

Value-Based Care

Empowering better healthcare with contextualized insights

Milliman
MedInsight

Agenda

- Welcome and introductions
- Why value-based care requires contextualized insights
- MedInsight overview
- Value-based Care (VBC) Platform
- Your partner for VBC success

Why value-based care requires contextualized insights

Market forces pushing for risk

Large percentage of revenue will be tied to value-based care



Movement to alternative payment models (APMs) is accelerating

CMS expects all traditional Medicare beneficiaries to be treated by a provider in value-based care model by 2030¹



Industry tipping point

In 2021, 35% of MA and 24% of Medicare FFS spending were in APM models²



Aggressive APM goals set by payers²

- 83% of payers believe APM activity will increase in the future; 0% believe it will decrease
- 96% of payers agree or strongly agree that APM adoption will result in better quality of care and improved care coordination

CMS goal: 100% of Traditional Medicare Beneficiaries in an accountable care relationship by 2030

Significant challenges as VBC progresses

Getting information at the right time, in the right way with context



- **Partners:** Payers of all kinds are pushing for value-based care due to its potential to impact outcomes, satisfaction, and overall healthcare costs
- **Data:** VBC data is fragmented and complex, taking up significant time and resources to process and maintain
- **Analytics:** Manual processes and siloed technology limit the ability to focus on strategic initiatives and derive meaningful insights
- **Requirements:** Program requirements continue to push the benchmarks towards optimization, making targets more difficult to hit, and challenging ACOs to understand and address the ‘why’ behind cost and utilization drivers
- **Competition:** Operational effectiveness and differentiation is needed to stay ahead

Missed opportunities to deliver affordable, high-quality care

Optimal clinical, financial, and network outcomes depend on trusted data

- Staff are spending 80% or more on getting data into a workable format¹
- Limited resources dedicated to data analysis
- Inexperienced in risk adjustment and healthcare groupers
- ACOs relying on electronic medical record (EMR) system analytics modules and/or Microsoft Excel and business intelligence (BI) software, may face challenges

“Almost all Epic respondents use another solution to complement their use of Healthy Planet.”²

¹ What Data Scientists Really Do, According to 35 Data Scientists (hbr.org)

² Value-Based Care Reimbursement 2022, KLAS



Data-driven decision making is essential for success

Key analytic capabilities for value-based care organizations



Financial analysis

- Analyze risk contract terms
- Understand areas of reduced revenue due to converting services from FFS to risk financials
- Set budgets & targets for savings
- Monitor progress



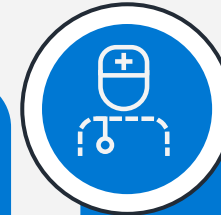
Right-size utilization

- Convert financial budgets & savings targets to utilization rates & unit cost requirements
- Identify areas of excess utilization & cost
- Develop targeted interventions to drive savings



Manage patients

- Stratify & risk patients for targeted outreach by care coordinators
- Identify and close quality and risk coding gaps



Physician engagement

- Measure and report physician partner performance
- Evaluate the broader network of physician partners and non-partners

What we heard from you



Data management and aggregation – Intake and normalization of claims and clinical data for organizational and population analysis



Service line analysis & benchmarking – Identifying inefficiencies and cost savings opportunities



Provider Productivity – Robust analytics to drive provider profiling for cost and efficiency of services



Enhanced Analytics – Flexibility around different ways to access insights and segment the population you serve for deeper analysis

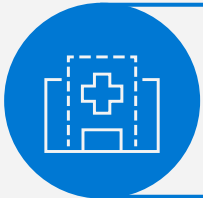
What we heard from you Cont'd...



Population health analytics – Analyze populations for disease and risk management



Quality and evidence-based measurement – Report on the quality of care being provided and alignment to individual measures across populations



Value-based care – Report on the quality of care in alignment with value-based care contracting

