



MAY 2, 2019

# LVBCH Annual Meeting

Shelley Riser, VP Consultative Services & Clinical Innovation  
Fred Rahmanian, Chief Analytics & Technology Officer



# Insights to Action

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- **Geneia Introduction**
- **Part 1: Geneia Data Update**
  - **The Theon<sup>®</sup> Care Engager Module: Geneia - LVBCH Data Group Insights**
  - **High-Cost Conditions**
    - **Musculoskeletal Disorders**
    - **Diabetes**
  - **Employer Impact and Opportunities**
- **Part 2: How Geneia's AI Supports Employers' Healthcare Cost-Containment Initiatives**
  - **Employers: State of the Market**
  - **How Geneia Drives Solutions to Employers' Looming Cost Problem**
- **Q & A**



A healthcare analytics and services company that focuses on improving systems to support **personalized, patient-centered care.**

We help health plans, hospitals, physician practices and employers **better collaborate and align** to lower cost, improve outcomes and restore the Joy of Medicine.



# Geneia's Family of Solutions



Theon  
IMAGINED BY geneia



THE geneia  
INSTITUTE



@Home  
IMAGINED BY geneia



geneia  
Consulting & Professional Services



geneia  
Clinical Services



geneia  
Data Intelligence Lab

# Part 1: Geneia Data Update

Shelley Riser, VP Consultative Services & Clinical Innovation, Geneia

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# 2017 vs. 2018: What has remained consistent

- **Average Enrollment Count and Plan Contract Mix**
  - PPO Group: 55%
  - HMO Non-Exchange: 44%
- **Members Per Contract: 2.3**
- **Contract Type: Family: 49%**
- **Male Members: 54%**
  - Male Subscribers: 72%
- **Female Members: 46%**
  - Female Subscribers: 28%
- **In Network Utilization: 98%**

# 2017 vs. 2018: What has changed

- **Facility Inpatient Plan Claim Payment:** Decrease 14%
  - 2018 Payment: \$61 M
  - 2017 Payment: \$72 M
- **Enrollment Count by Age Group 65+:** Decrease 26%
  - 2018 Count: 2,589
  - 2017 Count: 3,492
- **Average Age:** Decrease 3%
  - 2018 Average: 35.42 years
  - 2017 Average: 36.56
- **Total Plan Claim Payment:** Decrease 4%
  - 2018 Payment: \$235 M
  - 2017 Payment: \$244 M
- **Member Cost Share:** Increase 1%
  - 2018 Share: 9%
  - 2017 Share: 8%

