

# Maximize the Value of Clinical Data to Power Value-Based Care

Presented By:

Pritesh Patel, *Director of Strategy* – **Apixio**

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THE RISE  
ASSOCIATION

We are a network of health care professionals addressing the challenges posed by the emerging landscape of value-based care and government health care reform.

## OUR MISSION

Our mission is to provide a community for like-minded professionals to come together for networking, education, and industry collaboration to stay ahead and advance their careers.

ONE ASSOCIATION  
**THREE COMMUNITIES**



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ASK YOUR QUESTIONS IN OUR DISCUSSION BOARD

# Presenters



**Pritesh Patel**  
Director of Strategy  
Apixio



**Angèle Pieters**  
Staff Product Manager  
Apixio

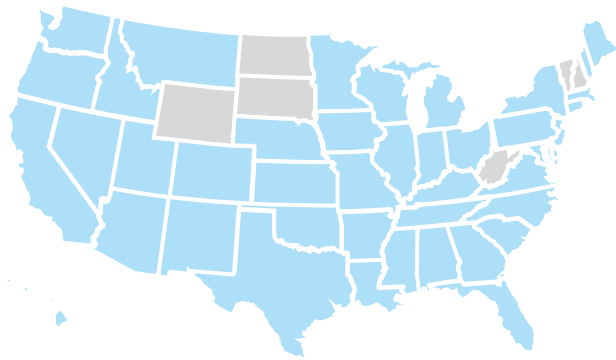
# Apixio Corporate Overview

Apixio is advancing value-based care delivery with data-driven intelligence and analytics. Our AI-driven platform for value-based care gives organizations across the healthcare ecosystem the power to mine clinical information at scale, creating meaningful insights that will change the way healthcare is measured, care is delivered, and discover new possibilities.

## National Presence

### Over 65 Million Charts Analyzed

Customers in 42 states with payers and providers supporting value-based care across MA, ACA, MSSP, and ACO REACH.



## Awards

### Recognized by the Industry

Seen as an industry leader in value-based care by our customers and leading institutions.



**25**  
Health Plans



**20%**  
Increase in Accuracy



**17**  
Provider Groups



**4-6x**  
Productivity Increase



**6.6M**  
Lives Analyzed (2022)



**Data Security**  
Is Our Highest Priority



# Data and Analytics Governance is the Key Enabler to Value-Based Care Success Measures



## Risk Adjustment

Appropriately understand disease burden of the population



## Quality of Care

Identify, deliver, and measure effective and quality care



## Medical Expense Management

Balance the economics by directing appropriate spend under value-based payment arrangements

# Learning Objectives

- How interoperability drivers support digital data acquisition
- How to enable storage and real-time access of clinical data
- Strategies to securely centralize data for organization-wide use
- Determine the right healthcare data management solution



# Interoperability Drivers Supporting Digital Data Acquisition



# Healthcare Data Liquidity Increased with Information Sharing Regulatory Requirements

2016	2020	2021	2022	2023
December 13 21st Century Cures Act Signed Into Law	March 9 Cures Act Final Rules Released	April 5 Cures Act Final Rule Is Active + Information Blocking Banned	April 1 Conditions of Certification Assesations Begin	March 15 Initial Real World Testing Results Published
		December 15 Developers Must Submit Real World Testing Plans	October 6 All EHI Must Be Made Available (Nonstandard EHI, Too)	December 31 EHI Export Capability Must Be Active
			December 31 New HL7 FHIR API Update Capability Must Be Active	