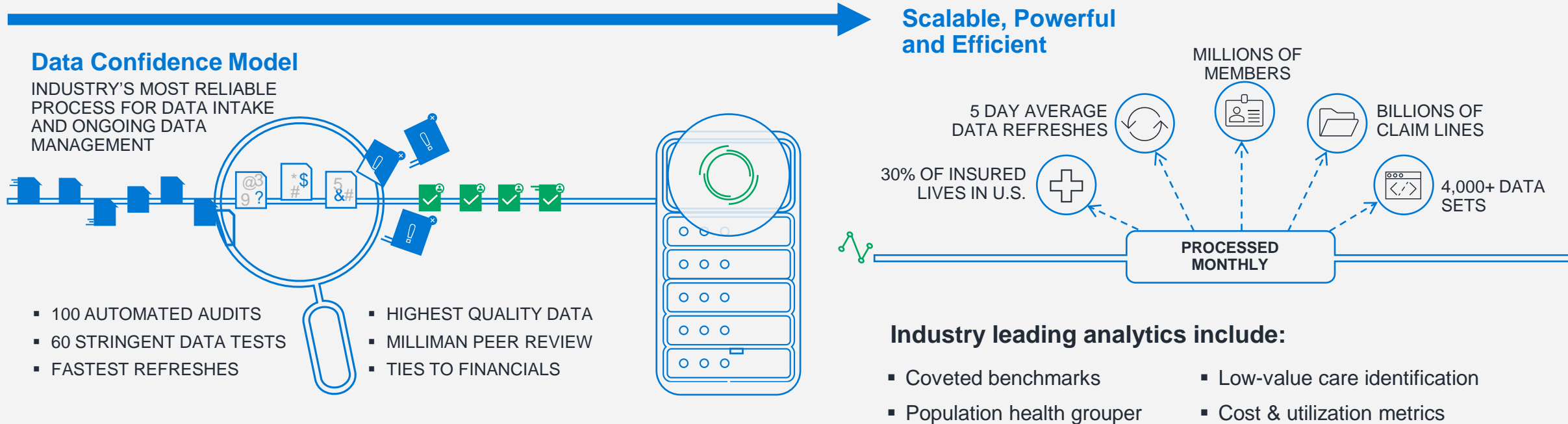


Risk management – Understand risk scoring at the individual and population level

MedInsight overview

Accurate and reliable data insights to drive better outcomes

Putting data quality first



Industry-recognized partner

On-time implementations, product flexibility and flexible contracting

Some of our clients



Ranked #1 in Payer Quality Analytics

Best In KLAS Software & Service Awards (2019- 2023)

Customer Value

98% customer retention rate

300+ clients, including 20% of the ACO market

Strategic Alliances

Epic: integration with Epic's new Value-Based Performance Management module

Microsoft : Azure cloud and Databricks technology

Transforming data into a strategic asset for value-based care

Enterprise analytics at the core of data-driven decision making



APPLICATIONS

Reporting

- Custom and role-specific dashboards
- Prescriptive reports library
- Ad-hoc query & reporting capabilities

ANALYTICS

Analytics

- Predictive and actionable advanced analytic groupers & methodologies

WAREHOUSE

Warehousing

- Flexible & dynamic data warehousing

DATA

Core Data Model

- Data aggregation & integration
- Industry-leading MedInsight Data Confidence Model™
- Scalable, powerful, & efficient

Innovative products and applications within an intelligent platform



Provider (VBC)

MedInsight Platform

Market-Specific



Payer

Data Products



Data as a Service

- Claims Intelligence
- Market Intelligence



Analytical Insights

- Enriched with MedInsight IP
- Benchmark Intelligence

Analytic Products

Performance Benchmarking Suite	Claim Service Categories
	Cost & Utilization Benchmarks
	Provider Efficiency
Risk Adjustment Suite	Risk Score Optimizer
	HCC Service Categories
	MARA
Clinical Suite	Waste Calculator
	Care Guidelines Benchmarks
	Chronic Conditions

Applications



Services



Analytics Consulting

- Center of Excellence
- Custom research
- Staff augmentation



Training & Certification

- Training & Learning Platform
- MedInsight certification
- Healthcare analytics training



Tech Strategy Consulting

- Digital transformation
- Data Science



Outcomes Packages

- Performance benchmarks
- Risk adjustment
- Low-value care

Our platform delivers value across every segment

Nearly **300** healthcare organizations use MedInsight products and services, helping **160M+** Americans get access to affordable, quality healthcare.

120+

Providers/ACOs*
representing
10M+ covered lives

20

Governmental organizations
representing
43M+ covered lives

90+

Payers**
representing
100M+ covered lives

25

Employers
representing
14M+ covered lives

“Getting data normalization supplies us with the cleanest data, which has been a huge benefit and relief. We haven’t found anyone else that can do it. We need the benchmarking and all, but everything else is just icing on the cake.”