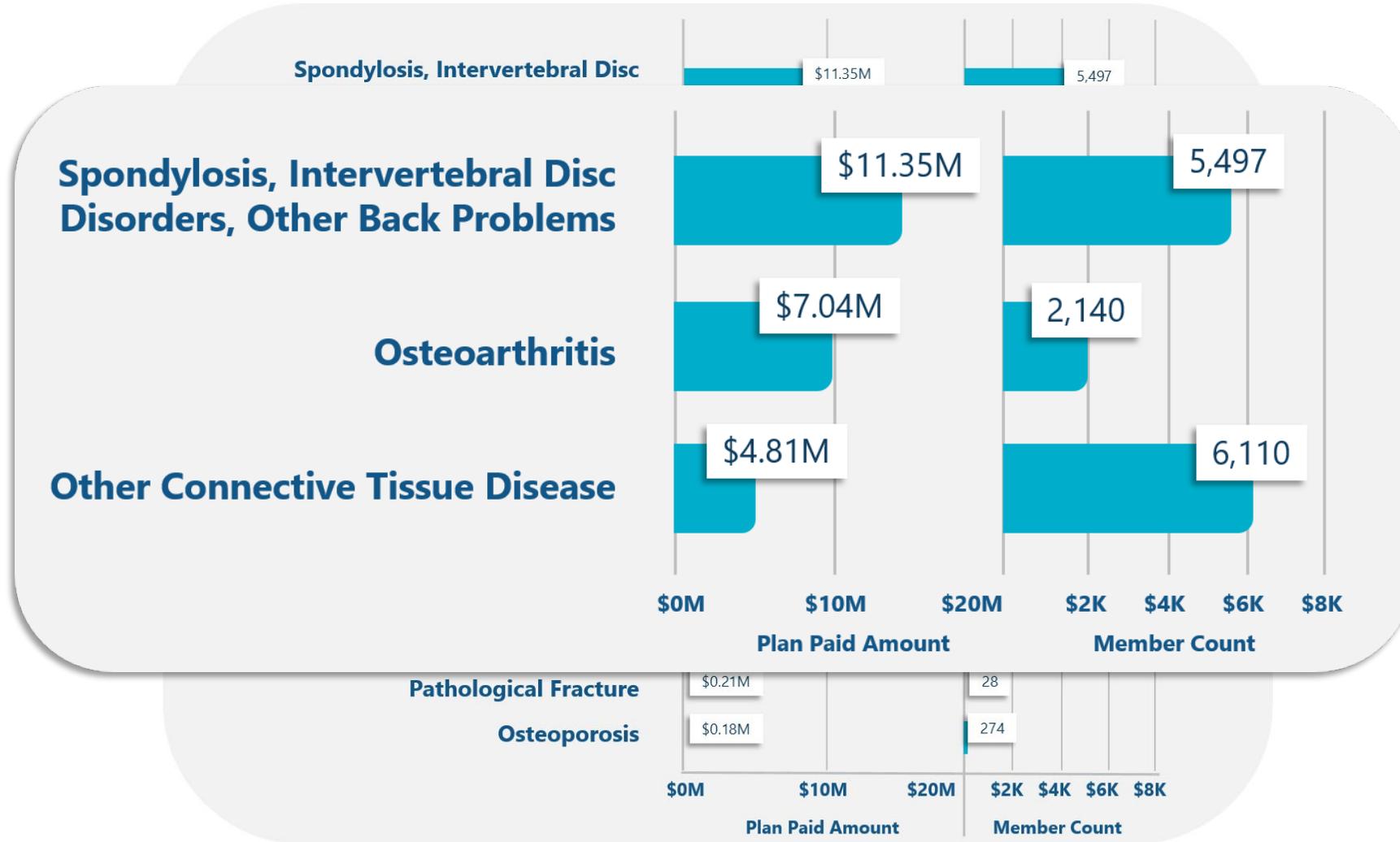
# High-Cost Conditions

## Major Diagnostic Category – Grouped Based on Claim Primary Diagnosis

Description	Plan Paid \$	Claim Lines %	Plan Paid %
Diseases of the Musculoskeletal System & Connective Tissue	\$45.8M	<b>19.6</b>	<b>17.9</b>
Circulatory System	\$27.5M	7.0	<b>10.7</b>
Factors Influencing Health Status	\$21.4M	17.65	8.33
Endocrine, Nutritional & Metabolic System	\$7.4M	<b>7.5</b>	3.1
Ear, Nose, Mouth & Throat	\$11.6M	7.3	4.5

