

Data-Driven Sustainability

4 Practical Ways to Leverage the Power of Data



Kim Woofter, RN, EVP Strategic Alliances and Practice Innovation



Matt Mulherin, MBA, Vice President, Practice Solutions

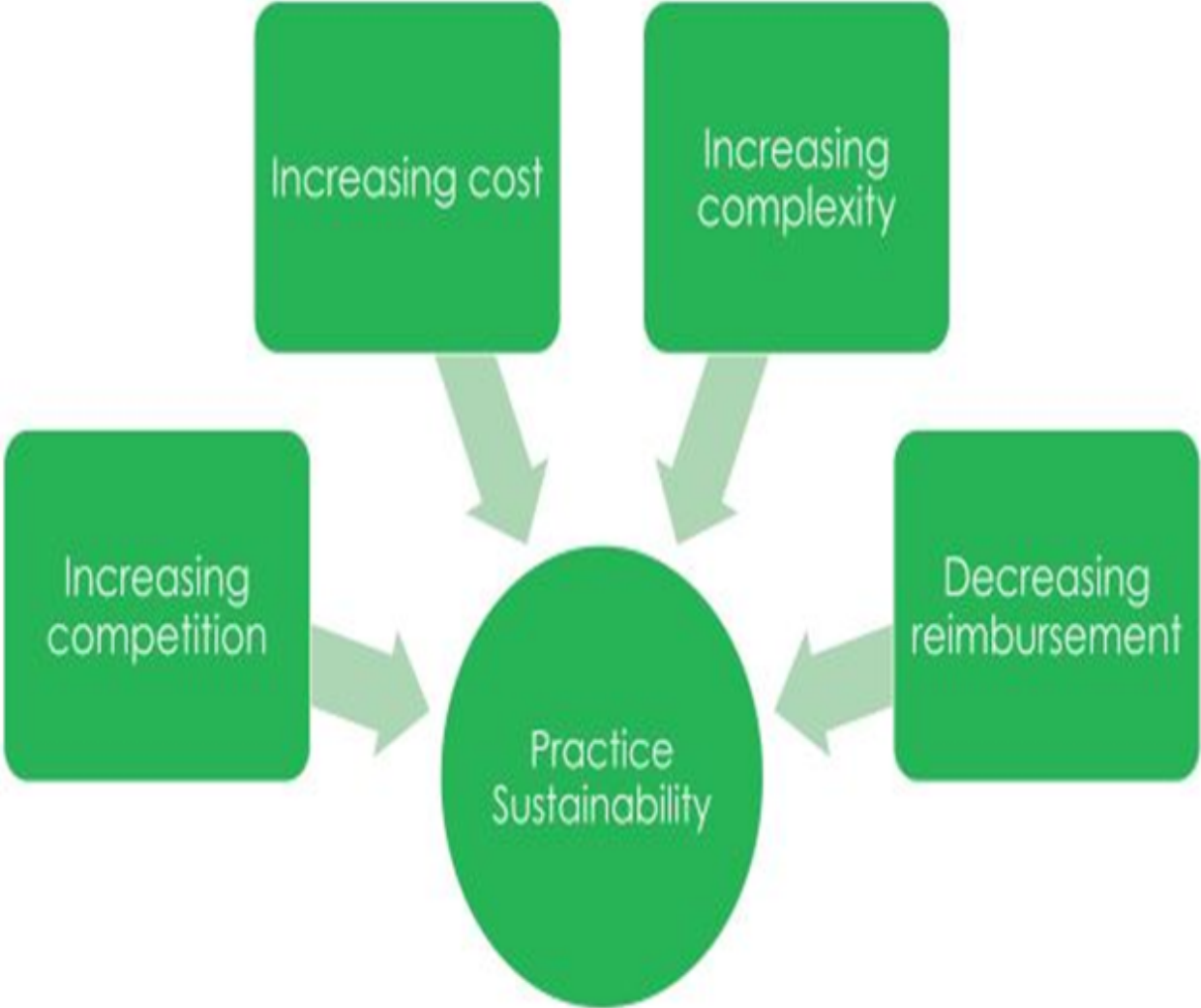
Where We Started



 **Michiana Hematology Oncology, PC**
Advanced Centers for Cancer Care[®]



Challenges Facing the Practice



Biggest Pain Points

Drug costs

Revenue cycle

Staffing

Referrals



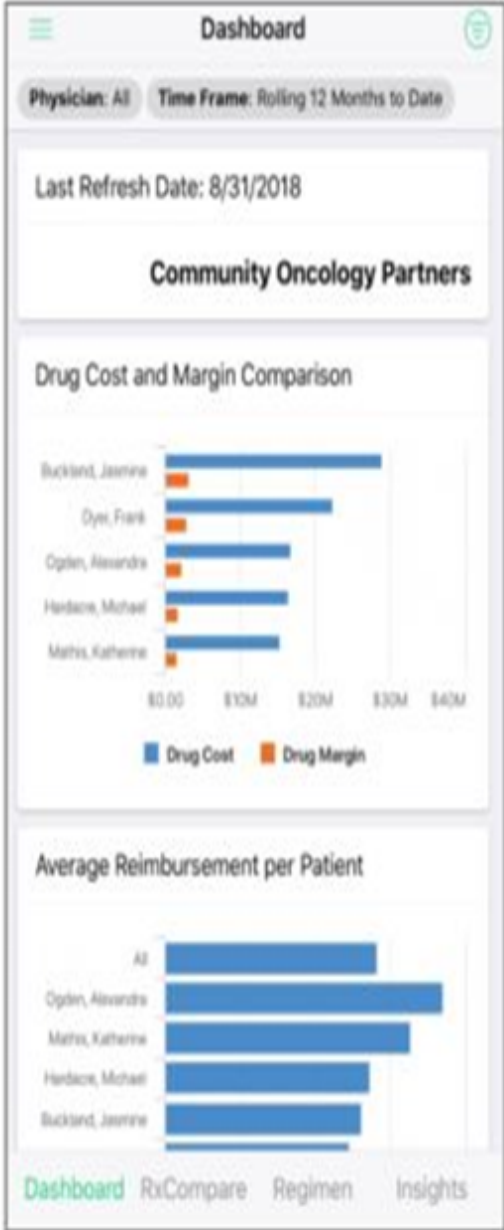
Going All-In



What We're Doing Today



Drug Financials: Dashboard



Drug Financials: Purchasing & Administration

Pharma Insights-Demo

Physician: All Payer: Medicare Drug Type: All

Sort: Total Revenue High to Low

Drug Margin, Cost per Dosage

Drug	Margin
Opdivo	\$377.10
J9299	\$6,291.12
Rituxan	\$291.08
J9310	\$6,770.06
Neulasta delivery kit	\$267.75
J2505	\$4,253.70
Avastin	\$25.29
J9035	\$368.74
Xgeva	\$113.48
J0897	\$2,174.51
Keytruda	\$359.43
J9271	\$9,390.32
Yervoy	\$1,229.90
J9228	\$28,605.49
Herceptin	\$205.05
J9355	\$4,320.00

Dashboard RxCompare Regimen Insights

