

Data Discussion with Friedkin Companies

HBCH Data Platform Program
Nov. 1, 2017

Presented by
Friedkin Companies, DHS Group



Intro

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Agenda

- Friedkin Companies' perspective on cost of healthcare
- A focus on preventive care
- Role of data analytics
- Outcome focused reporting
- Q&A



About DHS Group

Since 1997, DHS Group's foundation, mission and purpose have been underpinned by one prevailing goal – elevating population health. Our experience runs deep in assisting health plans with HEDIS® Reporting, Medicaid, Medicare Part C & D and Exchange Auditing.

DHS Group works with companies and health plans to achieve better health outcomes and cost savings using an advanced data warehouse, population health science and member engagement tools.

Employer Solutions

HealthSpective Suite
Population Health Consulting
HIPAA Privacy Training

Health Plan Solutions

HEDIS Regulatory Reporting
Medicare Part C & D Audits
HEDIS Proactive Reporting
Population Health Consulting

The Friedkin Group

- 2,700 Employees
- Majority in greater Houston Area
- Auto-industry related companies
 - Gulf States Toyota
 - US Auto Logistics
 - Lexus Dealerships
 - Gulf States Financial Services
 - Gulf States Marketing



Focus on Preventive Care

Design and Criteria

- Annual Incentive - \$900
- Employee and Spouse complete annual well adult or well woman exam
- Verified by claims feed or EOB from employee
- 3 months grace period each year

Engagement

- Messaging
- Awareness and Reminders
- Customization



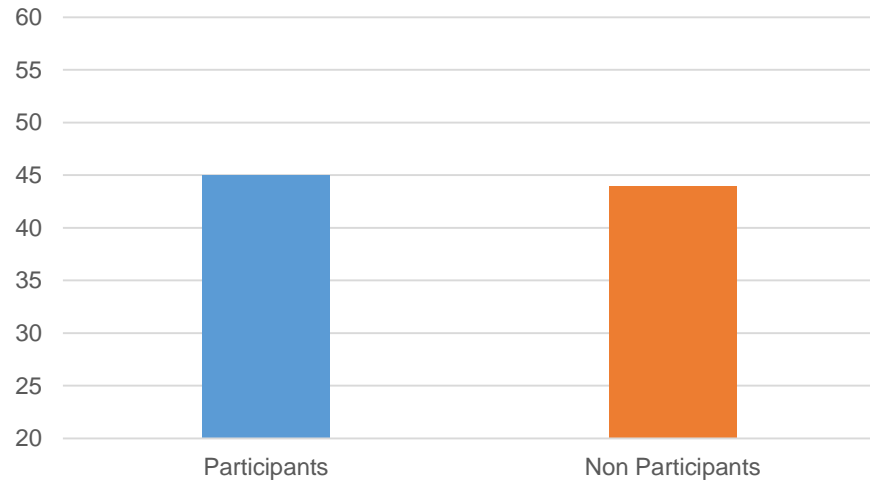
Role of Data Analytics

- How are we going to measure this initiative?
The integration of health and wellness data to measure participation, trends and health status over the years
- Difference with carrier reports
- What else is going on in our population? What are our other opportunities for population health improvement and cost avoidance?