# Diseases of the Musculoskeletal System & Connective Tissue

Prevalence and medical cost, by musculoskeletal disease subcategory

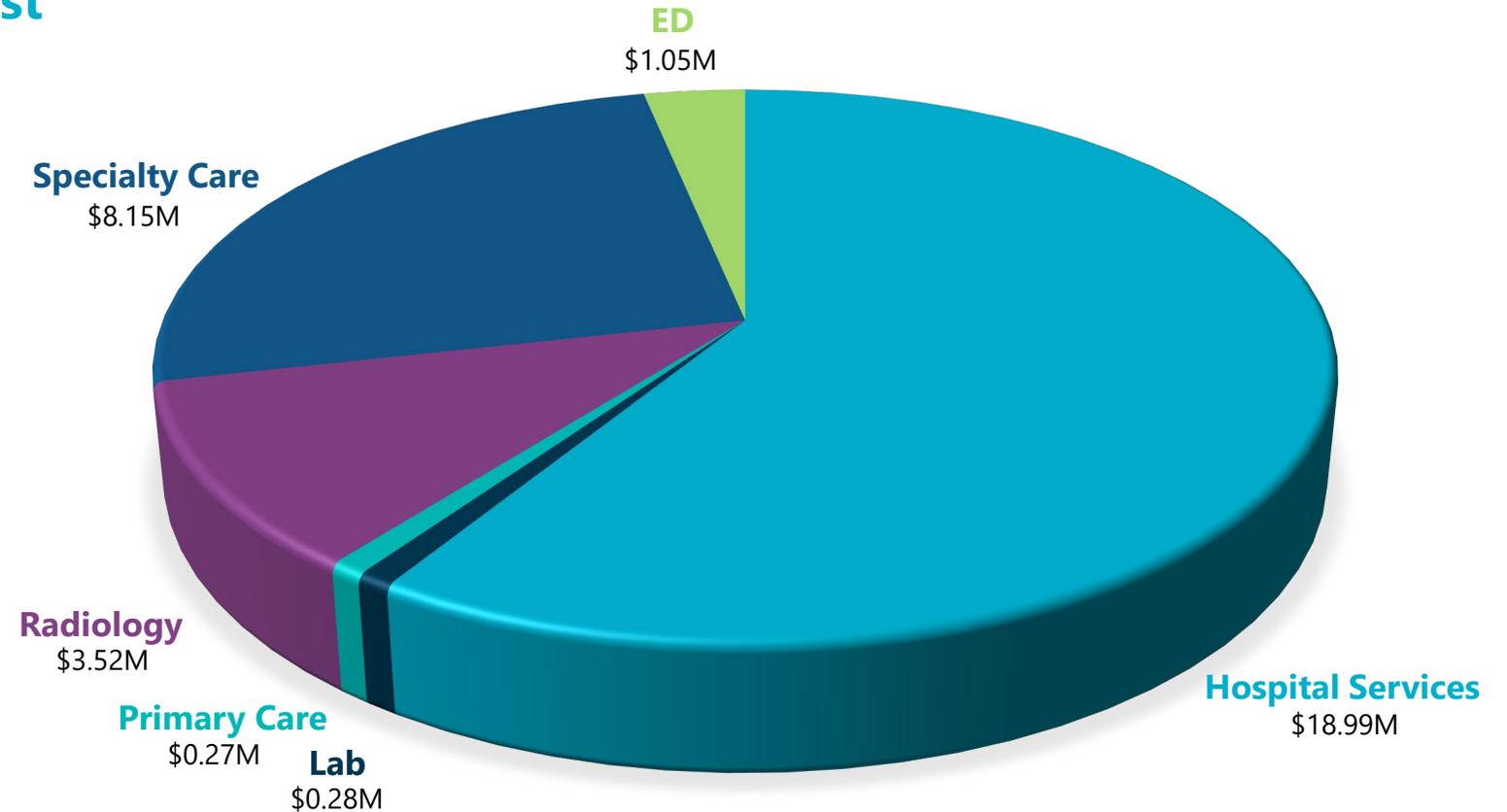


# Diseases of the Musculoskeletal System & Connective Tissue

## Medical Costs by Service Type

### Top Three Service Types by Cost

- Hospital Services