Opdivo

Physician: All Payer: Medicare Drug Type: All

Drug Overview per Dose

Drug Cost	\$6,291.12
Allowed Amount	\$6,542.39
Estimated Rebate	\$125.83
Drug Margin	\$377.10
Admin Fees	\$63.92
Total Margin	\$441.03

Drug Margin %

Drug Margin %	5.99%
Total Margin %	7.01%

Cost per Dose by Drug Class

Drug Class	Cost per Dose
Keytruda	\$8.5k
Opdivo	\$4.5k
Tecentiq	\$7.5k

Total Margin per Dose by Drug Class

Drug Class	Total Margin per Dose
Opdivo	\$441.03
Keytruda	\$359.43
Tecentiq	\$205.05

Dashboard RxCompare Regimen Insights

Opdivo

Physician: All Payer: Medicare Drug Type: All

Total Margin per Dose by Drug Class

Drug Class	Total Margin per Dose
Opdivo	\$441.03
Keytruda	\$359.43
Tecentiq	\$205.05

Total Revenue by Drug Class (Rolling 12 Months to Date)

Drug Class	Total Revenue
Opdivo	\$12,747,660.21
Keytruda	\$9,390,320.00
Tecentiq	\$4,320,000.00

Total Revenue (Rolling 12 Months to Date)

\$12,747,660.21

Dashboard RxCompare Regimen Insights

Opdivo

Physician: All Payer: Medicare Drug Type: All

Total Revenue (Rolling 12 Months to Date)