Healthcare Provider

*10 of the top-rated U.S. health systems

** 9 of the top 10 U.S. payers

Value-Based Care Platform

Value-Based Care (VBC) platform and analytics

MedInsight's Approach

- MedInsight brings more than just analytics to the table - its 75 years of consulting experience from Milliman provides invaluable insight to help ACOs navigate their journey to value-based care.
- The MedInsight VBC Platform is already being employed by over 20% of the nation's at-risk provider organizations, including Epic's Healthy Planet.
- Industry-leading solutions are designed to help ACOs accelerate their VBC strategy and enable speed to value
- We offer unsurpassed analytic technology, benchmarks and expertise to streamline processes and improve care delivery at scale

MedInsight VBC Platform



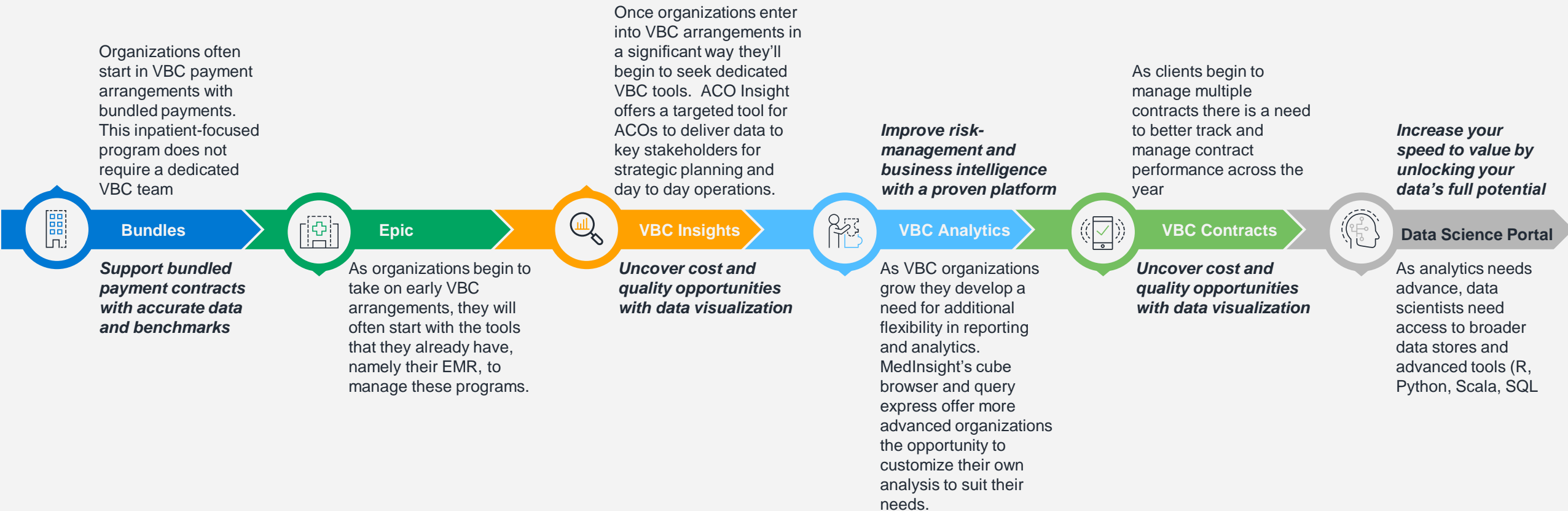
MedInsight VBC Platform

Combining data confidence with prescriptive insights and best-in-class analytics to drive actionable results

	MedInsight Offering	Objective
Core Platform	VBC Insights	<ul style="list-style-type: none"> • Rapid data delivery to key stakeholders for strategic planning and day-to-day operations • Comprehensive reports derived from monthly feed and Claim and Claims Line Feed (CCLF) data • Leverages Milliman-developed benchmarks for 80+ service categories, including post-acute services by diagnosis-related group (DRG)
	VBC Analytics	<ul style="list-style-type: none"> • Customizable analysis options with MedInsight's Cube Browser and Query Express for advanced organizations • Facilitates seamless information flow across multiple use cases, enabling enhanced cost savings identification • Ability to drill down from high-level gaps to benchmarks for in-depth analysis
Applications	VBC Contracts	<ul style="list-style-type: none"> • Offers ACOs, health systems, and IPAs a comprehensive overview of their financial performance across various types of VBP agreements • Empowers users to accurately model the potential success of each contract, establish individual targets, and track progress over time using interactive dashboards
	Data Science Portal (AI)	<ul style="list-style-type: none"> • Reduces data preparation time and facilitates advanced modeling and analysis on the cloud • Grants data scientists with convenient access to MedInsight data and pre-packaged models • Enhances ACOs' ability to efficiently develop artificial intelligence/machine learning (AI/ML) models, unlocking the full value of their data
	Bundles	<ul style="list-style-type: none"> • Provides essential insights for efficient management of bundled payment models implemented by the Center for Medicare and Medicaid Innovation (CMMI), such as BPCI, CJR, BPCI Advanced, and EOM