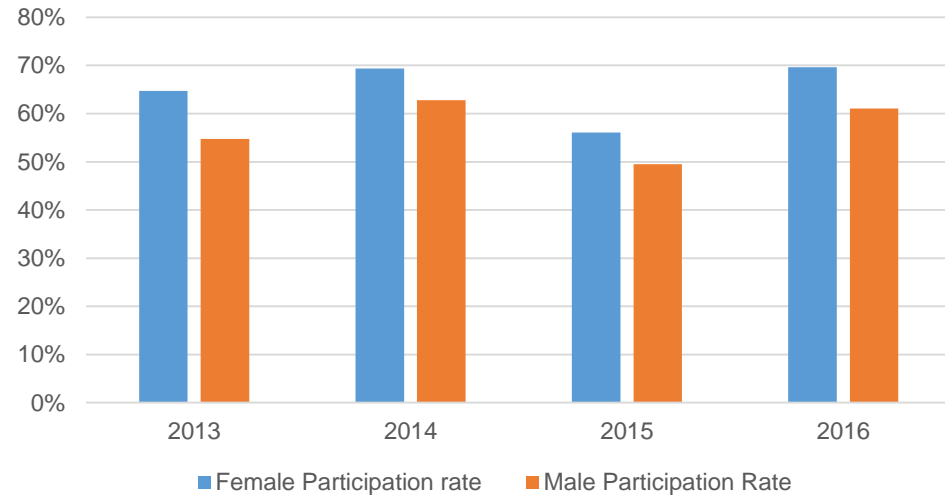


Participation Demographics

Average Age



Participation by Gender



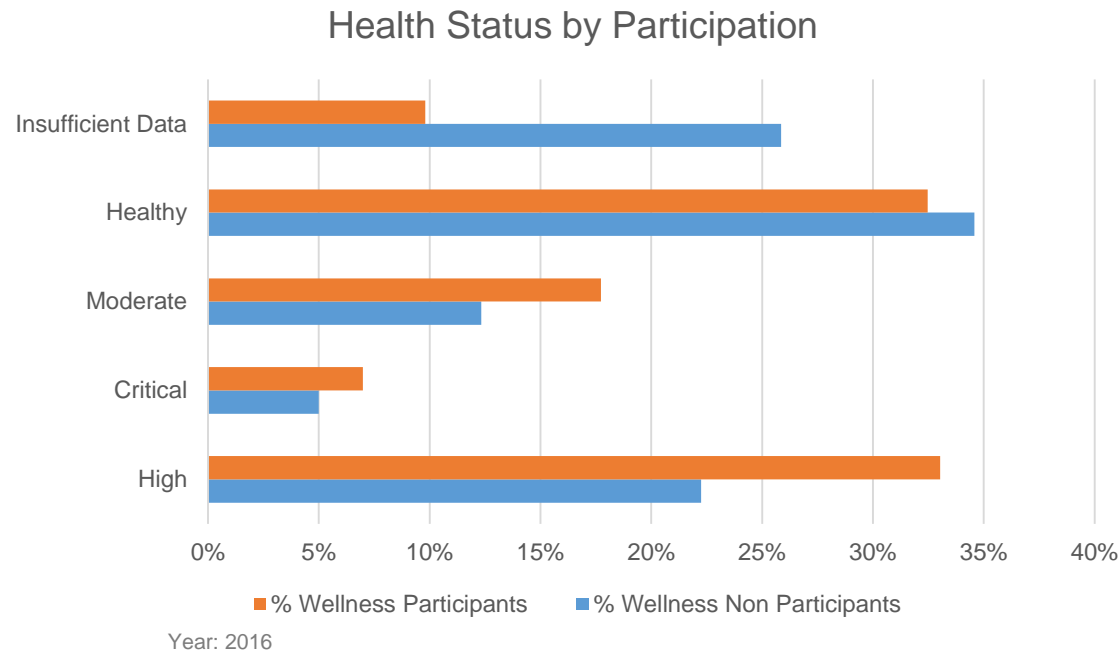
Participation by Job Level



Year: 2016



Participation by Health Distribution

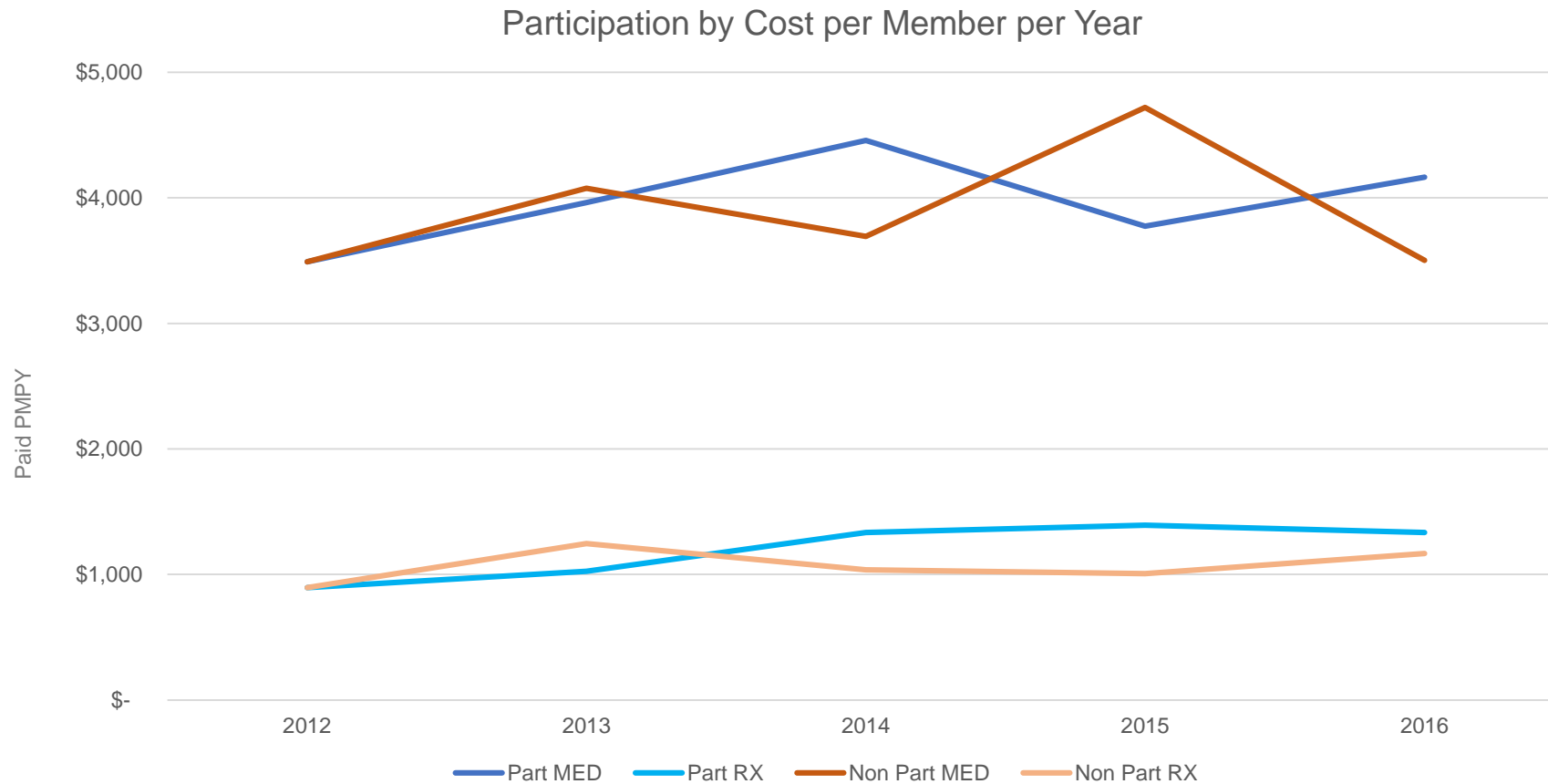


- Over 85% of non participants incurred no medical claims at all in 2016, therefore, health status on those individuals may look better than what it is.

*Insufficient data is noted on members who have been on the plan less than 6 months.