\$12,747,660.21

Billing Units per Dosage

240

Drug Margin by Payer

Payer	Drug Margin
Aetna	\$377.10
United Health Care	\$377.10
Antham	\$377.10
Humana	\$377.10
Medicare	\$377.10

Dashboard RxCompare Regimen Insights

Drug Financials: Physician

Diagnosis

Sort: Diagnosis A to Z

- ALL REGIMENS
- ANEMIA
- ANUS
- BISPHOSPHONATES
- BLADDER
- BONE
- BRAIN
- BREAST
- BREAST ADJ
- BREAST FEMALE
- BREAST HORMONAL
- BREAST MET
- BREAST NEOADJ
- CERVIX

Dashboard RxCompare **Regimen** Insights

Regimen

Abraxane Her/Per	\$7,740.58
21 days, 6 cycles	\$103,644.22
Bevacizumab Q3W	\$8,049.66
21 days, 12 cycles	\$105,844.57
Carb Taxol QW	\$274.33
7 days, 6 cycles	\$931.60
Herceptin Q2W	\$1,779.20
14 days, 12 cycles	\$37,839.98
Paclitaxel Carbo Q2W	\$447.02
14 days, 4 cycles	\$1,824.79
Pembro Hercep Q21D	\$8,700.74
21 days, 12 cycles	\$166,094.29
Pembrolizumab Q21D	\$6,008.90
21 days, 12 cycles	\$109,370.61
Per Q21 Her Pacl Q7	\$5,361.04
21 days, 4 cycles	\$122,901.94
TCH+P	\$3,516.74
21 days, 6 cycles	\$68,243.57

Dashboard RxCompare **Regimen** Insights

TAC

Payer: Medicare

Regimen Overview

Drug Cost	\$30,065.56
Allowed Amount	\$34,284.63
Estimated Rebate	\$150.34
Drug Margin	\$4,369.41
Admin Fees	\$813.48
Total Margin	\$5,182.89

Drug Margin %	14.53%
Total Margin %	17.24%

Regimen by Component (21 days, 6 cycles)

Activity Name	Cost	Margin
Fulphila	\$23,940.00	\$3,494.44
Emend 150 mg IV	\$1,670.45	\$380.56
Chemotherapy infusion 3 Hours L4	\$0.00	\$364.49
Chemotherapy Injection L1	\$0.00	\$327.49
Palonosetron 0.25mg	\$672.54	\$288.81
Cyclophosphamide 500 mg/m ²	\$2,357.40	\$123.82

New Chemotherapy

Dashboard RxCompare **Regimen** Insights

TAC

Total Regimen Margin by Payer

NCCN Identifier: NCCN-BINV-1012.1

Dashboard RxCompare **Regimen** Insights

Revenue Cycle Management



CONT ALLOWED ADJ. = BILLED AMOUNT LATEST TRANSACTION DATE 12/18/18

CPT CODE	DESCRIPTION	PROCEDURE DATE	CLAIM ID	PAYER NAME	TOTAL BILLED	CONTRACTUAL ALLOWED ADJUSTMENT
38222	Bone Marrow Br	2/26/18	1576095	Anthem	\$400.00	(\$400.00)
71046TC	Chest XRay 2 View	11/1/18	1576354	MCC Humana Gol.	\$61.00	(\$61.00)
71260TC	Thorax w/Contrast	8/22/18	1548753	UNR	\$691.00	(\$691.00)
77014	CT Guide RT Field	7/24/18	1537416	Anthem Medicaid	\$413.00	(\$413.00)
		8/30/18	1551712	MCC Anthem Me.	\$413.00	(\$413.00)
96367	Sequential Infus Thr	7/23/18	1535954	Veteran's Admins.	\$105.00	(\$105.00)
96372	Non-Chemo Inject.	8/7/18	1541890	Allied Benefit Syst.	\$50.00	(\$50.00)
96375	Non-Chemo + IV Push	5/23/18	1514851	Healthscope Bene.	\$264.00	(\$264.00)
		8/31/18	1550648	MCC United Healt.	\$132.00	(\$132.00)
		9/21/18	1538230	MCC United Healt.	\$198.00	(\$198.00)
		9/28/18	1561365	MCC United Healt.	\$198.00	(\$198.00)
		10/22/18	1569446	Indiana Medicaid	\$132.00	(\$132.00)
99212	Follow Up Visit L2	5/22/18	1524776	MCC Humana Gol.	\$110.00	(\$110.00)
		6/19/18	1533625	MCC United Healt.	\$110.00	(\$110.00)
99213	Follow Up Visit L3	4/3/18	1522278	MCC United Healt.	\$165.00	(\$165.00)
		4/9/18	1499063	Healthscope Bene.	\$165.00	(\$165.00)
		10/3/18	1564320	Self Pay	\$90.51	(\$90.51)
99215	Follow Up Visit L5	1/18/18	1520085	UNR	\$385.00	(\$385.00)
A4222	Cadd Pump Tubing	4/25/18	1506101	Anthem	\$66.00	(\$66.00)
		7/18/18	1540561	Anthem	\$66.00	(\$66.00)
		8/28/18	1553025	All Savers	\$66.00	(\$66.00)
		9/25/18	1561604	All Savers	\$66.00	(\$66.00)
		10/9/18	1574842	All Savers	\$66.00	(\$66.00)
		10/23/18	1574842	All Savers	\$66.00	(\$66.00)
E0781	Pump Rental	4/25/18	1506101	Anthem	\$605.00	(\$605.00)
G6017	Intrafraction Track	7/12/18	1532428	Anthem	\$270.00	(\$270.00)

