

WEBINAR SERIES

# PROVIDER DATA

## to Power VBC & Payer Strategies

**Identify Gold-Standard Data:**

A Guide to Performance Data in Payer  
Network Tiering + Provider Directories



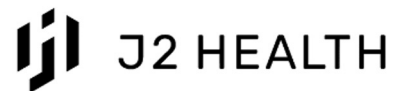
# Our Panelists



**Nik Kubasek**  
*VP, Partnerships*



**Josh Poretz**  
*CEO & Founder*



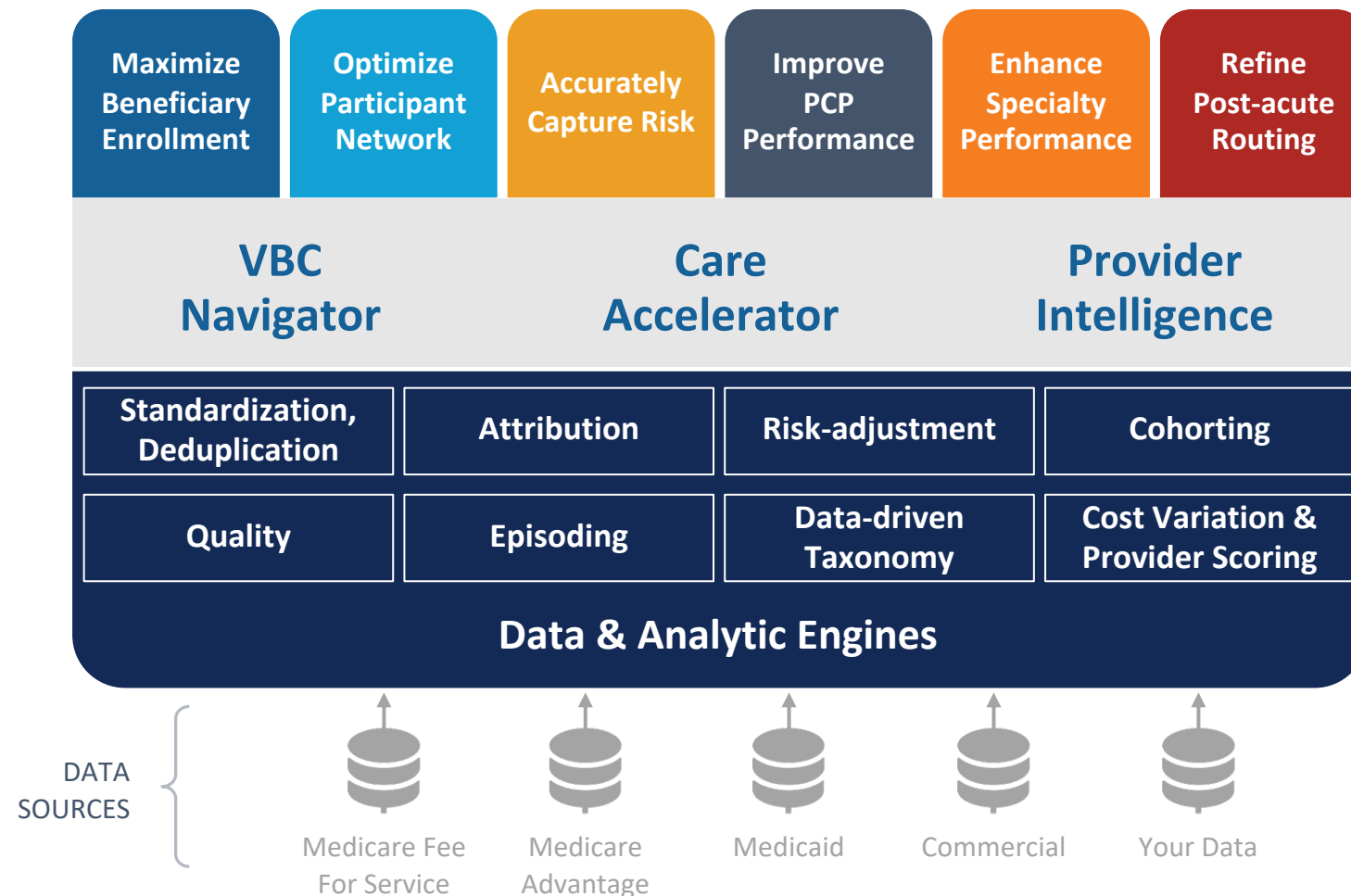
**Andrea Purjue**  
*Director, Enterprise Solutions*