- Specialty Care
- Radiology

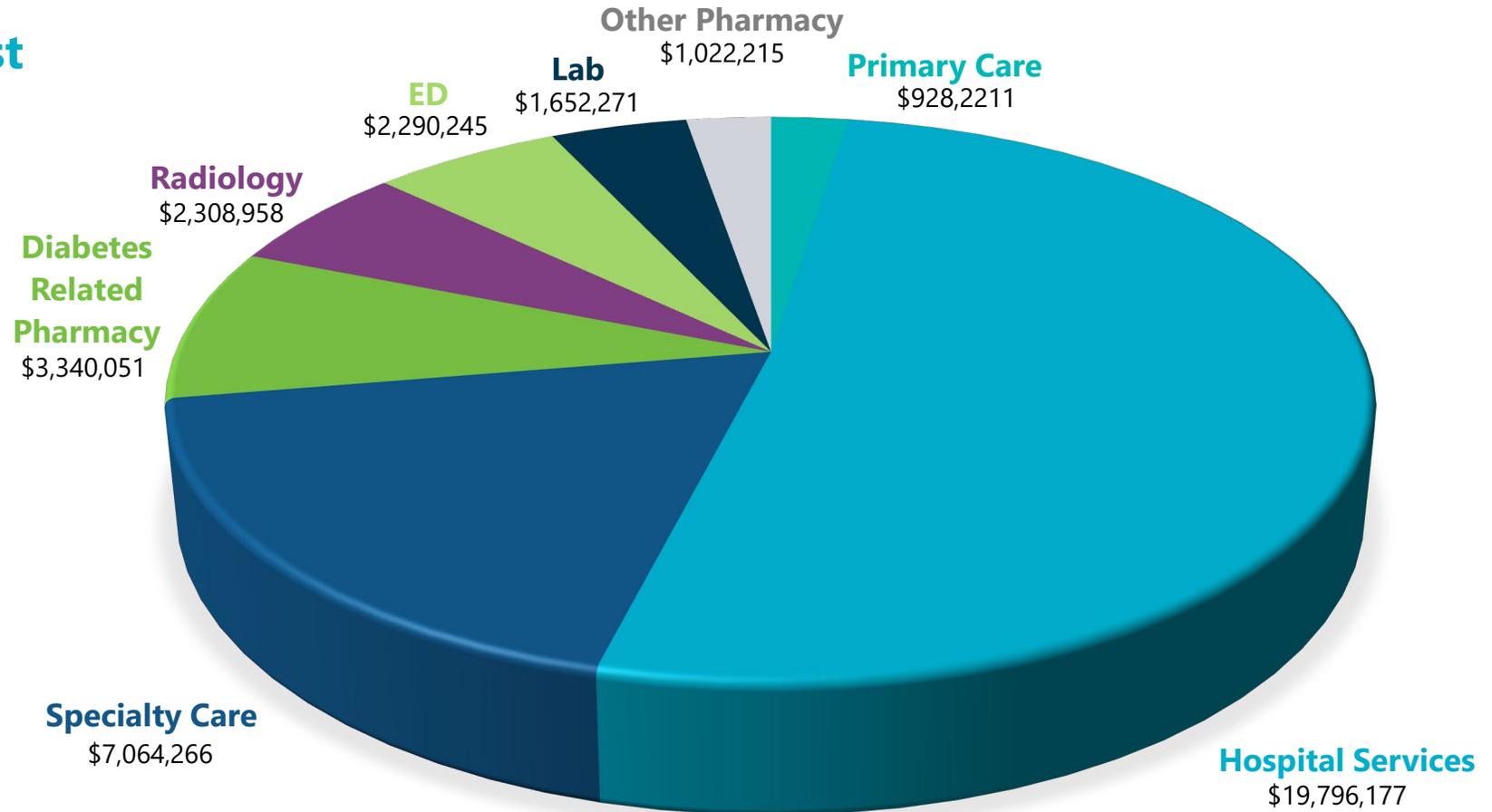


# Endocrine, Nutritional & Metabolic System- Type 2 Diabetic Member

## Medical Costs by Service Type

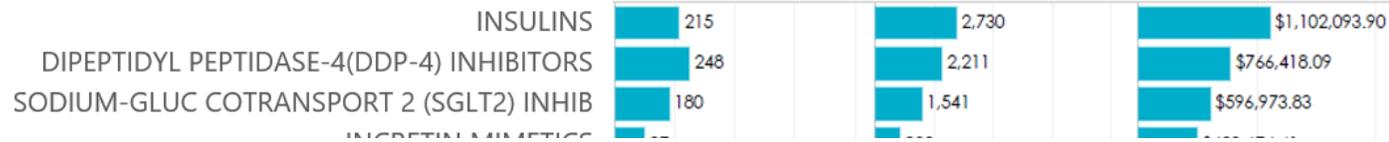
### Top Three Service Types by Cost

- Hospital Services
- Specialty Care