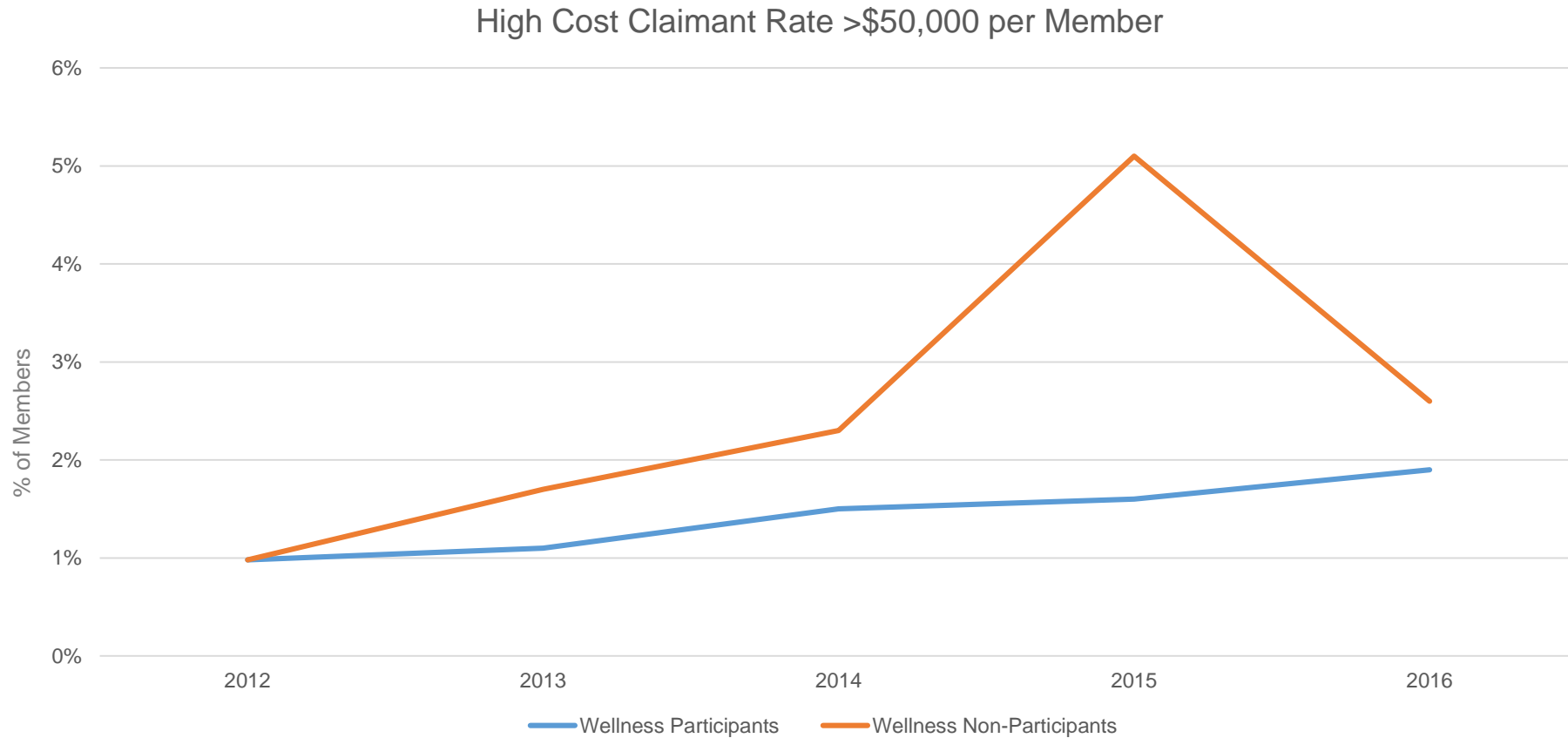


Participation by Cost per Member



Part: Participants, Non Part: Non Participants