Guiding each step on the path to value-based care

The MedInsight Value-Based Care (VBC) Platform



A new paradigm in value-based care reporting

Advancing analytics to increase stakeholder trust and alignment



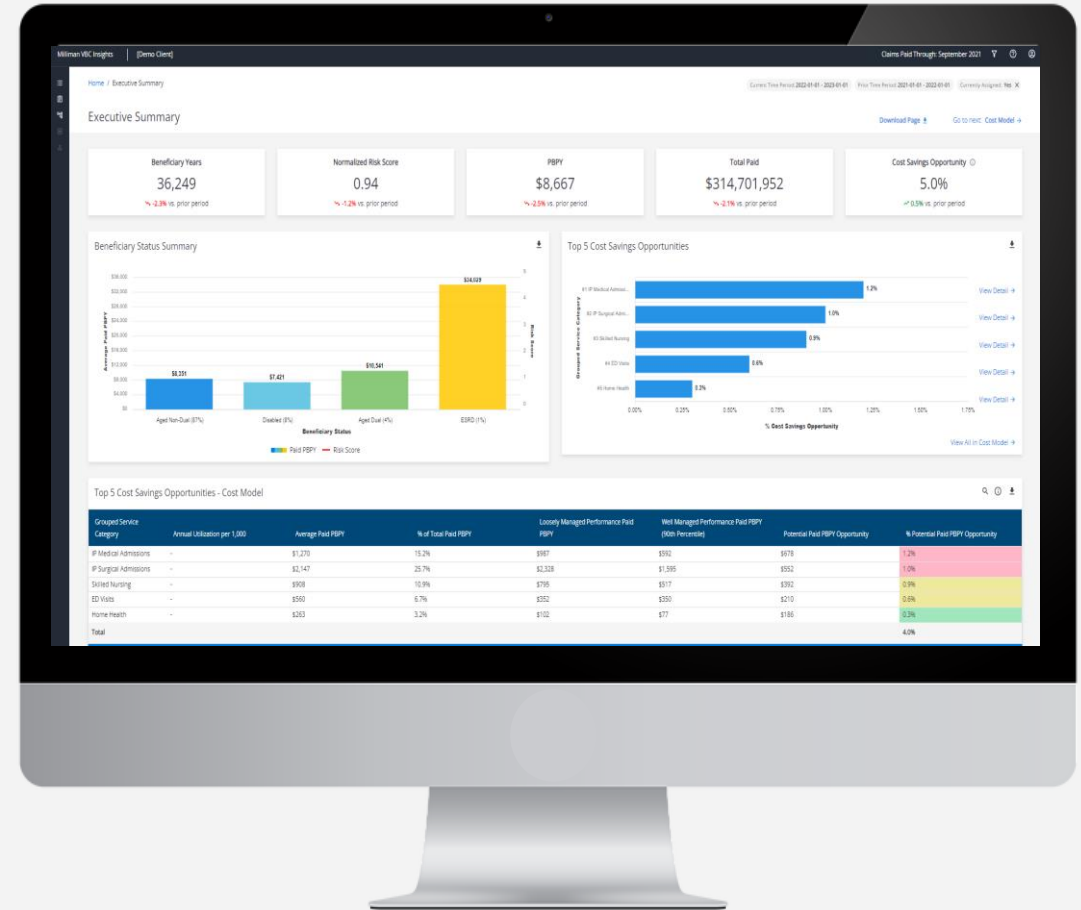
VBC-ready platform

Advancing analytics to increase stakeholder trust and alignment

For many organizations, the journey to value-based care is unique. For some, taking risk is new, while others find it difficult to make the most of their data.

How the MedInsight Value-Based Care (VBC) Platform can support your needs:

- Serves as a **reliable data engine** that helps your clinical, business, and compensation models to work together effectively in the value-based care system
- Offers more **efficient, integrated solutions** to tackle business issues and ensure that all departments have access to accurate analysis and a single source of truth
- Delivers **actionable data and insights** to move patients through the system and drive organizational performance objectives



