

# CareForum 2022

The WellSky® Conference

## Demo & Discussion

Bringing members home: The analytics and insights that matter to health plans



# CareForum 2022

The WellSky® Conference

## Today's speakers



**Wanda Coley**

VP, Strategy &  
Execution  
UnitedHealth  
Group



**Kirby McDaniel**

SVP, Applied  
Insights  
WellSky



**Yancey Bond**

Director, Solutions  
Management  
WellSky

# Setting the stage: The growing importance of care at home

- Evolving models of care outside of “traditional” settings
  - Hospital-at-home
  - SNF-at-home
  - PCP wrap-around services
  - Personal care
- Patient complexity requiring more continuous monitoring
- Value-based payment models and evolving contracts



# Current challenges with home-based care

- The Great Resignation
- Data: Acquiring it AND sharing it
- Member engagement
  - Health literacy
  - Navigating the healthcare system
- CMS cuts



Between **new models**, a growing number of **value-based contracts** and **patient complexities**:

*What do you need to succeed?*

# Introducing: **Real-time Insights and Network Insights**

Remove blind spots in post-acute care with predictive analytics from WellSky



## **Improve patient outcomes**

Use real-time, member-level health updates to collaborate with network providers to proactively prevent adverse outcomes.



## **Drive savings**

Use insights into care setting suitability to improve member satisfaction and reduce wasteful spending.



## **Prioritize resources**

Ensure your care management resources make the greatest impact by identifying and intervening with high-risk members.

# Applied Insights at WellSky

Multi-disciplinary center of excellence focused on utilizing machine learning, software engineering and care expertise to help our clients solve for the **risk-based future** of successful post-acute and community care delivery.



Industry Expertise

Software Development

Machine Learning

Unique Combination of Skill Sets & Capabilities



The industry's largest data set – Driving differentiation in predictive analytics