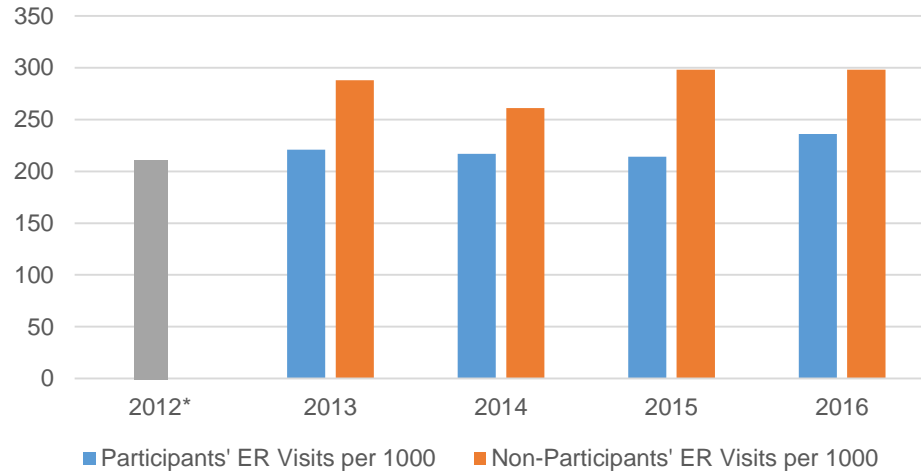
High Cost Claimants over \$50k



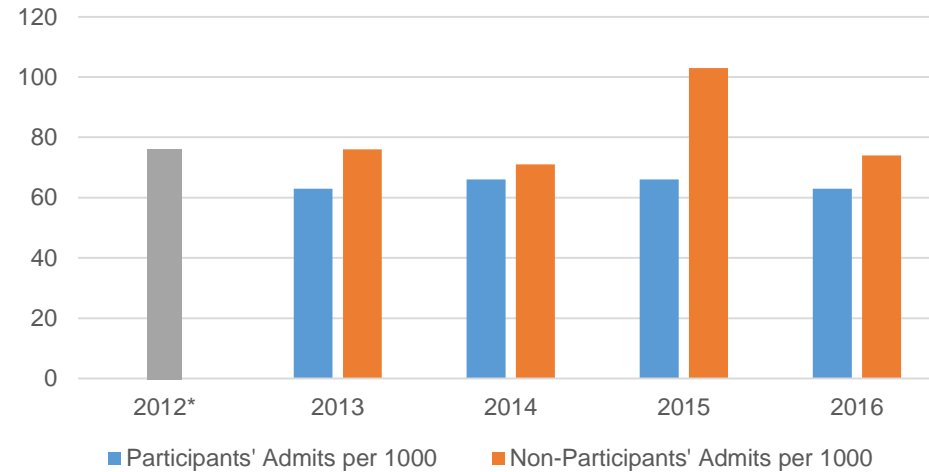
*2012 reflects pre-wellness program inception