- Diabetes Related Pharmacy



# Endocrine, Nutritional & Metabolic System: Type 2 Diabetic Member

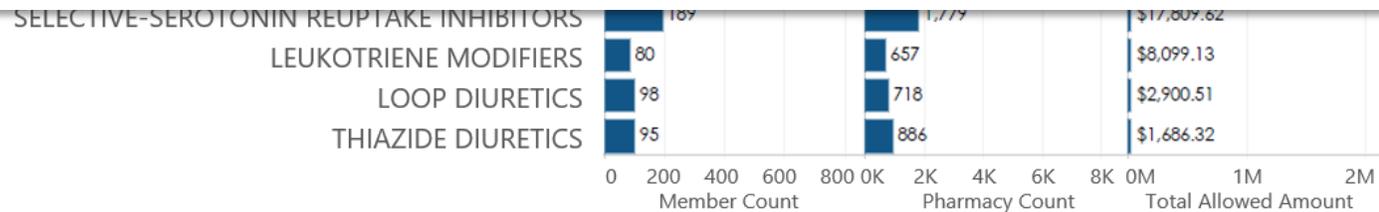
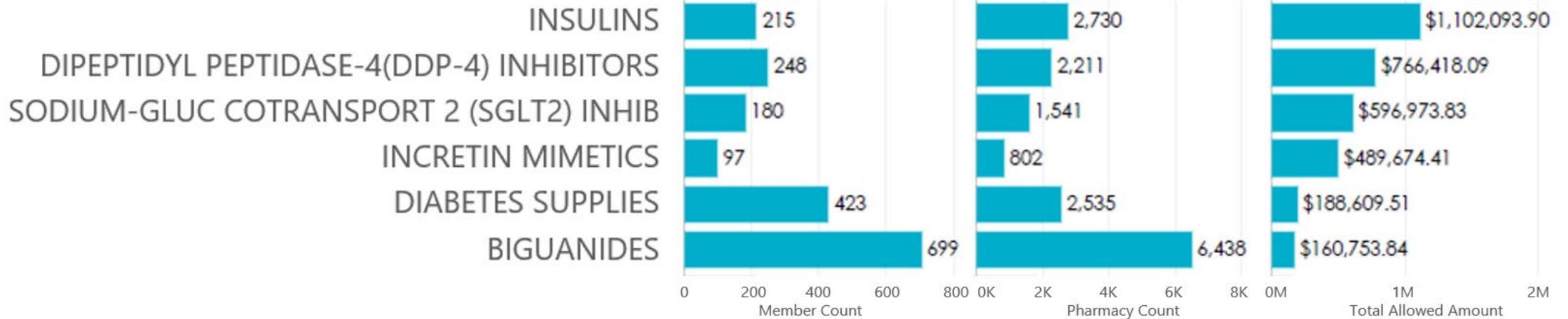
## THERAPEUTIC CLASS



## Type 2 Diabetic Member – Pharmacy – Top Therapeutic Class

(Calculation based on 1-year claims)

