



Accelerating Success in Medicare Advantage

With the SpectraMedix VBP Contract Modeler and integrated performance analytics

BACKGROUND

A leading U.S. health system was looking for a way to improve its ability to develop value-based contracts for Medicare Advantage. It needed the ability to model and validate value-based payment arrangements prior to entering new payer contracts or at renewal. It also needed to evaluate the performance of providers under various arrangements.



CHALLENGES

The health system faced a variety of challenges to improving Medicare Advantage value-based contract processes. Key challenges included:

- Lack of clean, relevant data from payers—prevents understanding and success in value-based contracts
- Inability to rapidly create, modify, and track value-based contracts—limits risk tolerance and bargaining power for providers
- Siloed quality, risk-adjustment, cost and utilization analytics—prevents actionable insights for providers
- Limited capability to financially reconcile contracts monthly to validate payer payments and ensure successful financial outcomes



GOALS

- Improve Medicare Advantage Contract Negotiations
- Empower Network Growth
- Accurate & Timely Financial Reconciliation
- Drive Better Provider Enablement
- Understand payer data files relevant to contracts
- Demonstrate a percentage of MLR improvement



ABOUT SPECTRAMEDIX

SpectraMedix believes advanced, applied analytics can change the healthcare value and quality equation. Our Value-Based Care Product Suite has enabled our clients to save more than \$150 million using our provider engagement, contracting, and performance analytics capabilities for value-based care.

For more information, please visit spectramedix.com or contact us at info@spectramedix.com.

SOLUTION

After a thorough evaluation period, the health system selected the SpectraMedix VBP Contract Modeler with integrated analytics. These solutions will provide the health system with:



Value-based contract scenario modeling



Business intelligence and analytics



Ability to understand and import payer data



Ability to quickly assess payer contracts



Integration of risk adjustment and attribution models



MLR Improvement sensitivity analysis

CURRENT AND FUTURE BENEFITS

The health system began to realize benefits within the first three months of taking the VBP Contract Modeler live. They are well positioned to:

1

Expand into new markets by capturing more patients, and increasing revenue, using the ability to model arrangements

2

Validate payer payments and improve throughout the performance period.

3

Project potential revenue gains or losses by modeling the effects of quality, risk adjustment, and utilization initiatives

4

Evaluate provider performance and inclusion or exclusion in network value-based contracts.

5

Estimates each contracts' savings for increase in Medical Loss Ratio per contract.

6

Estimate financial returns of the VBP Contract Modeler using an ROI calculator