

## PERFORMANCE BENCHMARKING

Quarterly trend analyses and benchmarks for Blue Plans



Trend Insights is a powerful financial benchmarking tool that measures a Blue Plan's expenses against regional and national norms. Plans receive quarterly updates that help them to pinpoint escalating costs and uncover saving opportunities. This valuable data can be integrated with other applications to reveal potential clinical and utilization patterns that could be harming their bottom line.

### BHI'S DIFFERENTIATED VALUE EQUATION:

**The Best Data\* + Industry Expertise = The most IMPACTFUL Insights**

#### A Powerful and Flexible Benchmarking Tool

Powered by the BHI National Data Repository (BDR) – the nation's most robust database of current, conformed, and continuous healthcare claims\* – Trend Insights provides Plans with risk-adjusted benchmarks that allow for “apples-to-apples” comparison against peer and national performance norms. Users can access crucial information about factors driving cost and utilization using any combination of data: member demographics, risk, treatment, episodes of care, admissions, procedure codes, drug names, revenue codes, and more.

View reports showing rate per 1,000 members, allowed PMPM, and average cost per service to identify patterns and trends that help you make data-driven recommendations for increased cost savings and improved performance.

BHI's multi-degreed professionals have years of combined healthcare experience spanning analytics, clinical practice, health plan operations, epidemiology, statistics, employer consulting, benefits support, predictive modeling, and financial and business analysis.



#### REGIONAL/PLAN COST TRENDS

Take comparative analysis beyond percentage changes to PMPM trends and see if your PMPM costs are in line with your peers.



#### SERVICE CATEGORY COMPARISON

Identify specific areas that are driving costs by examining trends by service category – inpatient, outpatient, pharmacy, and professional.



#### ROOT CAUSE IDENTIFICATION

Dig deeper to identify the root cause of cost gaps with trend detail reports and discover potential solutions by comparing metrics.

#### \* THE POWER OF BHI DATA

**217M+** UNIQUE MEMBERS AND GROWING  
REFRESHED MONTHLY

**22B+** CLAIMS AND CLIMBING  
COVERING EVERY 3-DIGIT ZIP CODE IN THE U.S.

**12+** YEARS OF LONGITUDINAL DATA  
CONFORMED UNIFORMLY

# COMPREHENSIVE BENCHMARKS FOSTER CONSULTATIVE RELATIONSHIPS



BHI's state-of-the-art analytics, data granularity, and objectivity give stakeholders the strategic intelligence to make meaningful, credible recommendations to fellow health plan leaders. With Trend Insights, stakeholders can:



## NOTICE PATTERNS AND TRENDS IN DATA THAT LEAD TO PERFORMANCE IMPROVEMENT OPPORTUNITIES ACROSS A RANGE OF AREAS

- Admissions
- Procedure costs
- Episodes of care
- Average length of stay
- Prescription drug usage
- Total cost of care



## EXPORT RAW DATA TO EASILY FACILITATE ADDITIONAL ANALYTICS AND REPORTING

- Unit costs
- Procedure codes
- Age distribution
- Drug names
- Facility charges
- Revenue codes
- And more



## DIG INTO THE SERVICE CATEGORY COMPARISON TO UNDERSTAND COST DRIVERS ACROSS ALL SITES OF CARE

	Allowed PMPM (\$)			Services per 1,000			Avg Allowed per Service (\$)		
	Plan	Benchmark	Diff	Plan	Benchmark	Diff	Plan	Benchmark	Diff
Pharmacy	\$117	\$106	10%	15,321	14,113	9%	\$91	\$91	<1%
Professional	\$163	\$166	-3%	22,543	23,243	-3%	\$86	\$86	1%
Outpatient	\$152	\$143	7%	6,306	5,993	5%	\$289	\$285	<1%
Inpatient	\$130	\$101	29%	62	61	<1%	\$25,455	\$19,807	29%
Total	\$560	\$515	9%	—	—	—	—	—	—

## CAN YOU AFFORD TO PASS UP VALUABLE COST-SAVINGS OPPORTUNITIES?

Contact BHI to see how your performance measures up.  
 Visit [bluehealthintelligence.com](http://bluehealthintelligence.com) or email [info@bluehealthintelligence.com](mailto:info@bluehealthintelligence.com).