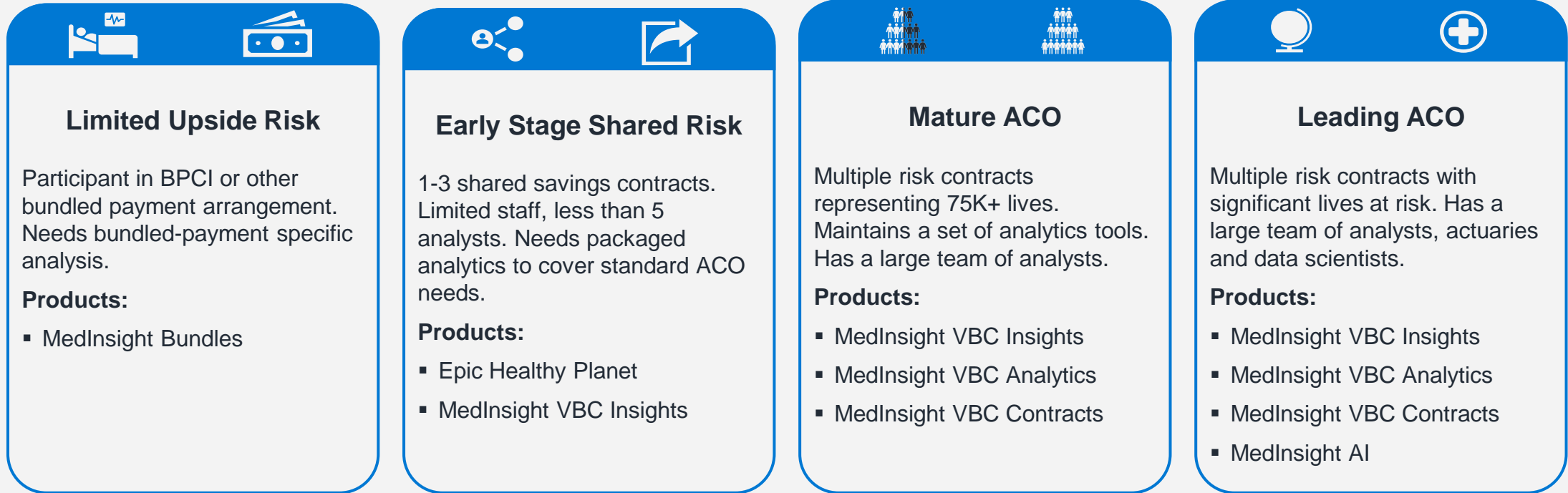
Value-based care is a team effort

How business users can leverage the VBC Platform to make more informed decisions to support new payment models

Data User	Goal(s)	Needs(s)	Solution(s)
Information Consumers Medical Director, Director of Network, PAC Director, Pharmacist, Analyst, etc.	Leverage intuitive tools for alternative payment models, referral management, and transitions of care	<ul style="list-style-type: none"> Visual, easy-to-consume, tailored use cases Dynamic applications with data stories built by Milliman SMEs 	<ul style="list-style-type: none"> MedInsight VBC Insights
Pop Health & Care Managers Clinicians, Care Managers, Patient Outreach specialists, Provider Transformation Team	Engage patients and providers through messaging, data, and workflow applications	<ul style="list-style-type: none"> A complete set of relevant information aggregated in one place Action items pushed through EMR 	<ul style="list-style-type: none"> MedInsight VBC Insights Care mgmt. vendor (Epic, Arcadia, etc.)
Data Analysts Data Analyst, Financial Analyst, Medical Economics Analyst	Identify opportunities for clinical and financial improvement	<ul style="list-style-type: none"> Flexible, intuitive, and easy-to-learn tools for exploring data quickly and broadly SQL, BI tools 	<ul style="list-style-type: none"> MedInsight VBC Platform (Insights + Analytics) MedInsight VBC Contracts MedInsight Bundles
Data Scientists Data Scientist, Data Engineer, Healthcare Data Analyst	Analyze operational and clinical data	<ul style="list-style-type: none"> Diverse options for engaging with data R, Python, Scala, SQL 	<ul style="list-style-type: none"> MedInsight VBC Platform (Insights + Analytics) Data Science Portal/AI

A stepping stone for value-based care success

MedInsight VBC grows as provider risk increases



Leading financial risk management analytic system (MI)

More robust opportunity analysis

Better at care gaps and integration into care management

Better integration with leading EHR

Integration with provider clinical pathways and protocols

MedInsight Value Based Care Offerings

Insights

- Cost and value opportunity analyses
- Total cost and utilization analyses/management
- Leakage analysis and management
- Post acute care
- Benchmark comparison for all LOBs
- HCC and MARA Risk scoring
- Care management
- Chronic condition management
- Population and cohort management
- Hundreds of pre-calculated measures
- Attribution



Analytics

- Total cost and utilization analyses/management
- Benchmark comparison for all LOBs
- EBMs and Care Gap outreach (supplemented) open claims and EHR
- HCC and MARA Risk scoring
- Integration of claims and EHR
- Care & chronic condition management
- Hundreds of pre-calculated measures
- Social determinants of health
- Unit price relative values and proxy pricing
- Suspect diagnosis identification
- Full ad hoc analyses and report writing
- Population and cohort management
- Analytic Training and Certification Program
- Episodes, IBNP, Attribution
- Health Waste Calculator