## THERAPEUTIC CLASS

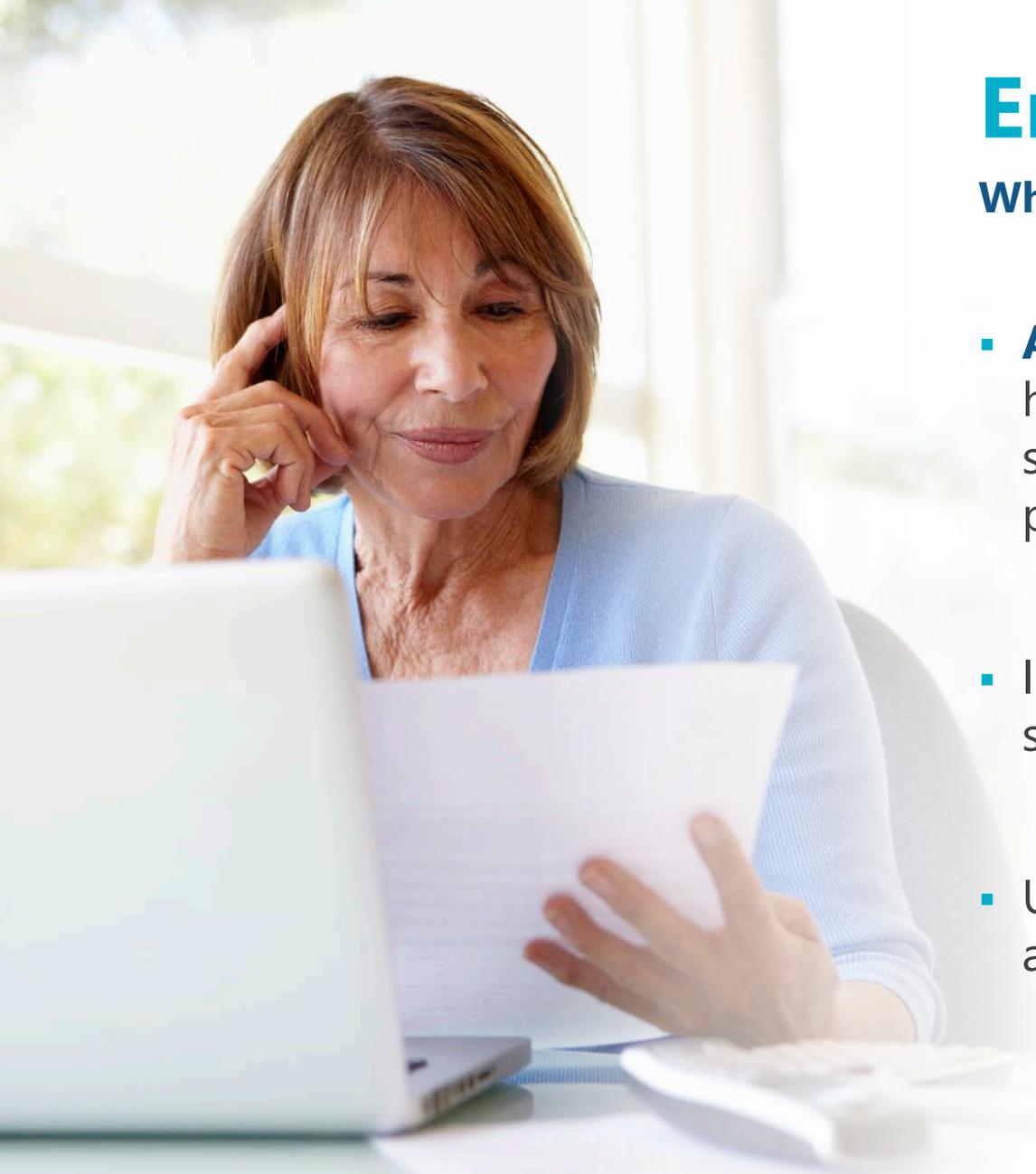


# Employer Impact

## Key Data Takeaways for LVBCH

- **Strong clinical correlation between musculoskeletal disorders and diabetes**
  - Finding ways to support prevention of diabetic risk factors can help to cut down not only on diabetes related costs, but can also affect costs related to musculoskeletal disorders
- **Age combined with lifestyle habits can affect employee health**
  - Age alone can be a factor for increased health risks
  - Poor lifestyle choices are a stronger influence for developing a variety of clinical conditions





# Employer Action

What can LVBCH do to further promote employee wellness?

- **Act quickly** - Consider ways to promote and enable healthy lifestyle choices, such as food and drink selections, ergonomic evaluations and leverage payer-provided wellness benefits.
- Identify key cost drivers to better inform your benefit selections.
- Utilize **new predictive algorithms from Geneia**, aimed at cost avoidance

# Part 2: How Geneia's AI Supports Employers' Healthcare Cost-Containment Initiatives

**Fred Rahmanian, Chief Analytics and Technology Officer, Geneia**

# Employers: Chasing innovative solutions to America's rising healthcare costs

- Employers provide healthcare coverage for **nearly half of Americans**.
- Employers are finding **innovative ways to drive down the high-cost of healthcare**.
  - **Centers of excellence**
  - **Digital health, such as telemedicine**
  - **Direct contracting with providers and health systems**
  - **Wellness programs**
- Non-traditional entities, like **Haven**, are leading the charge in transforming how employers think about delivering healthcare.