REF VS ALLOWED - MEDICAL Negative DIFFERENTIAL means an overpayment, Positive an underpayment LATEST TRANSACTION DATE 12/18/18

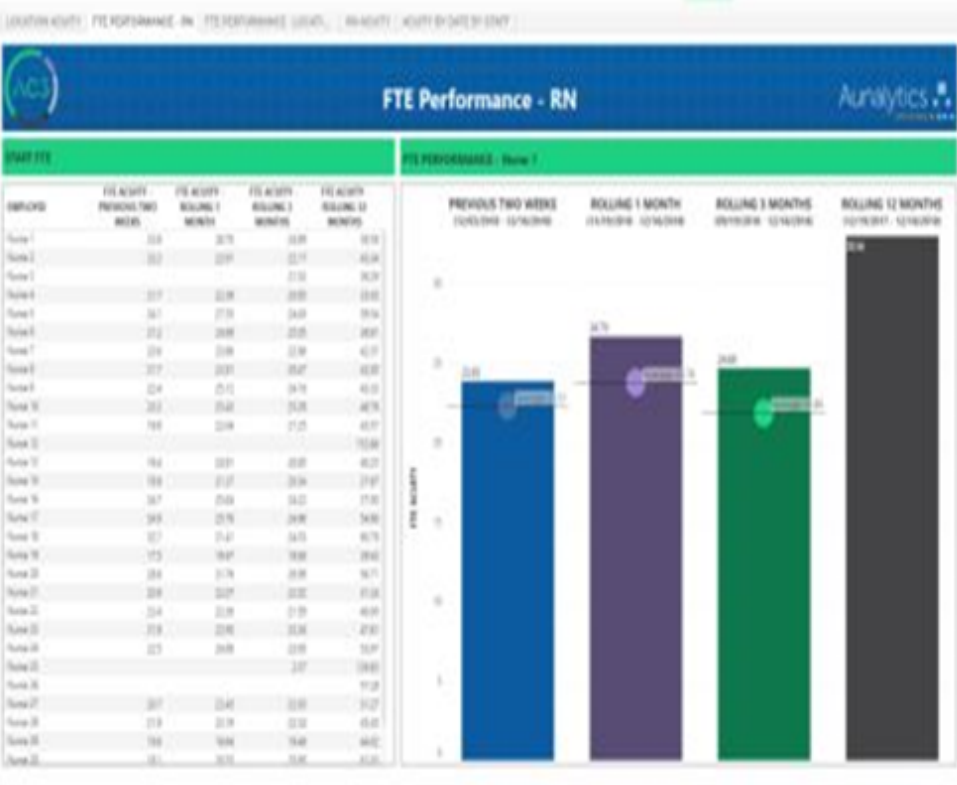
CHARGE ID	CPT CODE	DESCRIPTION	MMR	PROCEDURE DATE	CLAIM ID	PAYER NAME	UNITS	ALLOWED	PERMYT PAID PERMYT(S) & A	DIFFERENTIAL	% DIFFERENTIAL	PAYER NAME
444488	8828	Budge Lab-Br	28984	11/18/2018 12:00:00 PM	156122	MCC Anthem Medicare Pto	1	\$1,875.00	\$1,875.00	\$1,875.00	100%	Anthem Blue Cross
444491	8828	Budge Lab-Br	28984	11/18/2018 12:00:00 PM	156122	MCC Anthem Medicare Pto	1	\$1,791.00	\$1,875.00	(\$84.00)	-5%	Medicaid
442788	8300	Index Study Br	28433	6/18/2018 12:00:00 PM	155963	Managed Health Services	1	\$17,971.00	\$17,971.00	\$17,971.00	100%	UNR
444730	8300	Index Study Br	28433	6/18/2018 12:00:00 PM	156147	Managed Health Services	1	\$17,971.00	\$17,971.00	\$17,971.00	100%	UNR
443482	8300	Index Study Br	28433	10/22/2018 12:00:00 PM	156403	Managed Health Services	1	\$17,971.00	\$17,971.00	\$17,971.00	100%	UNR
444762	8300	Index Study Br	28433	11/18/2018 12:00:00 PM	156406	Managed Health Services	1	\$17,971.00	\$17,971.00	\$17,971.00	100%	UNR
443476	8010	Acute Study Br	28407	11/18/2018 12:00:00 PM	156408	MCC Anthem Medicare Adv.	36	\$4,830.00	\$4,830.00	\$4,830.00	100%	MCC
448771	8010	Lymphatic Study Br	28428	11/18/2018 12:00:00 PM	156427	UNR	1	\$8,844.00	\$8,844.00	\$8,844.00	100%	UNR
444489	8010	Acute Study Br	28415	8/18/2018 12:00:00 PM	156402	Anthem	36	\$2,787.00	\$750.00	(\$2,037.00)	-73%	Anthem