# Introducing CareJourney: Now Part of Arcadia

Adding cost, quality, and benchmark insights to next-generation data platform, analytics, and workflow tools

[Learn more](#)



Introducing



J2 HEALTH



# J2 Health

J2 was founded to improve healthcare through better provider network design

POWERING NETWORK INSIGHTS FOR

TOP 10  
PAYERS

NATIONAL  
PLANS

INDUSTRY  
INNOVATORS

Compliance

Efficiency

Insight

RECOGNIZED  
FOR INNOVATION

CBINSIGHTS  
Digital Health  
**150**  
2022

BACKED BY  
LEADING  
INVESTORS

TIGERGLOBAL

Primary

BOX  
GROUP



# Building ( + Managing) a HPN Data Strategy Is Hard

Even the largest plans have blind spots

## Current State

Inaccurate or old data

Inadequate panel & data volume

Lack of granularity

Complex adequacy rules

Limited insight into competition

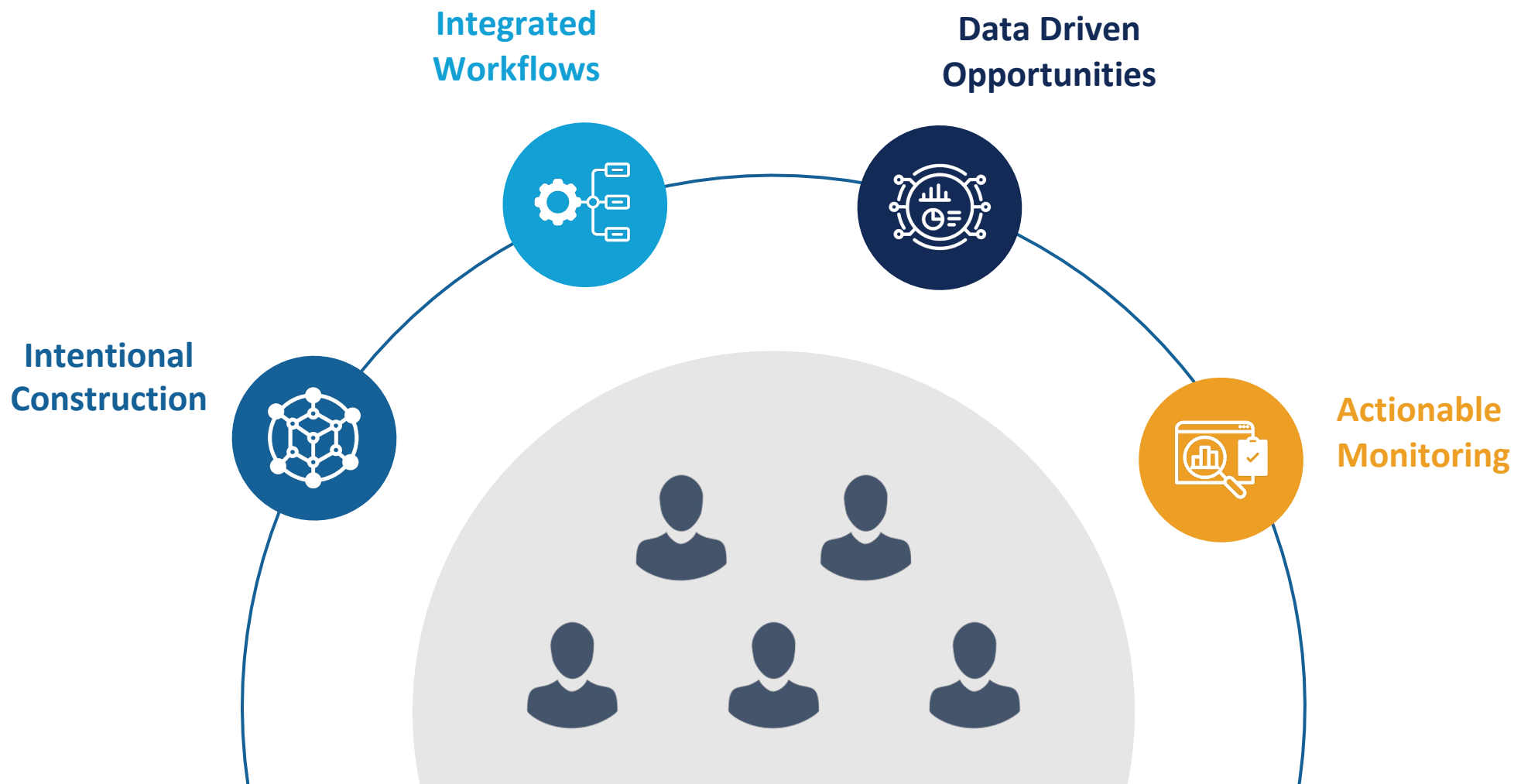
Interoperability and workflow challenges





