

Leverage Lab Data to Gain Better Insight into Member Risk

Use clinical lab data to gain timely, relevant, and even more complete views of each member

Inform Risk Adjustment With Lab Data

Over the past decade, healthcare companies have leveraged patient data such as medical claims and prescription data to inform their risk adjustment efforts. More recently, EHR data and self-reported member assessment data has given more insight into the complete member profile. However, the missing piece is clinical laboratory data. Adding Prognos' laboratory-based solutions into the mix yields a more complete, accurate view of the member. Prognos gives historic and ongoing real-time clinical insights into member risk profiles, including newly-enrolled members. With the power of thousands of algorithms to interpret and identify conditions, Prognos Risk Alerts is a force multiplier to better understand and manage risk.

Prognos has the largest registry of lab records in the industry, proven clinical algorithms, and processes to collect and harmonize disparate lab data. We've helped top payers in the nation better understand their member risk, target record retrieval more precisely, and achieve more accurate risk scores and reimbursement.

Member Insight from Risk Alerts

Prognos' Risk Alerts solution provides historical and ongoing views into members' health history to calculate risk scores and ensure all clinical conditions and comorbidities are factored into risk adjustment calculations. Lab data maps directly to 79 CMS HCCs for Medicare Advantage, 129 HHS HCCs for ACA, and the various state-specific managed Medicaid risk adjustment models. Risk Alerts has shown to identify 12 to 15 percent more conditions over and beyond claims methods. This, in turn, leads to more complete and accurate reimbursement.

The Prognos Risk Alerts solution integrates with existing workflows and programs seamlessly, identifying new or previously undetected suspected risk for retrospective and prospective review. Payers incorporate these suspects identified by clinical lab data into workflows, prioritizing chart retrievals and in-home visits to confirm HCCs. Additionally, payers are able to act sooner when using clinical lab data to identify HCCs than when using medical claims, resulting in a faster reimbursement from prospective risk adjustment efforts.

I can get lab data directly. Why get it from Prognos?

- **Records from many labs** - Instead of trying to contract individually with all the labs doing tests of interest, by partnering with Prognos you're able to leverage our industry-leading database of lab records, which combines data from many different labs.
- **Clean, standardized, and enriched records** - Lab records that contain results are not standardized like claims used for financial transactions. Forms and formats used differ even within the same laboratory.

Prognos makes lab data most usable for our customers by standardizing the formats, test naming, and results as well as providing clinical interpretation and understanding of member conditions and results.

Insight that Complements Existing Risk Adjustment Strategy

Get a more complete picture of each member seamlessly without needing support from IT. Simply request in-house staff pull a list of identified members and send rosters through secure email. Prognos will return risk profiles, harmonized labs, and risk alerts. When using lab data, payers are better able to accurately identify chronic disease in a more timely manner and lower false positives, which leads to more targeted and effective member outreach, chart retrieval and review, and in-home assessments.

Clinical Visibility Affects Risk Adjustment Outcomes

Dramatic Improvements in Coding and Corresponding Per-Member-Per-Year

No Conditions Coded (Demographic Data Only)		Some Conditions Coded (Claims Data Only)		All Conditions Coded (Adding Clinical Data)	
76 year old female	.468	76 year old female	.468	76 year old female	.468
Medicaid eligible	.177	Medicaid eligible	.177	Medicaid eligible	.177
DM not coded	-	DM not coded	.118	DM not coded	.368
Vascular disease not coded	-	Vascular disease not coded	.299	Vascular disease not coded	.410
CHF not coded	-	CHF not coded	-	CHF not coded	.368
No interaction	-	No interaction	-	No interaction	.182
Patient total RAF	.645	Patient total RAF	1.062	Patient total RAF	1.973
PMPM	\$452	PMPM	\$743	PMPM	\$1,381
PMPY	\$5,418	PMPY	\$8,921	PMPY	\$16,573

Data sourced from lab providers provide opportunities to identify conditions before claims are generated or charts are reviewed

Increase HCC Identification Accuracy, Lower Costs And Improve ROI

The added insight provided by lab data enables payers to identify health risks more precisely than using claim-based methods alone. Operational workflows can be more efficient. Prognos clients have achieved a 3:1 ROI and higher.

The Largest Lab Network in the U.S.

Our network includes continuously aggregated lab data from national, regional, hospital, and premier educational institutions including LabCorp, Quest Diagnostics, specialty oncology and genetic testing labs such as Neogenomics and Biocept.



Let's improve healthcare together - contact us and discover how.

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