Data Science Portal

- Use of advanced analytics tools (R, Python, Scala, SQL)
- Data formatted for AI model development and learning
- Access to MedInsight proprietary data
- Integration of claims and EHR
- Full clinical record access
- Unit price relative values and pricing
- Price transparency
- Full ad hoc analyses and report writing
- HCC and MARA Risk scoring
- Episodes, IBNP, Proxy Pricing, Attribution
- Health Waste Calculator



Contracts

- Benchmark comparison for all LOBs
- Contract management and intelligence
- IBNP
- Consulting support
- Payment and settlement



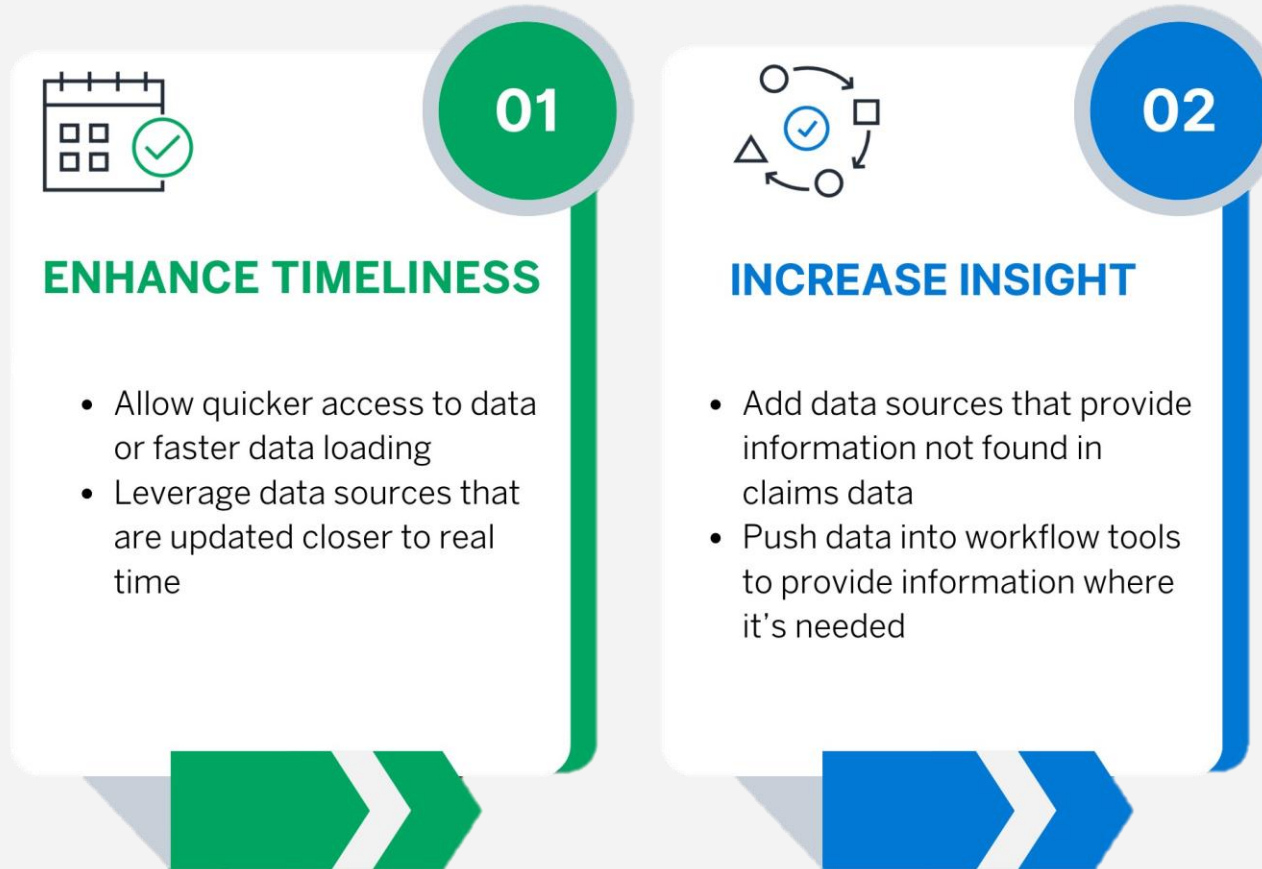
Bundles

- Bundle Payments
- Cost and value opportunity analyses
- Post acute care
- Benchmark comparison for all LOBs
- Contract management and intelligence
- Consulting
- Payment and settlement



