

# Next Generation Predictive Analytics

Inside Poindexter's Revolutionary Predictive Modeler

Employers need a clear view of what's happening with their health plan and guidance on steps they can take to **improve health outcomes and lower healthcare costs**. Utilizing a **proprietary phenotype predictive modeler**, Poindexter taps into more than **23 trillion bytes of member data** to deliver this deep level of actionable insight.

**“Phenotyping” means that the algorithm uses member-specific information to customize risk at the individual level:**

- Each member is assigned a **High, Moderate or Low Risk Score**.
- Risk Score is a weighted combination of multiple factors including **predicted cost, predicted risk of events, and care gaps**.
- **Risk Levels** are determined by each member's risk score percentile.
- Each member's **plan risk and cost are predicted 12 months into the future** for both medical and pharmaceutical spend.
- The likelihood of conditions (i.e. myocardial infarction, stroke, bone fracture, kidney disease, etc.) and events (i.e. admissions, re-admissions, ER utilization, etc.) **are predicted six to 12 months into the future**.

In addition to healthcare data, a member's **age, gender, behaviors, and compliance are all used to calculate their risk** by looking for similar members in the APH database and calculating a similar cost/outcome. **This allows for a highly-dynamic and individualized risk scoring method.**

**A 360° longitudinal view of every member supports more informed decisions and actions. The model looks at:**

- Age
- Gender
- Location
- Diagnosis
- Conditions
- Procedures
- Socioeconomic
- Consideration
- Cost
- Event Type (inpatient, outpatient, emergency)
- Drug Identity
- Dosage
- Lab
- Time Period



# TRANSPARENCY INTO DRIVERS OF RISK

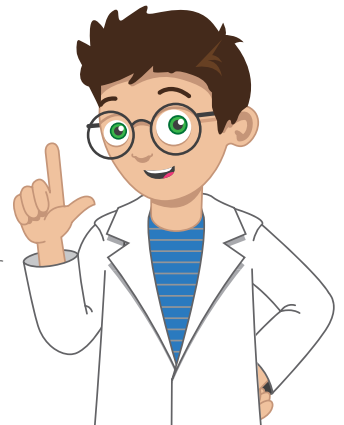
Risk Drivers	
<p>Risk Level as of: 05/31/2018</p> <p>Risk Level: High</p> <p>Risk Score: 40.62</p> <p>Total Predicted cost in the next 12 months (Medical): \$92,720.25</p> <p>Total Predicted cost in the next 12 months (Pharmacy): \$200,000.00</p> <p>Total Predicted cost in the next 12 months (Medical &amp; Rx): \$292,720.25</p> <p>Likelihood of a Hospital Admission in the Next 6 months: 26.97%</p> <p>Likelihood of a Hospital Admission in the Next 12 months: 23.81%</p> <p>Likelihood of a Hospital Re-Admission in the Next 30 Days: 17.99%</p> <p>Estimated Length of Hospital Stay: 7.88</p> <p>Likelihood of an Emergency Room Visit: 27%</p> <p>Likelihood of a Myocardial Infarction in the Next 12 Months: 0.84%</p> <p>Likelihood of a Stroke in the Next 12 Months: 1.17%</p> <p>Likelihood of a Bone Fracture in the Next 12 Months: 0.87%</p> <p>Likelihood of a Chronic Kidney Disease in the Next 12 Months: 2.57%</p>	<p>Single RX Dose / Prescription \$5,000+ in prior 12 Months</p> <p>Total Medical &amp; Rx spend \$75,000+ in prior 6 Months</p> <p>Rx spend \$5,000+ in prior 6 Months</p> <p>Malignant Neoplasms Of Ill-Defined, Other Secondary And Unspecified Sites</p> <p>Provider Interactions (15+) in prior 12 Months</p> <p>ular Disease</p> <p>ons: 3+ in prior 24 Months</p> <p>lasms - All</p> <p>lasms Of Breast</p> <p>2</p> <p>ons: 2+ in prior 24 Months</p> <p>ssential)</p> <p>Unique Prescribing Physician Interactions (04-05) in prior 12 Months</p> <p>Female</p>

We offer **transparency** into what drove risk scoring to support more informed decision-making and member-specific planning

## HOW DO INSIGHTS DRIVE CLIENT ACTION?

Poindexer helps clients make informed, proactive decisions about health coverage by:

- ✓ Delivering current state and predictive analytics visibility
- ✓ Identifying the right targets for support, influence and education
- ✓ Supporting recommendation of the right outreach program by the right resources for each identified cohort group and individual



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