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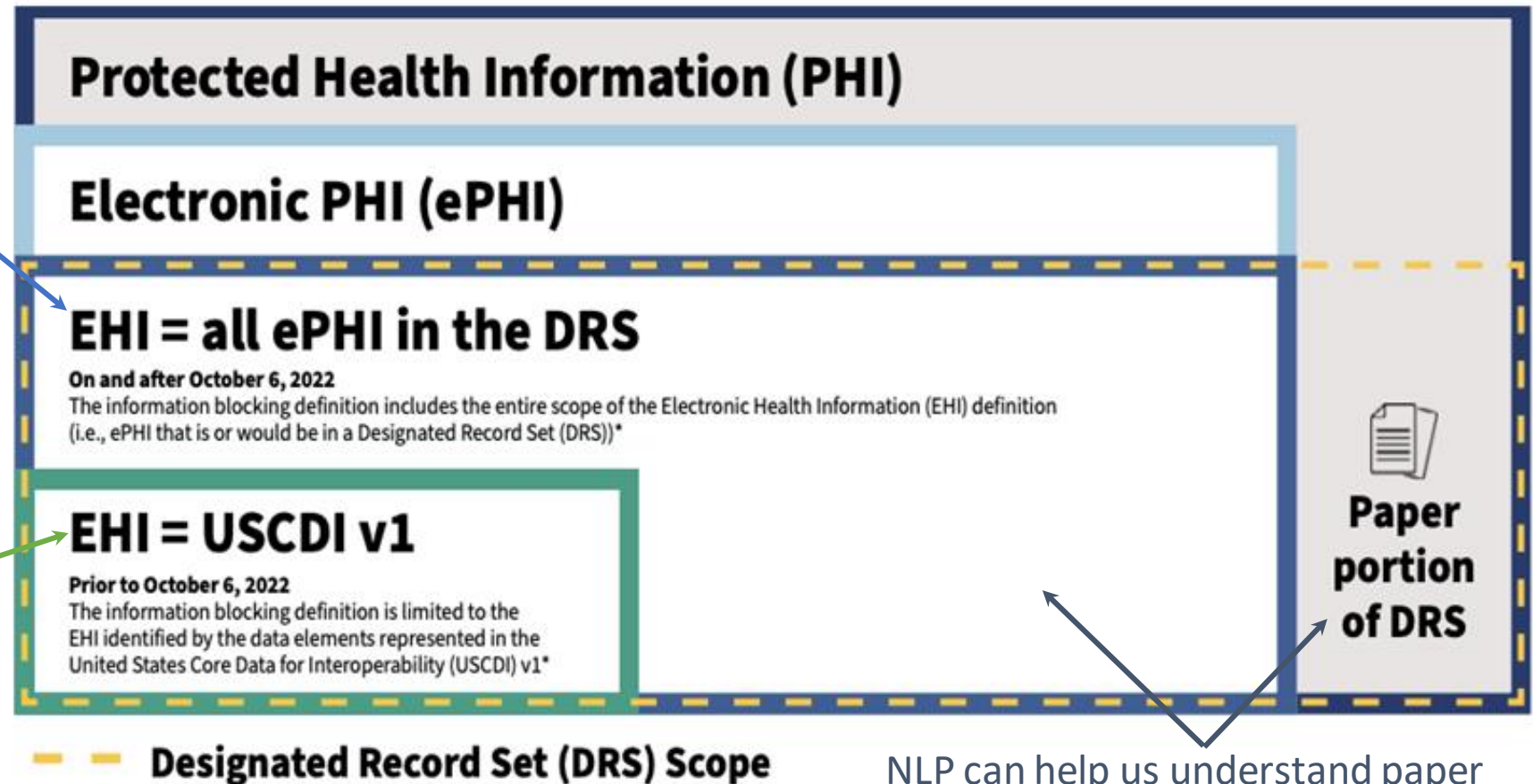
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# Understanding Electronic Health Information

DRS includes medical records, billing information, insurance information, clinical laboratory test results, medical images, wellness files, and case notes.

A machine-readable format of clinical information can be extracted from charts using USCDI v1.



NLP can help us understand paper or PDF files, text, and images that machines cannot read.

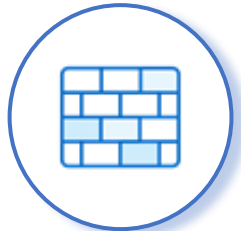
Reference: The Office of the National Coordinator for Health Information technology, [Understanding Electronic Health Information \(EHI\)](#)

# Where Does This Leave Us?



## Opportunity

Tailwinds created digital data retrieval business opportunity to support HIPAA's all three Purpose of Use Cases.