How MedInsight leverages clinical data

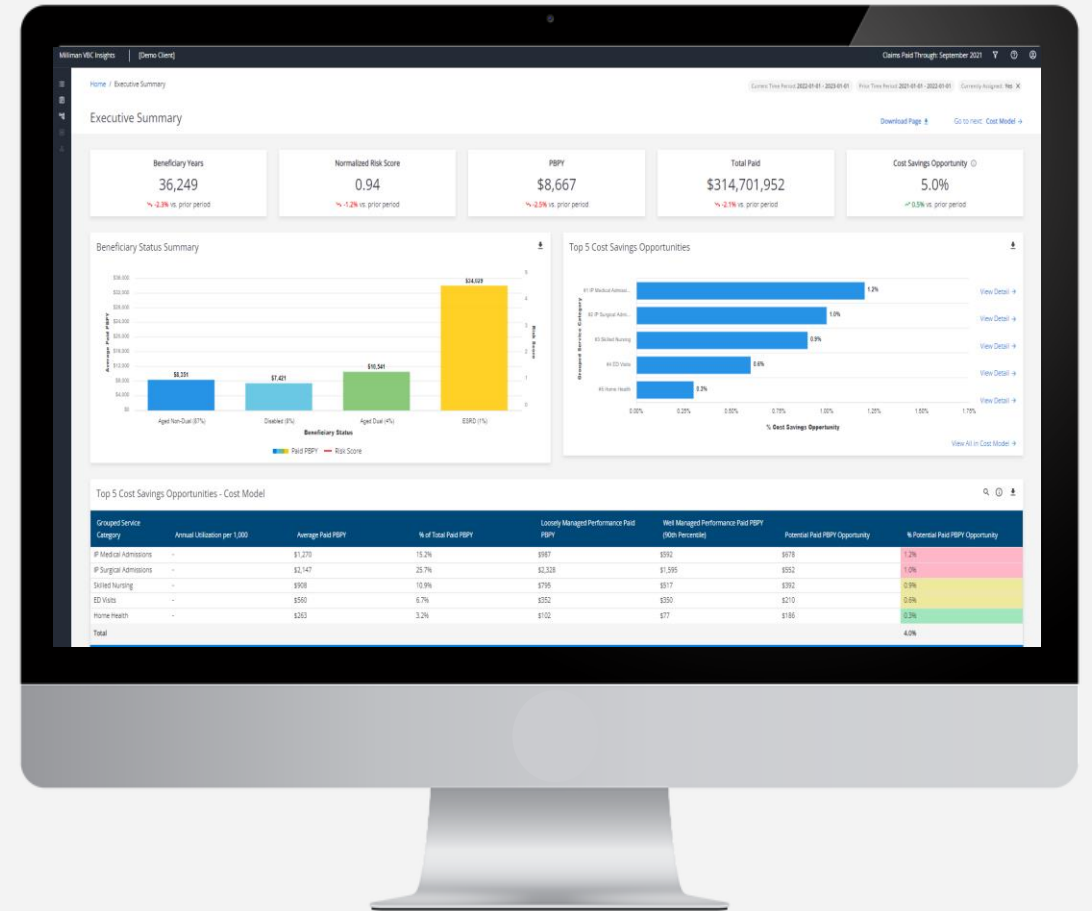
Use Cases for EHR Integration



Your partner for VBC success

Why partner with us

- **Eliminate the need for multiple systems** across the enterprise and streamline workflows
- **Make ROI more attainable** with increased visibility into opportunities to reduce costs, improve member health
- **Enable confident decision making** with industry leading data management analytics supported by Milliman
- **Decrease time and resources** by utilizing pre-built reporting and relational models
- **Create efficiency and relational data model cohesion** by consolidating standalone groupers (HCG Groupers, Benchmarks, GRVUs, MARA, CCHGs, and 3rd party groupers) onto one Analytic Platform
- **Focus on actual data analysis** and innovation vs. data cleansing



VBC Stages

Which stage of growth and development are you in?