# Factors Driving Successful HPN Data Strategy

Grounded in vetted, comprehensive provider performance data



# An Actionable Approach to High Value Care

Capturing full member journey from trigger and subsequent care

Episode Name	Number of Episodes	Cost Score	Average Observed Cost	Average Expected Cost	Adjusted O/E Ratio ⓘ	Average Observed vs Expected Cost
Injection For Back Pain	139	5 / 5	\$535	\$889	0.60	
Fracture/dislocation Treatment Pelvis/hip/femur	21	4 / 5	\$27,071	\$29,650	0.96	
Spinal Fusion	19	4 / 5	\$21,693	\$24,404	0.95	

## Impactable Episode Variation

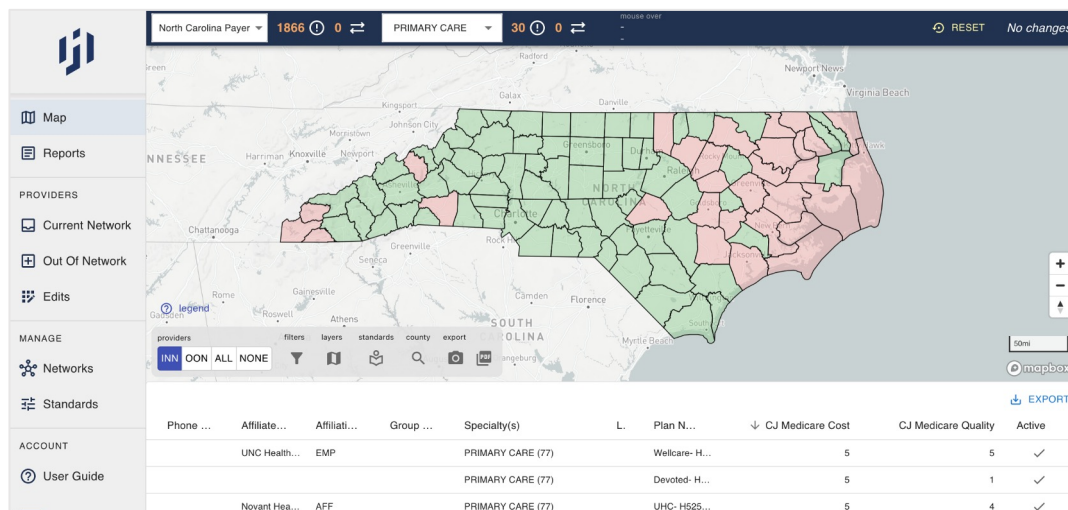
- **250+** condition and treatment episodes
- **Risk-adjustment** using hundreds of factors
- **Observed to expected** performance comparisons
- High level performance scores, as well as **underlying components**
- Drill downs into **episode specific** utilization
- Measures across **avoidable complications, adverse outcomes, and process** – including **specialty-specific** ones