Utilization of Resources

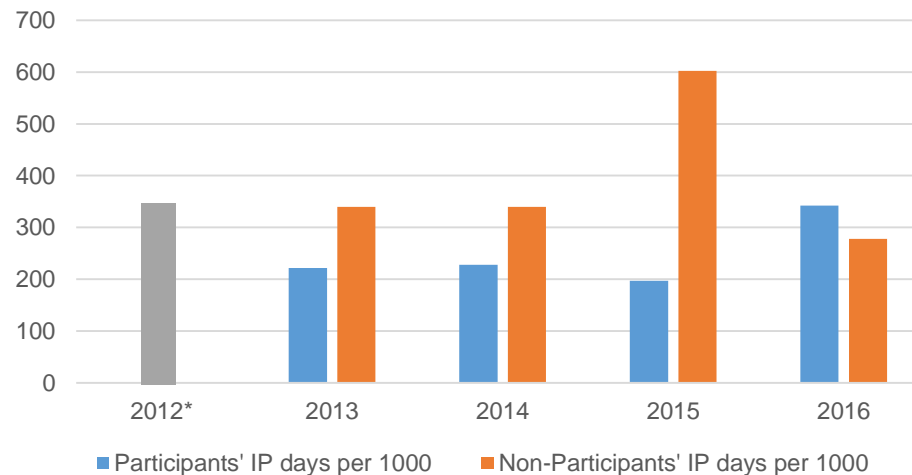
ER Visits



Hospital Admissions



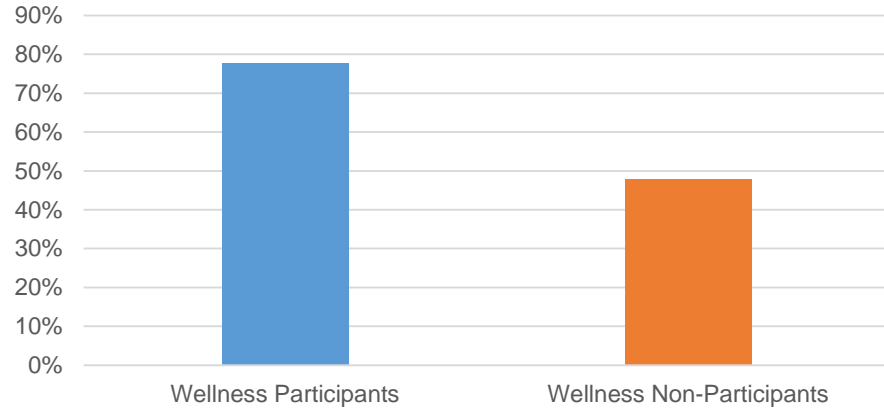
Inpatient Days



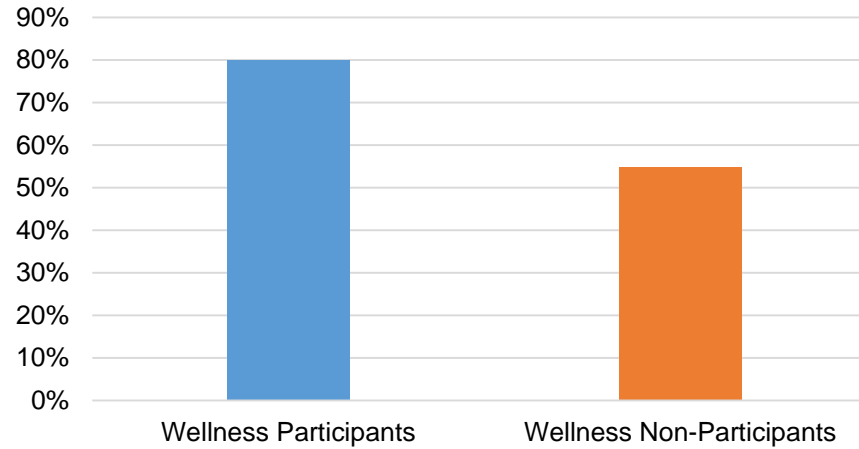
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Compliance with Preventive Care