# Meet Lucy, a typical rising-risk employee

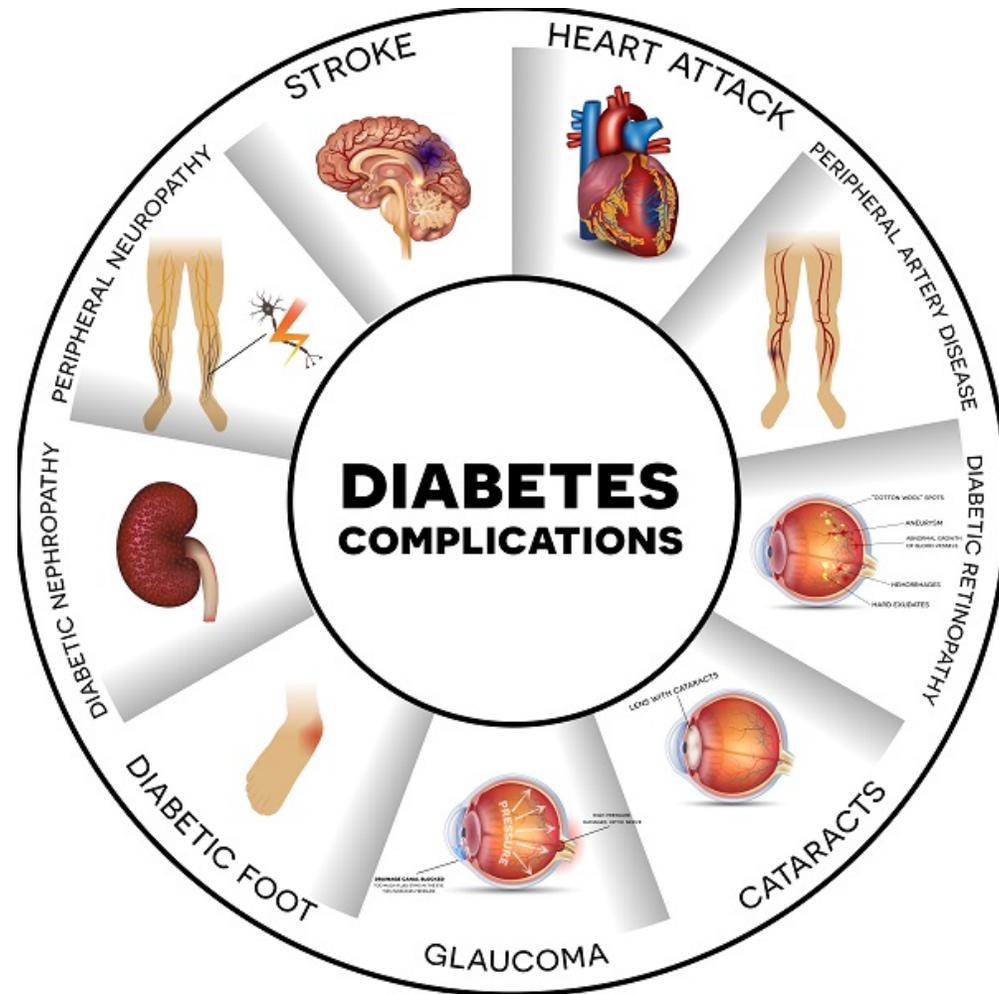
With 33% of Americans pre-diabetic, employers are concerned that more of their employer population will become high-cost, chronically or catastrophically-ill diabetics.

