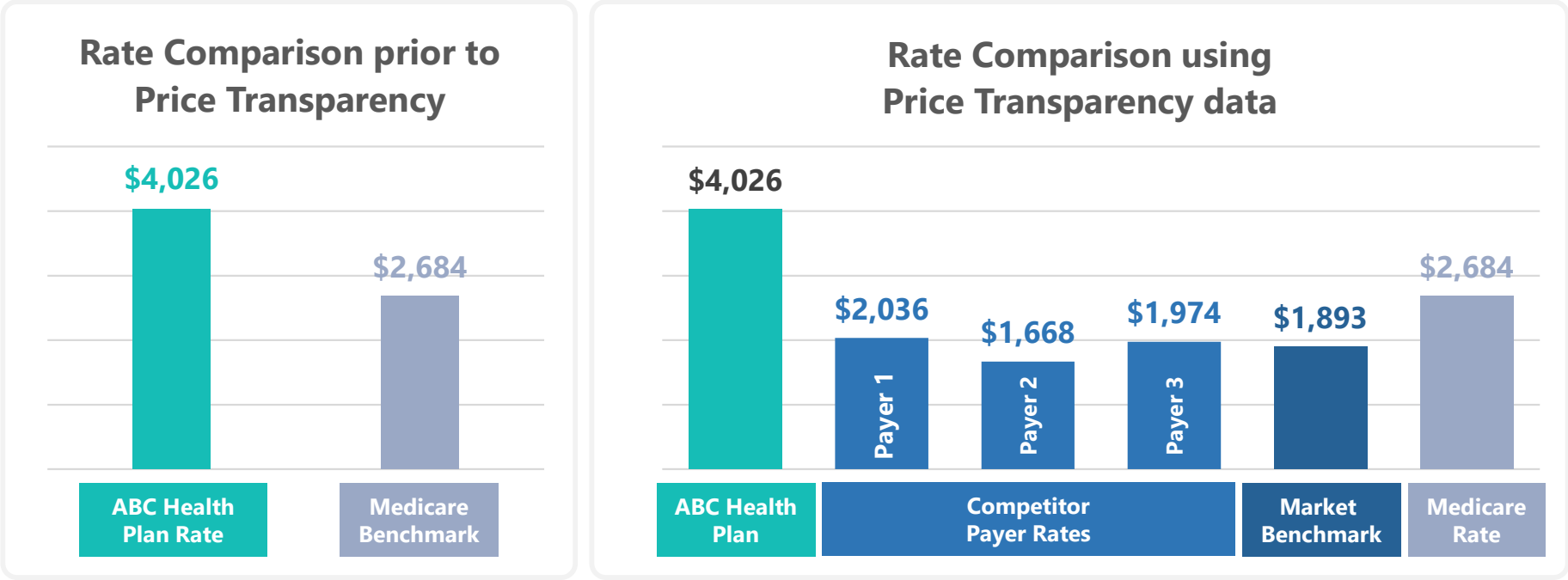
- Packaged Analytics Library
- Analytics as a Service
- Data Quality Scorecard



Insights for Payer Operations (Illustrative)

Using the power of publicly available data, enhance payer operations with additional insights for better decision making