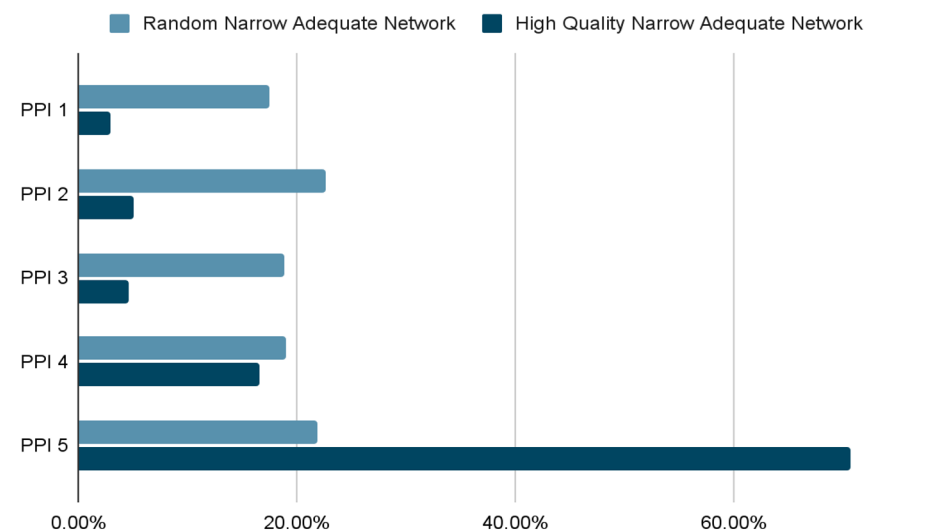


# Meeting Adequacy Requirements with the Right Team

Using performance data to design a HPN that CMS will approve



## Case Study: Impact of a Tiered HPN



**27% Decrease in Average Episode Spend (~\$100M Annually)**

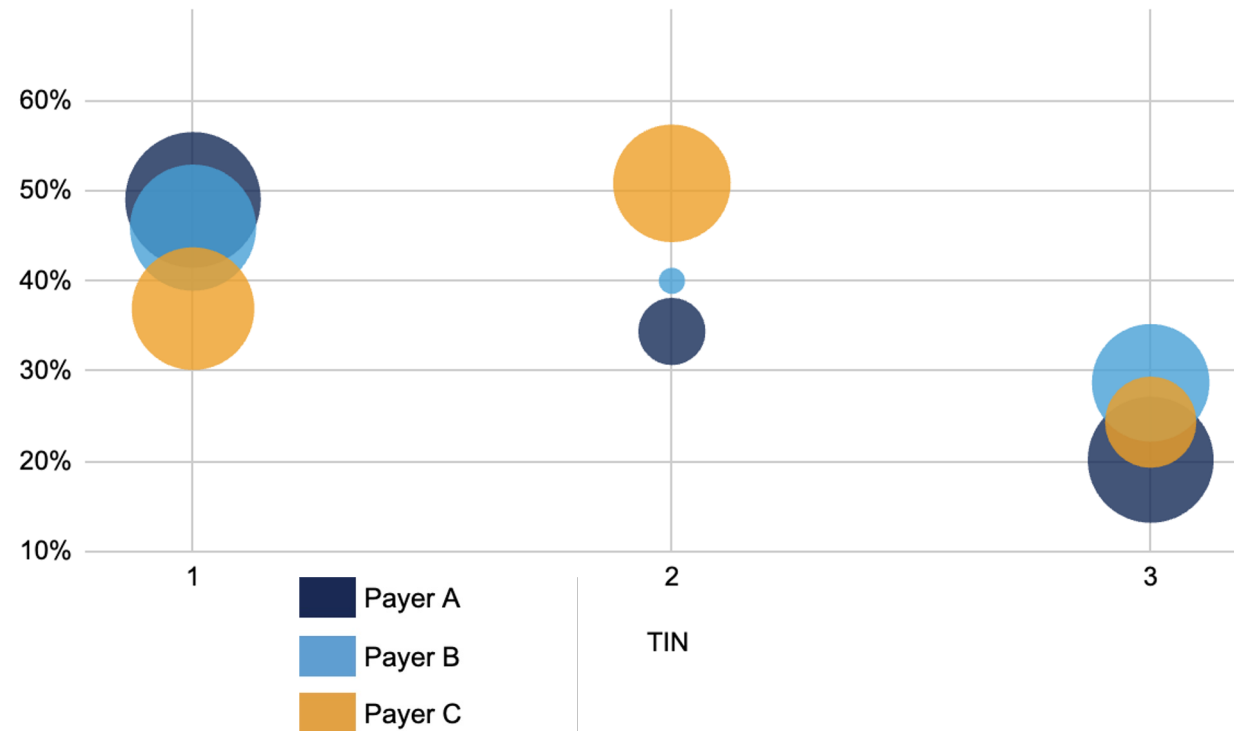


# Prioritizing Impactful Actions Aligned with Incentives

Enabling provider partners with tools for success across contracts

*Contextualize performance across payers and groups.*

Annual Wellness Visits - HMO Plans in Maricopa County



*Support providers with point of care alerts.*



# Connecting Members to High Performing Providers

Tailoring point of care or directory recommendations based on episodes

Physicians (Individual NPI) Results  
290 results

Choose Columns

Export

View full report →

NPI	Provider Name	Specialty	Subspecialty	Provider Group Affiliation	Cost Score	Quality Score	Panel Size
6428291163	Radley, Muriel	Orthopedic Surgery	Hand Surgery	Ortho Tech Hand Specialists	5 / 5	5 / 5	729
2174629061	Motta, Yin	Orthopedic Surgery	Adult Recon Orthoped				
3211278228	Johansen, Emil	Orthopedic Surgery	Unclassified				
5827497114	Beauchesne, Xavier	Orthopedic Surgery	Unclassified				

NPI: 4177110281

Mondor, Lucille E.

Orthopedic Surgery

Subspecialty: Adult Reconstructive Orthopedic Surgery

PROVIDER GROUP AFFILIATION

MD Surgical Group

Center for Sports Medicine at Lake Storey

Center for Sports Medicine at Lake Storey

