

The WellSky® Conference

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



The WellSky® Conference

Today's speakers



Wanda Coley VP, Strategy & Execution UnitedHealth Group

Kirby McDaniel SVP, Applied Insights

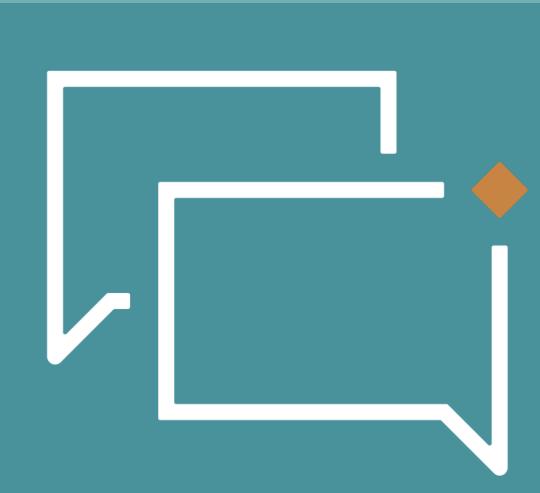
WellSky



Yancey Bond Director, Solutions Management WellSky

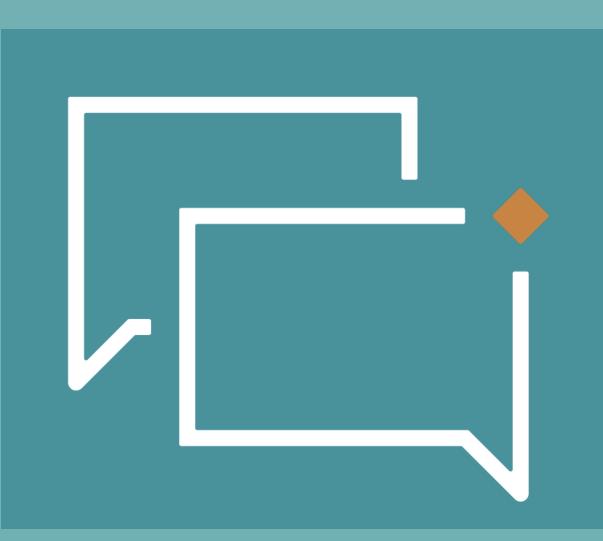
Setting the stage: The growing importance of care at home

- 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 **riskbased future** of successful postacute 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

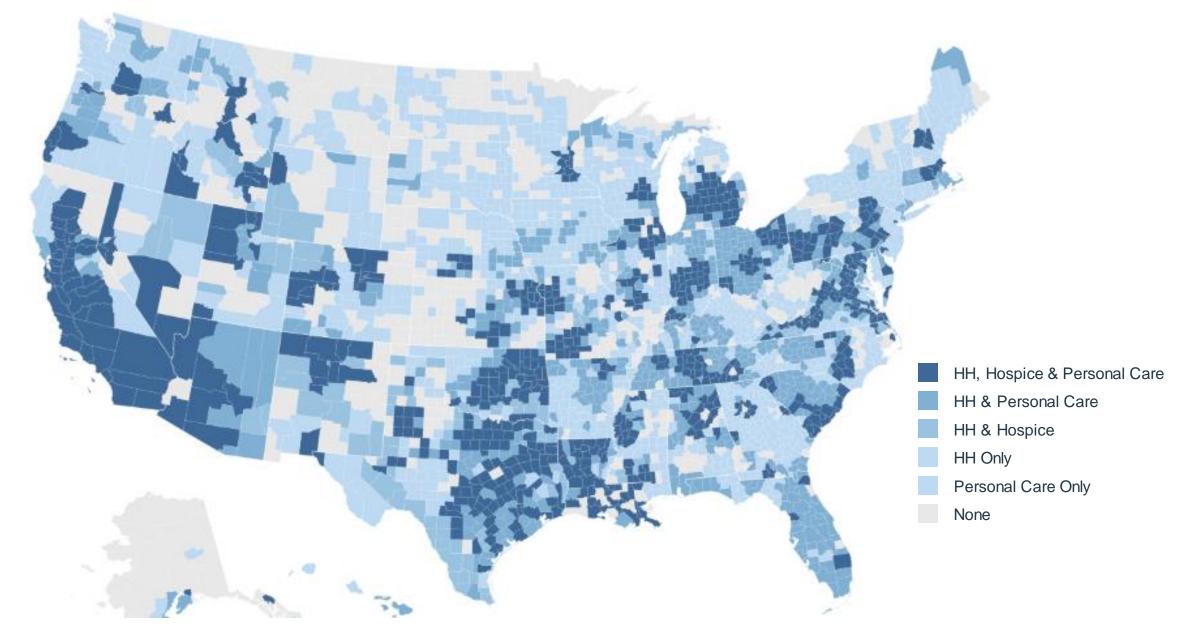
WellSky powers 2,396 home health agencies who:



Serve 1,372,399 patients per year*

Complete 2,395,407 episodes a year

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

Connected Network Insights

Real-time comprehensive provider performance analytics

Proactive visibility optimizes care management, improving outcomes and increasing efficiency Risk-adjusted performance benchmarking and realtime 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 valuebased contracts at scale

When using WellSky Network Insights, the diagnosisoptimized performance opportunity is:



- 50% readmission improvement
- 26% visit efficiency improvement

Live solution demonstration: The WellSky Payer Analytics Suite in action

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Learn more about WellSky analytics for payers



Request a consultation today!