## Lucy

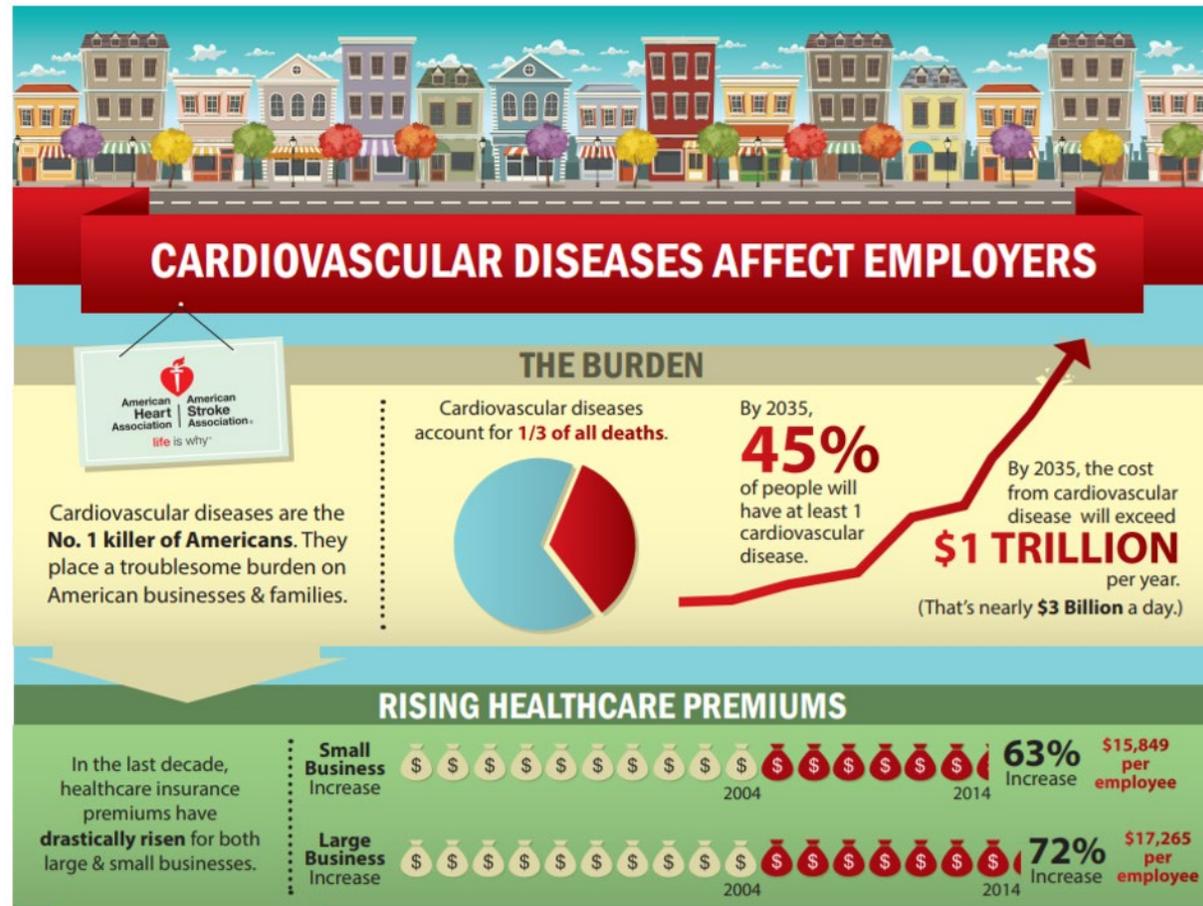
- 42-year old mother of two
- Pre-diabetic
- Has an employer-sponsored health plan
- Needs ongoing engagement, education and support to stop her condition from progressing



# Diabetes complications are numerous and costly



# Other diseases like heart disease are also responsible for driving employer health costs up



# How Geneia Drives Solutions to Employers' Looming Cost Problem

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\*This presentation discusses discovery projects that are, by their nature, exploratory and contain certain assumptions. Outcomes derived from these projects are not final and are uncertain. As such, the results of these projects should not be taken as projections of future Geneia products or services.

# Geneia's Data Intelligence Lab helps drive lower cost for employer clients



# Specific AI Projects Underway

Unique models developed in Geneia Data Intelligence Lab to identify, stratify and predict high-cost claimants and conditions

## Diabetes Complications

- Propensity to develop diabetes complications

## Diabetes Complications Type

- For members at risk, identify likelihood of type of complications (renal failure, stroke, etc.)

## Onset of Type 2 Diabetes

- Propensity to develop type 2 diabetes within the next 12 months

## Onset of Heart Failure

- Propensity/Risk for heart failure

## High-Cost Claimants

- Classify patients by predicted future cost (\$2.5k, 5k, 10k, 25k, 50k, 100k, 250k)



# Q & A

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