PROVIDER ADDRESSES

+3 LOCATIONS

9545 Pine Tree Lane, Suite 105, Isadora, MD 20008

Baltimore-Columbia-Towson, MD CBSA

Panel Size

1,052

Average HCC Score

1.210

Years of Experience

32

Cost Score

5 / 5

Quality Score

5 / 5

Episode type: Treatments

View Report

Episode Name	Number of Episodes	Cost Score	Average Observed Cost	Average Expected Cost	Adjusted O/E Ratio	Opportunity	Average Observed vs Expected Cost
Hip Replacement	91	5 / 5	\$23,124	\$27,711	0.83	\$6,993	<div></div>
Knee Replacement	59	3 / 5	\$26,721	\$26,472	1.01	\$212,181	<div></div>
Repeat Hip Or Knee Replacement Surgery	15	5 / 5	\$27,183	\$44,705	0.61	N/A	<div></div>
Knee Arthroscopy	15	5 / 5	\$3,543	\$4,636	0.76	N/A	<div></div>
Fracture/dislocation Treatment Pelvis/hip/femur	13	2 / 5	\$48,872	\$48,125	1.02	\$61,210	<div></div>

Empowering members with details of past performance across their conditions and procedures before selecting a provider.



# Today's Take Aways

A successful HPN is easier to achieve with the right data at the right time.

## Insight

HPN doesn't happen by chance – requires knowledge of **past performance, population needs, the ever-evolving industry standards, and regulatory context.**

## Action

HPN depends on physicians **being able to take the right next step** – adding the **most impact and value** without additional burden.

## 360° View

HPN success depends being able to effectively engage providers and member.