Analytics complexity increases with contract size

STAGE 1

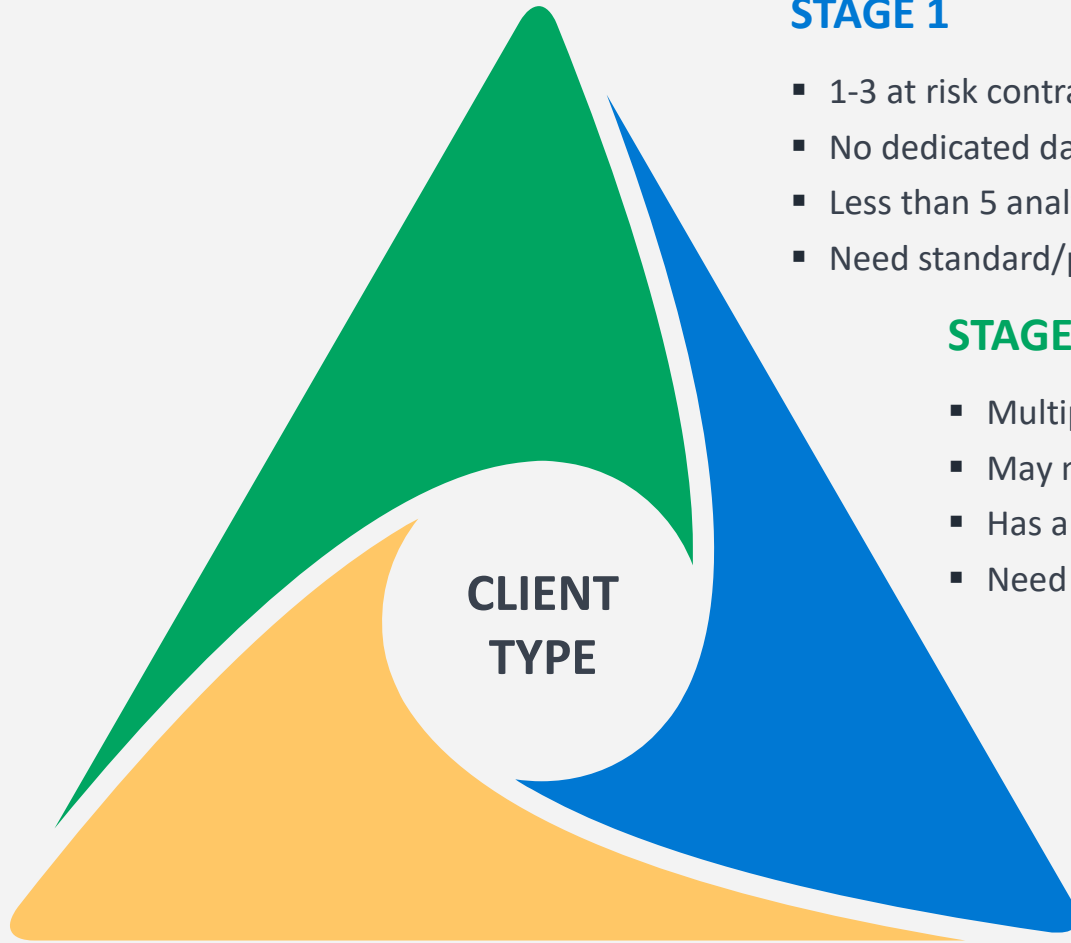
- 1-3 at risk contracts
- No dedicated data warehouse
- Less than 5 analysts on staff; no specialized analyst resources
- Need standard/packaged analytics to cover a broad terrain of analytics

STAGE 2

- Multiple risk contracts representing 75K+ lives
- May maintain a dedicated VBC data warehouse and tools for analysis.
- Has a larger team of analysts 5-10
- Need an enterprise system including analytics capability, e-learning, etc.

STAGE 3

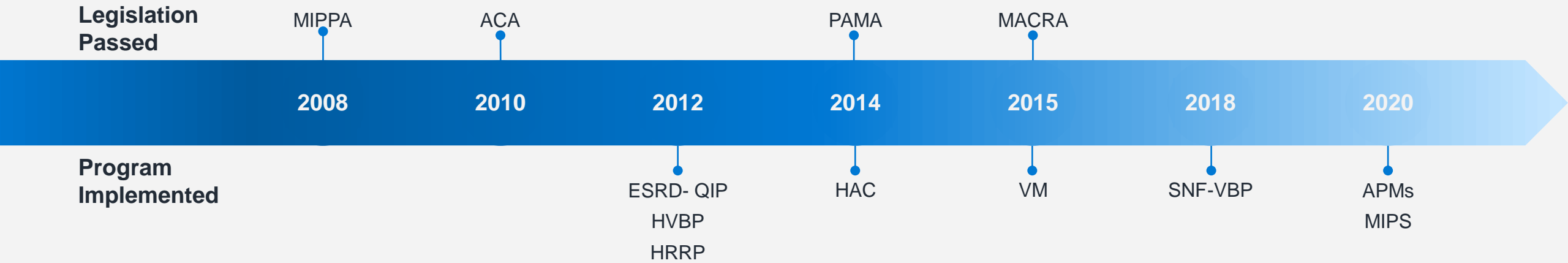
- Maintains a broad data warehouse and tools for analysis including data aggregation and cleaning
- Has a large team of analysts, actuaries and data scientists.
- Interested in conducting their own research; requiring access to raw data.
- Need to support data consumers, data analysts and data scientists



Appendix

Value-Based Care is here to stay

Value-Based Care (VBC) supports the Quadruple Aim of improving care for each person, optimizing population health, reducing healthcare expenditure, and boosting caregiver satisfaction.



CMS goal: 100% of Traditional Medicare Beneficiaries in an accountable care relationship by 2030