444493	8010	Lymphatic Study Br	28409	11/18/2018 12:00:00 PM	156403	United Health Care	180	\$7,911.00	\$7,911.00	\$7,911.00	100%	United Health Care
443483	8300	Acute Study Br	28403	6/12/2018 12:00:00 PM	156434	United Health Care	2	\$6,928.00	\$6,928.00	\$6,928.00	100%	United Health Care
443484	8300	Acute Study Br	28403	11/18/2018 12:00:00 PM	156434	United Health Care	2	\$6,928.00	\$6,928.00	\$6,928.00	100%	United Health Care
443485	8300	Acute Study Br	28414	10/18/2018 12:00:00 PM	156435	United Health Care	1	\$6,928.00	\$6,928.00	\$6,928.00	100%	United Health Care
443486	8300	Acute Study Br	28414	10/18/2018 12:00:00 PM	156435	United Health Care	1	\$6,928.00	\$6,928.00	\$6,928.00	100%	United Health Care
443487	8300	Acute Study Br	28426	8/18/2018 12:00:00 PM	156437	United Health Care	1	\$6,928.00	\$6,928.00	\$6,928.00	100%	United Health Care
443488	8300	Acute Study Br	28406	10/18/2018 12:00:00 PM	156438	Centimark PIP	12	\$4,425.00	\$2,715.00	(\$1,710.00)	-39%	Centimark PIP
443489	8300	Acute Study Br	28406	10/18/2018 12:00:00 PM	156438	Centimark PIP	12	\$4,425.00	\$2,715.00	(\$1,710.00)	-39%	Centimark PIP
443490	8010	Acute Study Br	28406	10/18/2018 12:00:00 PM	156438	MCC Anthem Medicare Adv.	36	\$1,841.00	\$1,841.00	\$1,841.00	100%	MCC
443491	8300	Acute Study Br	28406	10/18/2018 12:00:00 PM	156438	MCC Anthem Medicare Adv.	36	\$1,841.00	\$1,841.00	\$1,841.00	100%	MCC

TRANSACTION DETAILS Select any transaction on this table to see full charge details.