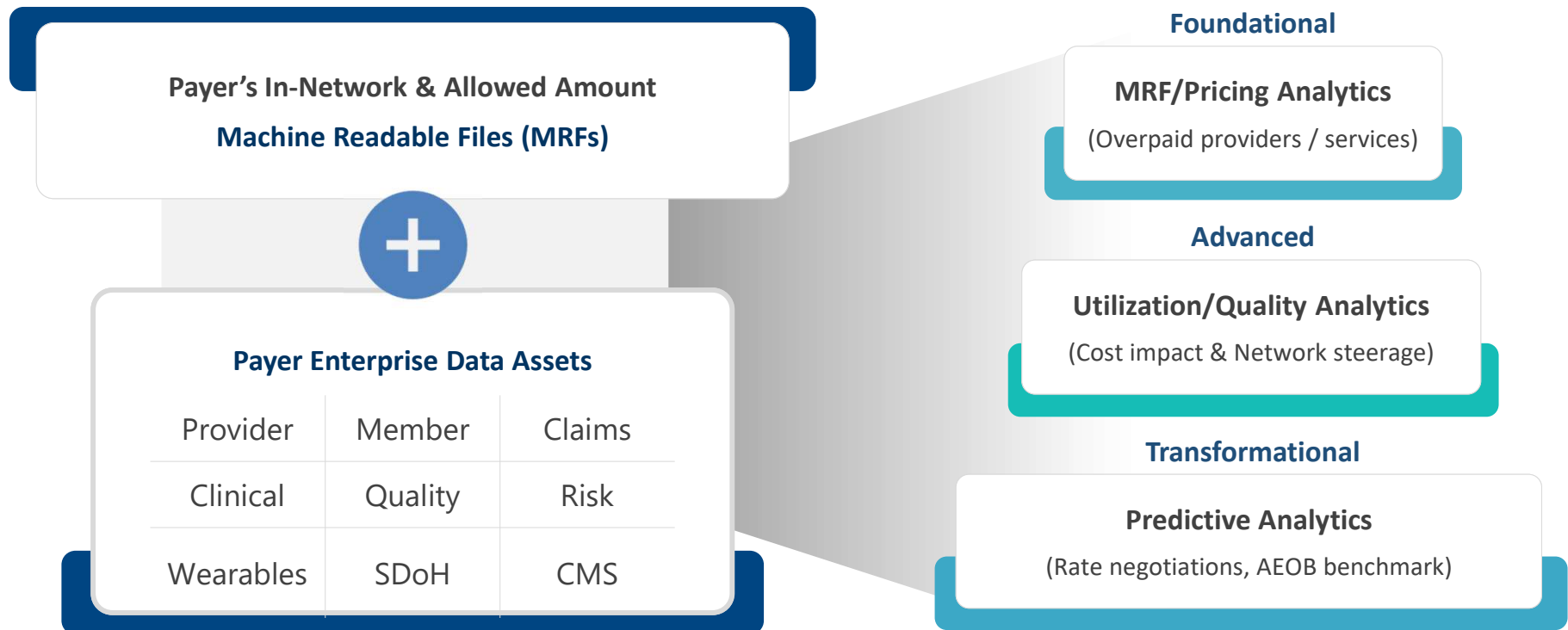
Example: For rate negotiation for a particular service code like CPT 29827 (*Arthroscopy, Shoulder, Surgical; with Rotator Cuff Repair*), Network Manager of ABC Health Plan can not only use Medicare Rate, but also leverage the publicly available information to compare with Market Benchmark



*Pricing data used above is for illustrative purposes only

Unlock the true potential of Price Transparency

Starting with MRF data, health plans and health systems stand at a junction to innovate and monetize using the power of healthcare datasets for various operations



Success Stories: Value-driven Engagements with Leading Health Plans



Leading Payer Cost Mgmt. Solution Org.

- **SaaS-based MRF Engine solution** to generate INN MRF files
- **Data transformation** from client contracts & rate data to CMS-required data standards
- **Monthly MRF file generation** to reduce client operational overhead



Leading Blue Plan in the Mid-west

- **MRF engine implementation for INN and OON** provider rates for generating monthly MRF files
- Transformation of source data from **Facets to CMS required format**
- Files generation for **5700 providers**



Leading Blue Plan in the Great Lakes

- **MRF engine implementation** for INN and OON provider rates for generating monthly MRF files at the network level
- Transforming source data from Facets to CMS required JSON format
- **Catered and published over 3000+** provider contracts

About CitiusTech

With 7,500+ healthcare technology professionals worldwide, CitiusTech helps leading healthcare and life sciences organizations reinvent themselves by accelerating digital innovation, leveraging next-gen technologies, and driving data convergence across the healthcare ecosystem.

We provide strategic consulting, digital engineering, data, analytics & AI, specialized platforms, and end-to-end solutions to over 130 organizations across the payer, provider, MedTech, and life sciences industries. Our key focus areas include healthcare interoperability data management, quality performance analytics, value-based care, omnichannel member experience, connected health, virtual care delivery, real-world data solutions, clinical development, personalized medicine, and population health management.

Our cutting-edge technology expertise, deep healthcare domain expertise, and a strong focus on digital transformation enable healthcare and life sciences organizations to deliver better outcomes, accelerate growth, drive efficiencies, and ultimately make a meaningful impact to patients.

100%
healthcare focus

130+
healthcare clients

4.5/5
client satisfaction score

\$420M
worldwide revenue

Powering the future of healthcare ►



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