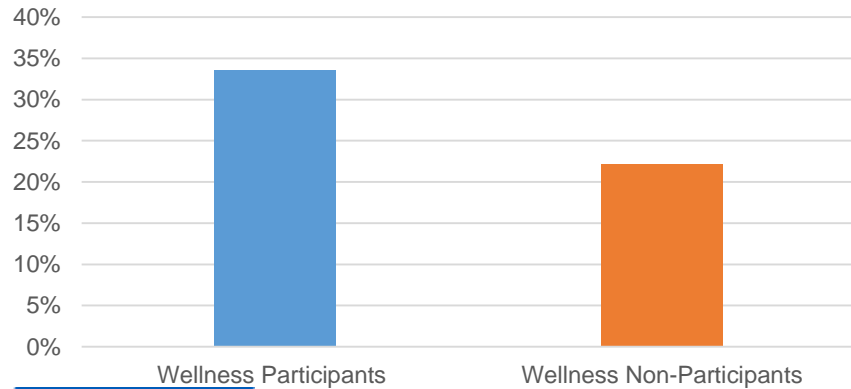
Breast Cancer Screening



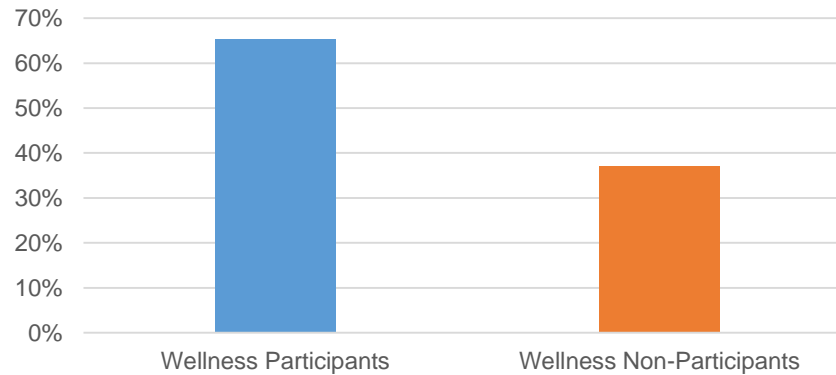
Cervical Cancer Screening



Untreated Hypertension



Colorectal Cancer Screening



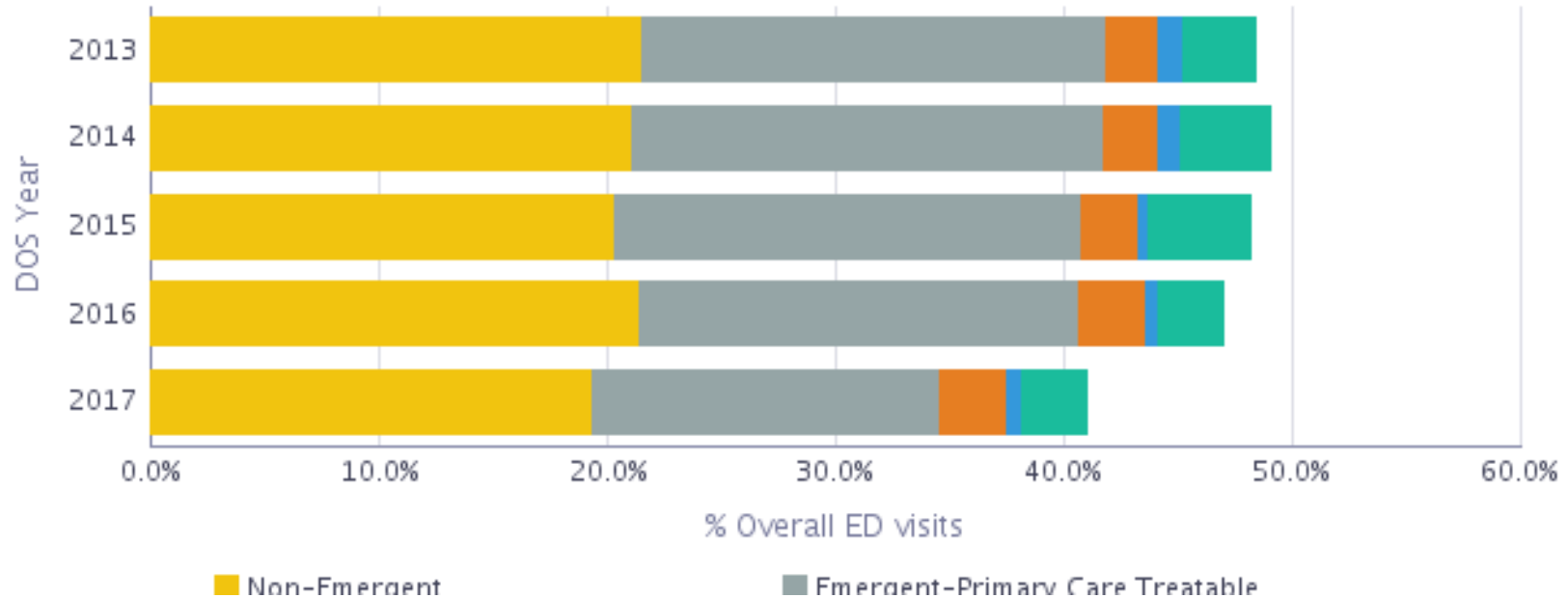
Other areas of focus

Strategic reporting uncovering areas for improvement impacting various outcomes



Cost Avoidance - Avoidable ER Visits

Avoidable ED Visit Category	Paid Amount					% Overall ED visits				
	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017
Emergent-Preventable	\$75,300	\$121,873	\$101,503	\$76,422	\$55,077	3.3%	4.0%	4.5%	2.8%	2.9%
Emergent-Preventable Dental Disorders	\$6,470	\$6,177	\$9,199	\$1,687	\$2,663	1.1%	0.9%	0.4%	0.6%	0.6%
Emergent-Preventable Mental Illness	\$48,058	\$100,289	\$62,025	\$85,858	\$43,944	2.3%	2.5%	2.5%	2.9%	2.9%
Emergent-Primary Care Treatable	\$482,135	\$533,250	\$529,163	\$456,098	\$200,867	20.4%	20.7%	20.5%	19.2%	15.2%
Non-Emergent	\$281,716	\$421,299	\$295,353	\$365,168	\$216,595	21.5%	21.0%	20.3%	21.5%	19.4%
Grand Total	\$893,679	\$1,182,887	\$997,244	\$985,231	\$519,147	48.5%	49.1%	48.3%	47.0%	41.0%



Q&A