MMR	CPT CODE	CLAIM ID	PROCEDURE DATE	TRANSACTION DATE	TRANSACTION ID	PAYER NAME	ADJUSTMENT TYPE	CHARGE	CONTRACTUAL	ADJUST	TOTAL
28974	8010	1506101	4/25/2018 12:00:00 PM	6/12/2018 12:17:17 PM	289638	MCC Anthem Medicare Adv.		\$66.00			\$66.00
				6/18/2018 10:53:44 AM	289639	MCC Anthem Medicare Adv.	Dependent	\$6.00			\$6.00
					289640	MCC Anthem Medicare Adv.	Coord. Benefit	\$47.00			\$47.00
					289641	MCC Anthem Medicare Adv.		\$66.00			\$66.00
28974	10782	1506101	4/25/2018 12:00:00 PM	6/12/2018 12:22:48 PM	289703*	PowerDent Billing	C	\$405.00			\$405.00




Acuity-Based Staffing




Driving Growth through Referral Analytics

New Patient Report | Hospital Conversion Report



New Patients



DETAIL

PHYSICIAN
 MARKET/FACILITY
 REFERRING PRACTICE
 DIAGNOSIS/PROCEDURE

YEARS Multiple years
MONTHS 12

BRAND NEW PATIENT: The patient has never been to the practice or at a service line specialty
RECURRING NEW PATIENT: The patient has not been back to the practice in the last 36 months (3 years)
TOTAL NEW PATIENT: The sum of brand new and recurring new patients

LATEST PROCEDURE DATE: 11/06/2018

OVERALL

PRACTICE	BRAND NEW PATIENTS	2017												2018												Total
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
PROSTATE	BRAND NEW PATIENTS	367	322	365	238	341	314	317	342	312	314	324	226	370	324	284	315	315	325	263	264	212	289	225	25	1,949
	RECURRING NEW PATIENTS	23	25	25	21	30	19	32	19	19	27	26	19	30	32	26	28	19	27	27	32	30	30	26	1	304
	TOTAL NEW PATIENTS	390	347	390	259	371	333	349	361	331	341	353	245	4,001	356	312	334	342	352	295	296	242	315	26	2,253	
NEE	BRAND NEW PATIENTS	224	268	329	222	327	308	306	324	295	321	306	226	3,991	351	355	317	318	322	275	355	317	298	222	29	3,980
	RECURRING NEW PATIENTS	31	32	19	17	28	19	28	25	19	21	24	12	344	25	19	24	19	21	32	24	27	19	22	1	641
	TOTAL NEW PATIENTS	255	300	348	239	355	327	334	349	314	322	240	240	4,335	376	374	341	337	357	307	341	327	419	31	4,621	
EPN	BRAND NEW PATIENTS	0	19	0	22	36	26	30	23	21	28	25	12	304	4										1	1
	RECURRING NEW PATIENTS	1	1	1	2		2	2	1		4			40												1
	TOTAL NEW PATIENTS	1	20	1	24	36	28	32	24	25	32	12	344	4											2	
ROC	BRAND NEW PATIENTS	62	65	75	44	62	75	64	61	66	46	52	46	706	52	56	56	56	60	51	52	36	44	36	6	656
	RECURRING NEW PATIENTS	4	2	4	2	1	1	2	4	1	1	1	4	24	1	1	3	4	1	1	2	1	2	1	6	36
	TOTAL NEW PATIENTS	66	67	79	46	63	65	65	65	67	47	56	50	730	53	57	59	60	61	53	37	46	37	12	692	

REFERRING PRACTICES

PRACTICE	BRAND NEW PATIENTS	2017												2018												Total
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Dr On Physics																										0
Acacia Valley		1	2		1	1						1		1						1	2			1	1	7
Acacia Health			1	2		1		2	3	1	1		1	12	3	1	1			2			1	1	1	32
Advanced Care																				1						1
Advanced Care				1										2						1	1					2
Alexander C.D.		1	1		1	1								5						1	1					11
Alpena Family			1											2												2
Alpena ENT Soc.		2	2	2	1		1	1		1	1	1	1	10	2	2		4	1	2	1	2	1	1	1	19
Alpena Physical		1			1				2	1	1	1		3						1	2					11
Alpena Health		1		1				1						1												3
Alpena Health														1												1
Applegarth, William				1										1												1
Applegarth, Der										1	1	2	2	6	1	2	1									11
Alpena Care of														1												1

DR. BRAUN'S HIGHEST REFERRERS

	2018 Q1	Change to previous Qtr	Average Qtr
Total Referrals	59	(9)	67
Braun, Eduardo	14	(1)	15
Zabaneh, Ibrahim	8	1	7
Islam, Syed	2	(1)	1
Kumar, Priyanka	1	(2)	2
Bjornbeck, Caroline	2	1	2
Farhat, Mohamed	1	-	1
Applegarth, William	1	1	2
Kamran, Nadeem	2	2	2
Pithadia, Bharat	-	(1)	2
Punaris, Maureen	-	(2)	2
Tumukuri, Vinay	-	-	2