**WellSky powers 2,396 home health agencies who:**



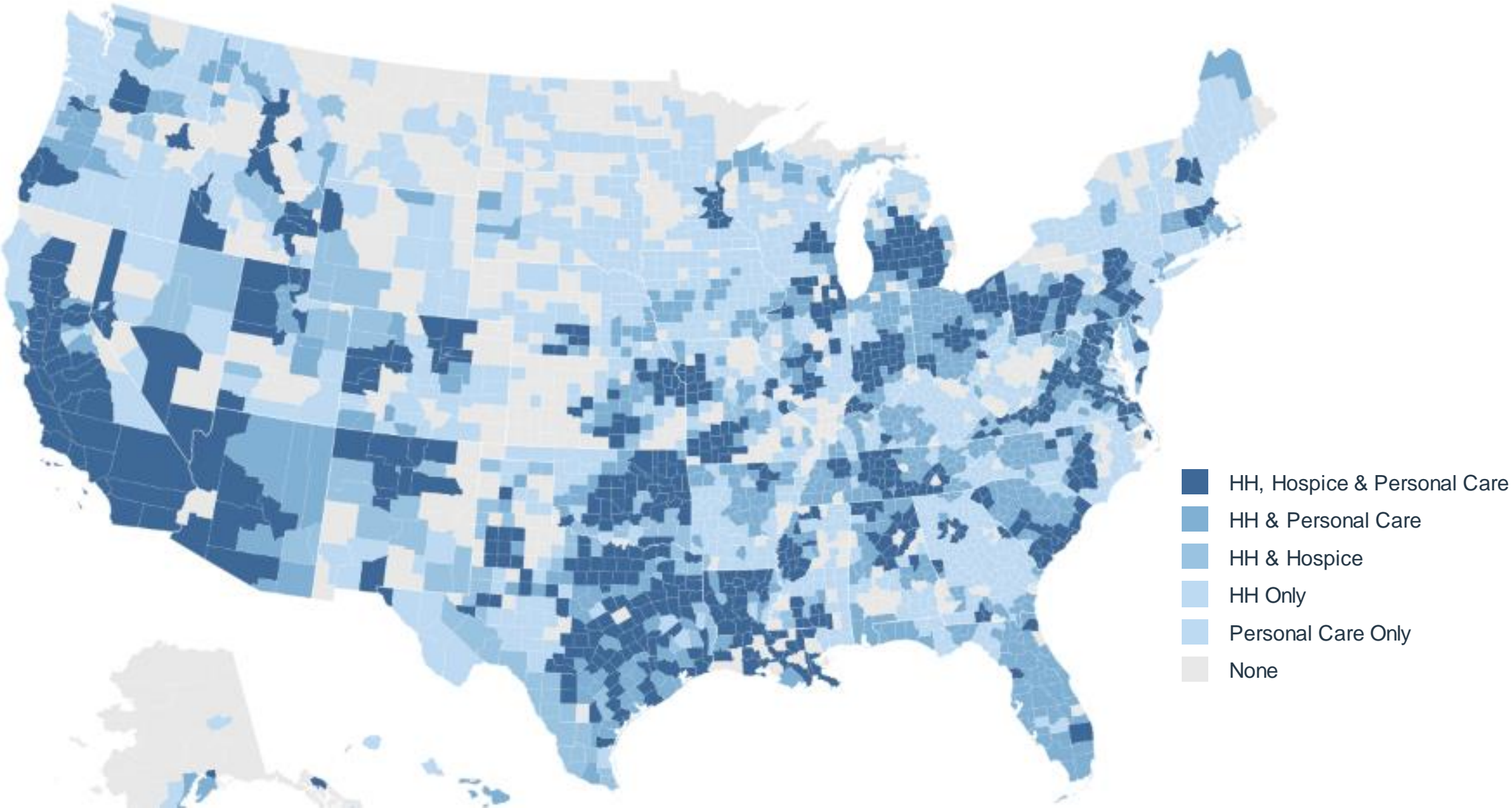
**Serve 1,372,399 patients per year\***

**Complete 2,395,407 episodes a year**

*\*Numbers from July 2020 – June 2021*



# National Network: 1 in 4 home-based care organizations use WellSky



# WellSky Payer Analytics focus areas



## Real-Time Member Insights

*Patient-level predictive analytics updated at every visit*

Proactive visibility optimizes care management, improving outcomes and increasing efficiency

## Connected Network Insights

*Real-time comprehensive provider performance analytics*

Risk-adjusted performance benchmarking and real-time monitoring enables scalable on-demand network management and performance contracting

# WellSky Real-Time Insights for Home Health:

## Predictive analytics for optimizing member care in the home

- ✓ Real-time hospitalization risk predictions
- ✓ Nutrition, housing, and social support insights
- ✓ Instant information for connected patients
- ✓ Hospice suitability analytics
- ✓ Missed visit alerts
- ✓ Schedule and utilization visibility



**Improve hospitalization from home health by 12%**



**Increase visibility into hospice needs by 2x**



**Gain visibility into SDoH factors**



**Increase care management reach**

# WellSky Network Insights for Home Health:

## Network performance analytics to attack variance that drives cost

- ✓ Risk-adjusted performance insights
- ✓ Hospitalization and clinical improvement and efficiency analytics
- ✓ Diagnosis-specific performance insights
- ✓ Real-time performance for connected agencies
- ✓ Composite scoring focused on value
- ✓ Network optimization insights

When utilizing WellSky Network Insights, networks gain:



