How Population Advyzer helped three health plans achieve significant ROI in risk adjustment

Population Advyzer was employed to improve the efficiency of three health plans' risk adjustment programs while helping them reach or surpass previous years' results. While each plan faced unique market dynamics, geographic considerations, and provider affiliations, Population Advyzer proved effective in every case.

Challenge

Health plans today want greater internal control of their Affordable Care Act (ACA) and Medicare Advantage (MA) risk adjustment programs and increased visibility into the risk adjustment process. No longer content to rely on broad-brush chart reviews, provider engagement, and in-home assessments, health plans instead want greater accuracy, efficiency, and transparency in how members are selected and which interventions are deployed.

Solution: Population Advyzer

Population Advyzer, a risk adjustment (RA) solution from Blue Health Intelligence® (BHI®), follows a playbook built on best practices and informed by the right analytics. It offers plans greater control over their RA programs, providing invaluable insight into their programs' effectiveness with improved accuracy, efficiency, and transparency in how members are selected and which interventions are deployed.

Plan leaders can view results at the ACO, health system, provider group, or individual provider levels. Goal-driven dashboards track program metrics and measure results on a continuous basis, helping to pinpoint the most efficient and effective actions that health plans and their partners should take. With Population Advyzer, health plans can leverage a customer-controlled solution that supports key in-house and outsourced RA functions. Having complete visibility into key program metrics and reports helps plans set and manage their program goals.

Three health plans' results

Population Advyzer was employed by three health plans to help improve their risk score accuracy and ensure reimbursement reflected the actual risks within their ACA and MA populations. Using the advanced analytics, predictive models, machine learning, and clinical logic within Population Advyzer, plans were able to uncover the most impactful opportunities to resolve coding discrepancies, close care gaps, and maximize ROI.

A mid-sized regional health plan achieves a 12:1 ROI
Historically, this plan had invested significant resources into risk adjustment, casting a wide net in its chart reviews and using multiple vendors to perform both in- and out-of-area reviews. Plan leaders sought a way to reduce RA program costs while maximizing their results. Letting Population Advyzer's analytics inform its intervention strategy, the plan executed a well-thought-out, multifaceted approach that ultimately led to a twelve-fold return on investment for medical record reviews alone, and a six-fold overall return, including vendor and internal staffing costs.

A smaller regional health plan achieves a 3:1 ROI
A small nonprofit plan with a large share of the state's ACA population took a conservative approach to risk adjustment, with one in-house coder and a limited budget. To ensure the greatest return, this plan needed to identify members that were the best candidates for outreach, education and improvement support so they could allocate their efforts and resources more efficiently.

ABOUT POPULATION ADVYZER

A complete analytics program
Integrates essential methodologies into a transparent, multidimensional data model

Advanced gap identification models
Captures more hard-to-detect understated risk using advanced analytics and machine learning models

Provider-centric insights
Flags providers who may be candidates for outreach, education, and improvement support

Intervention-targeting intelligence
Informs the right audience at the right time about when to and when not to intervene

Flexible integration
Seamlessly integrates various data sources and delivery methods, such as EMR and direct data exchange

The plan focused first on its large, high-impact provider affiliations, which included the largest health system in its market. Because members typically stayed within the single system for all their medical needs, this approach eliminated the need for multiple chart reviews. Further, the plan's relationship allowed it to access the system's EHR system, a less costly and burdensome approach than conducting manual chart reviews.

Leveraging Population Advyzer's predictive analytics, proven algorithms, and machine learning models, the plan was able to capture more hard-to-detect understated risk and more easily identify those members with the greatest care gaps. These members could then be targeted for the most effective interventions. The plan achieved excellent results, earning a three-fold return on its medical records review program.

A large regional plan saves more than $1 million
A third regional health plan brought its risk adjustment program in-house, choosing Population Advyzer as the centerpiece of its risk adjustment efforts. This plan needed to hit the ground running with a platform that integrated analytics and recommendations directly into their preferred workflow programs, minimizing learning curve downtime and data errors.

The plan approached its first year as a pilot year — with a new staff, processes, and a limited scope of interventions. In its first year, the plan realized more than $1 million in savings by relying on Population Advyzer to inform the best intervention strategies.

Different plans, a consistent approach

Every plan is unique, but the principles within the Population Advyzer work equally well in any circumstance. By unbundling analytics from interventions, it creates transparent information that plans can easily share with providers and other stakeholders for better risk adjustment program results. Its intervention-targeting intelligence helps plans ensure they are identifying the most effective interventions based on populations and providers with filters such as budget, impact potential, enrollment thresholds, demographics, engagement probability, and more. In an industry that is continually striving to deliver higher quality care at a lower price, the accurate, flexible and transparent analytics that Population Advyzer provides are indispensable.