DR. BRAUN'S 1st TIME REFERRERS DURING 2018 Q1

Zabaneh, George
Ailes, Lonnie
DeLeeuw, Henry
Sweis, Randy
Wiersema, Carli

What We've Found

Area	Impact
Drug financials	Dialogue Pharmacoeconomics discussion & decisions Visibility of underwater scenarios
Revenue cycle	Significant recovered revenue (over \$1M) Significant improvement in team efficiency
Acuity-based staffing	Smoothing Savings of 4 FTEs
Referrals	Awareness and prompts for intervention: Trends of top referrers Awareness of first time referrals



Employers

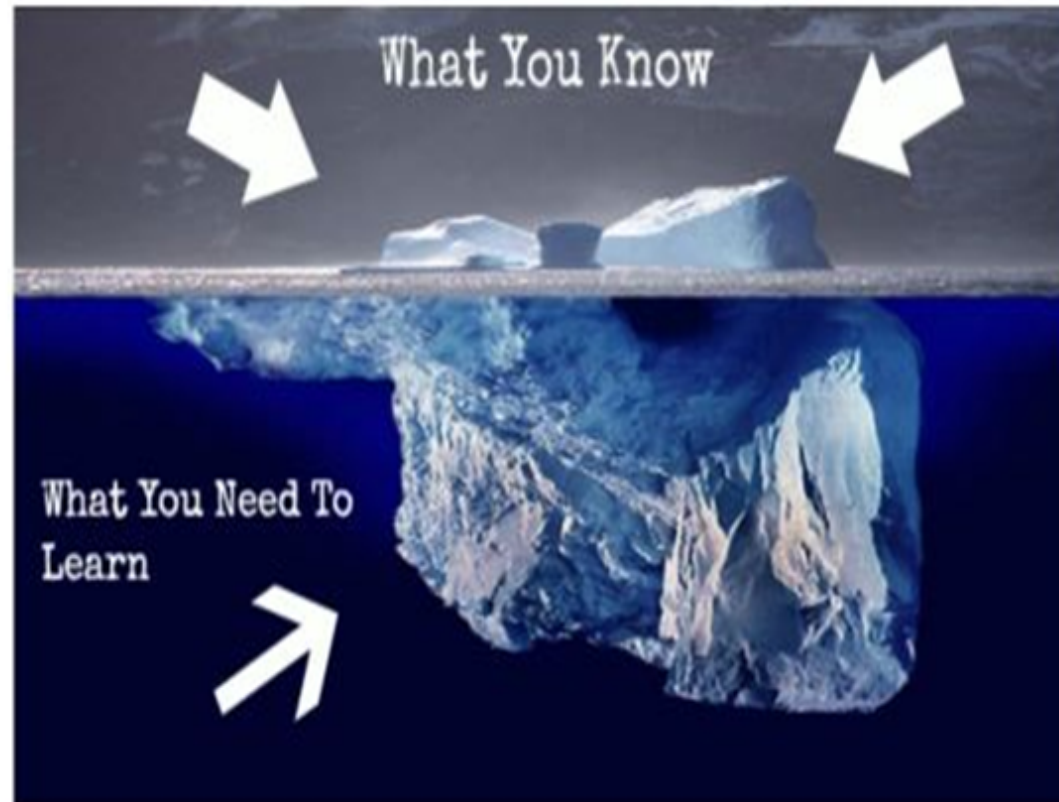
Treatment	Cost at Provider A (Hospital)	Cost at Provider B (Independent Clinic)
Keytruda	\$38,850	\$9,714
Neulasta	\$19,519	\$4,442
Neupogen	\$2,856	\$480
Chemotherapy Infusion 1 hr	\$491	\$440
Extremity Scan	\$490	\$264

Patient Journey

financial impact
of patient choice



Future of Data-Driven Decision Making



Questions?



Kim Woofter, RN, EVP Strategic Alliances and
Practice Innovation

kim.woofter@ac3health.com



Matt Mulherin, MBA, Vice President, Practice
Solutions

matt.mulherin@ac3health.com

