

INGENIX®

Business/Financial Management Integrated Solution

Trend Analytics and Management - Impact Intelligence for Payers™

Overview

Rising medical and operational costs are making the pricing of products and services a challenge for today's health plans. Moreover, the trends driving increased costs change frequently, not only on an annual basis, but from month to month as drugs go off patent, new technologies enter the market place, and new treatments get developed. Today's health plans require advanced tools and expertise in order to know:

- The top reasons why their trend is high
- Medical expense trends by line of business
- Which diseases are driving trend increases
- What's different in this year's trend vs. last year's

Integrated Solution

The Business/Financial Management Integrated Solution from Ingenix is a combination of people, process and technologies that help health plans optimize plan structures and operations to yield improved efficiencies and market position while delivering superior financial results. The Business Management Solution is designed to address payers' business needs from financial, clinical and operational perspectives, including:

- Medical expense and utilization management
- Administration and financial management
- Trend analysis, management and forecasting
- Bring clinical cost/quality management information to the same platform as the measurement of success for those programs

Our Integrated Solution allows payers to understand in detail medical expenses that are driving changes in trend lines. The underlying Ingenix product is Impact Intelligence for Payers. This robust tool serves as the warehouse for the data, the platform for detailed research and the source for solution-based consulting. These consulting services focus on:

Retrospective and Historical Analytics – Utilizes fact-based information to manage health care costs. Reports are customized to meet clients' specific business needs, such as monitoring trends in cost, utilization and intensity by enrolled member and by patient. Reports can be tailored to focus on specialty, service category, therapeutic class and condition/disease. The reports identify trend drivers and outliers, variations in specialties and diagnosis categories, as well as changes in products and markets.

Trend
Forecasting

Benchmarking
& Mitigation

Retrospective & Historical
Trend Reporting

Impact Intelligence
for Payers

Benchmarking and Mitigation – Analysis of trend drivers and statistical outliers to determine their root cause, including detailed claims analyses at the patient, provider and code level. One path of investigation leads us to analyze claims by age and/or gender to identify if the appropriate patients are receiving the treatment. A second path of our investigation follows detailed CPT code analysis allowing us to determine if there are issues with new or retired codes, or if providers are changing the codes they use to gain payment for denied procedures.

Trend Forecasting – Manipulates historical claim and eligibility data sets to derive projections using actuarial methods, underwriting, sales and management strategies. This allows us to forecast the financial impact of a variety of changes including contractual relationships, forecasted membership, as well as emerging technologies, enabling payers to proactively manage anticipated changes from a strategic and financial perspective.

Technologies

The Business/Financial Management Integrated Solution combines the knowledge of Ingenix experts with proven technology to provide payers with a clear picture of their current and future costs. These tools include:

Impact Intelligence for Payers™ – An integrated, Web-based decision-support solution that gives your organization the flexibility to analyze and dissect data by many dimensions or measures you choose. Customized report views allow individual users to focus on the data they need most.

Symmetry Suite – An integrated platform and consistent methodology with tools for clinical resource measurement, risk assessment, predictive modeling, and quality measurement.

Health Technology Pipeline™ (HTP) – Identifies emerging technologies, summarizes important clinical research and forecasts the actuarial impact on health care costs – so you can better anticipate future medical expenses and plan accordingly.

RxOptimizer – Enables executives to model strategies before implementation, and make timely decisions based on a clear understanding of the financial impact of a benefit change. RxOptimizer can be used for analyzing formulary changes, drug tiers, co-pays and more – all within minutes from a desktop computer.

Reden & Anders Toolbox - Leverage Comprehensive Pricing Model, Commercial Medical Expense Model, Provider Excess of Loss & ER Stop Loss Rating Models, Stepwise to support a variety of actuarial, underwriting, and strategic services to help health plans manage their business. The services include actuarial pricing models, clinical management expertise, Medicare bid submission and bid-cycle support, as well as product and service consulting in the payer and provider space.

Ingenix | Intelligence for Health Care | www.ingenix.com

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