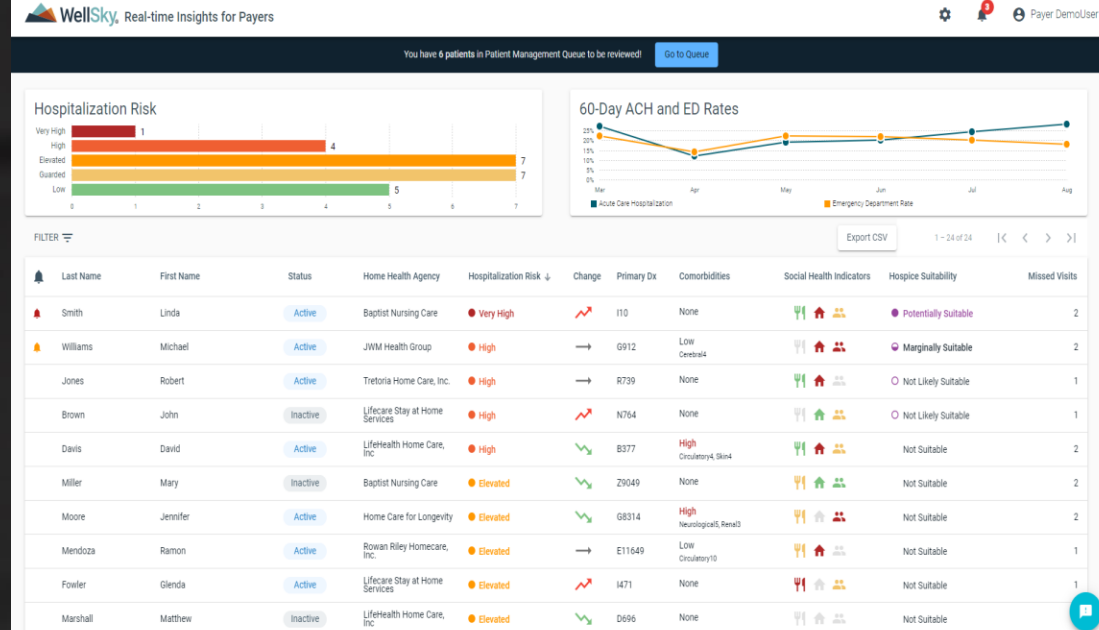
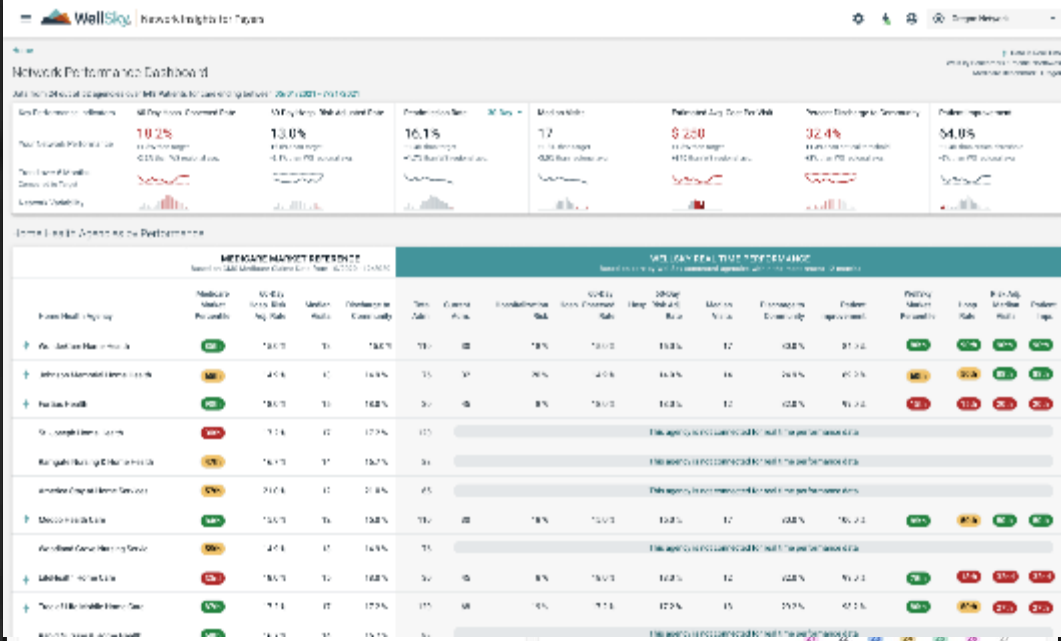
- Unprecedented visibility into performance which results in better management of your home health network
- The ability to implement value-based contracts at scale

When using WellSky Network Insights, the diagnosis-optimized performance opportunity is:



- 50% readmission improvement
- 26% visit efficiency improvement

## Live solution demonstration: The WellSky Payer Analytics Suite in action



Q&A





Learn more about  
WellSky analytics for payers



**Request a consultation today!**