# Test Drive CareJourney by Arcadia Performance Data

Learn top providers in a market of your choice for a specialty of interest

To coordinate  
your data  
snapshot,  
type “**YES**”  
into the chat  
and we will  
reach out.

Filters

Orthopedic Surgery X Virginia X Washington-Arlington-Alexandria, DC-VA-MD-WV CBSA X Knee replacement X

YEAR2023

Physicians (Individual NPI)

Provider Groups (TIN)

Hospitals (CCN)

Physicians (Individual NPI) Results

12 results

Choose Columns

Export

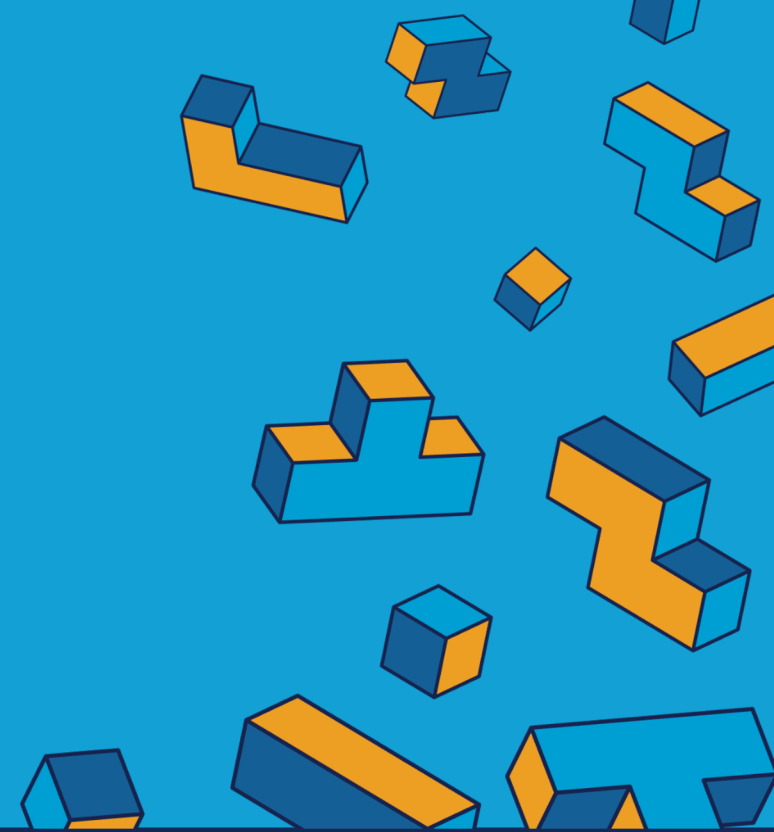
View full report →

Subspecialty: Adult Reconstructive Orthopedic Surgery X Clear All

NPI	Provider Name	Specialty	Subspecialty	Provider Group Affiliation	Cost Score	Quality Score	Panel Size
0192837465	Copeland, Zachary J.	Orthopedic Surgery	Adult Reconstructive Orthopedic Surgery	Healthstone Orthopaedic Practitioners	5 / 5	4 / 5	580
6739820081	Pettway, Otisina	Orthopedic Surgery	Adult Reconstructive Orthopedic Surgery	Grand View Clinic	4 / 5	4 / 5	743
2283649028	Matz, Jose S.	Orthopedic Surgery	Adult Reconstructive Orthopedic Surgery	Unaffiliated	4 / 5	4 / 5	N/A
3722849002	Salinas, Mariana	Orthopedic Surgery	Adult Reconstructive Orthopedic Surgery	Genesis General Hospital Group	4 / 5	3 / 5	876
4277489231	Barker, Kari	Orthopedic Surgery	Adult Reconstructive Orthopedic Surgery	Bahringer, Hegmann and Mann, M.D., P.A.	4 / 5	3 / 5	795

CONTINUE TO

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## UPCOMING WEBINAR

### **Improving Stars Ratings**

October 3

## ADDITIONAL RESOURCES

<https://arcadia.io/resources/category-webinar>

<https://carejourney.com/resources/>

<https://j2health.com/insights/>