## Challenges

Many organizations are not ready with infrastructure and data governance to support diverse data standards and harmonize disparate data for broader use cases.



## Limitations

Utility of digital data is restricted within value-based care programs.

# Apixio Case Study



## Challenges / Setting

- Large West Coast regional physician group
- Prospective Risk Adjustment Pre-Visit program
- 33K+ at-risk MA patients
- On an enterprise EHR system

Client provided structured and unstructured patient data using database extract queries.

Only 50% of the required patient data was complete.



## Solution Approach

Apixio built ***bi-directional data exchange*** with the enterprise EHR using ***Integration Services*** engagement.

Apixio retrieved ***structured and unstructured*** data directly using ***HL7 FHIR APIs***.

Apixio implemented data pipeline infrastructure and governance best practices that supports FHIR data resources.

To identify ***high fidelity suspected diagnosis codes***.

# Apixio Case Study: Outcomes



## Structured Data

### Patient-Provider Match

**100%** in FHIR vs. **9%** in database query

**1 : 2.5** patient to care team association

### Lab Results

**12%** more patients with Lab values

**24%** more patients with LOINC code sets

### BMI

**50%** more patients with documented BMI



## Unstructured Data

### Clinical Notes and Documents

**1.5x** more documents in FHIR vs. database query for randomly selected 100 patients sample out of 33K+ population



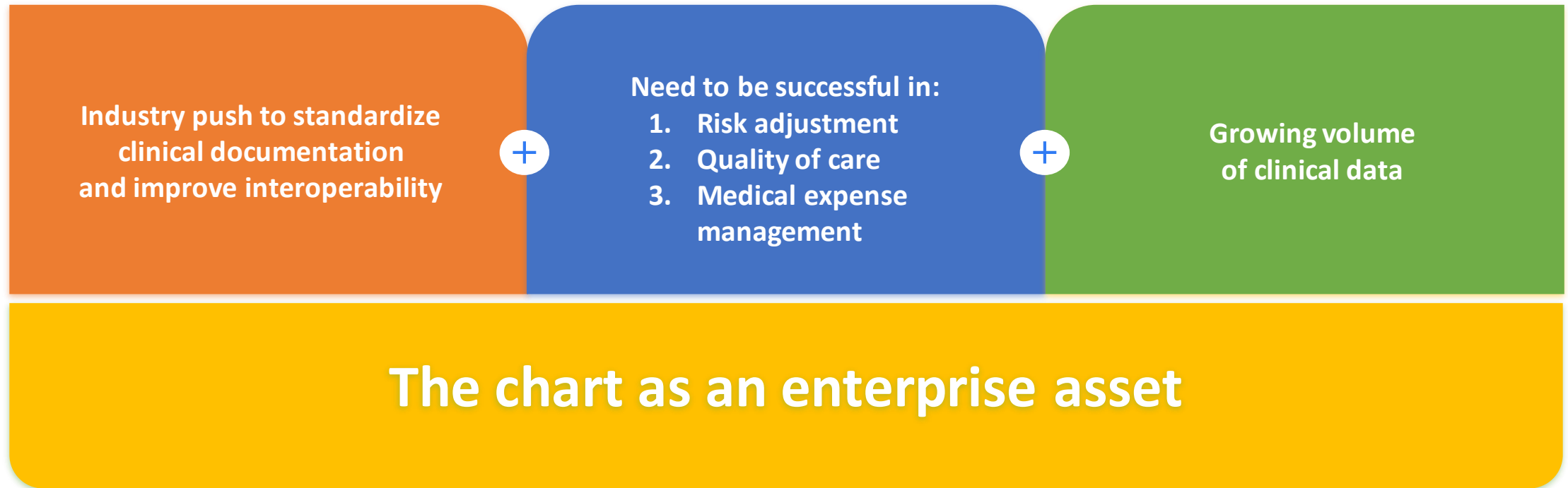
# Poll Question

“What data format has your organization seen provide the highest percentage of volume for digital charts retrieval for the risk adjustment program?”

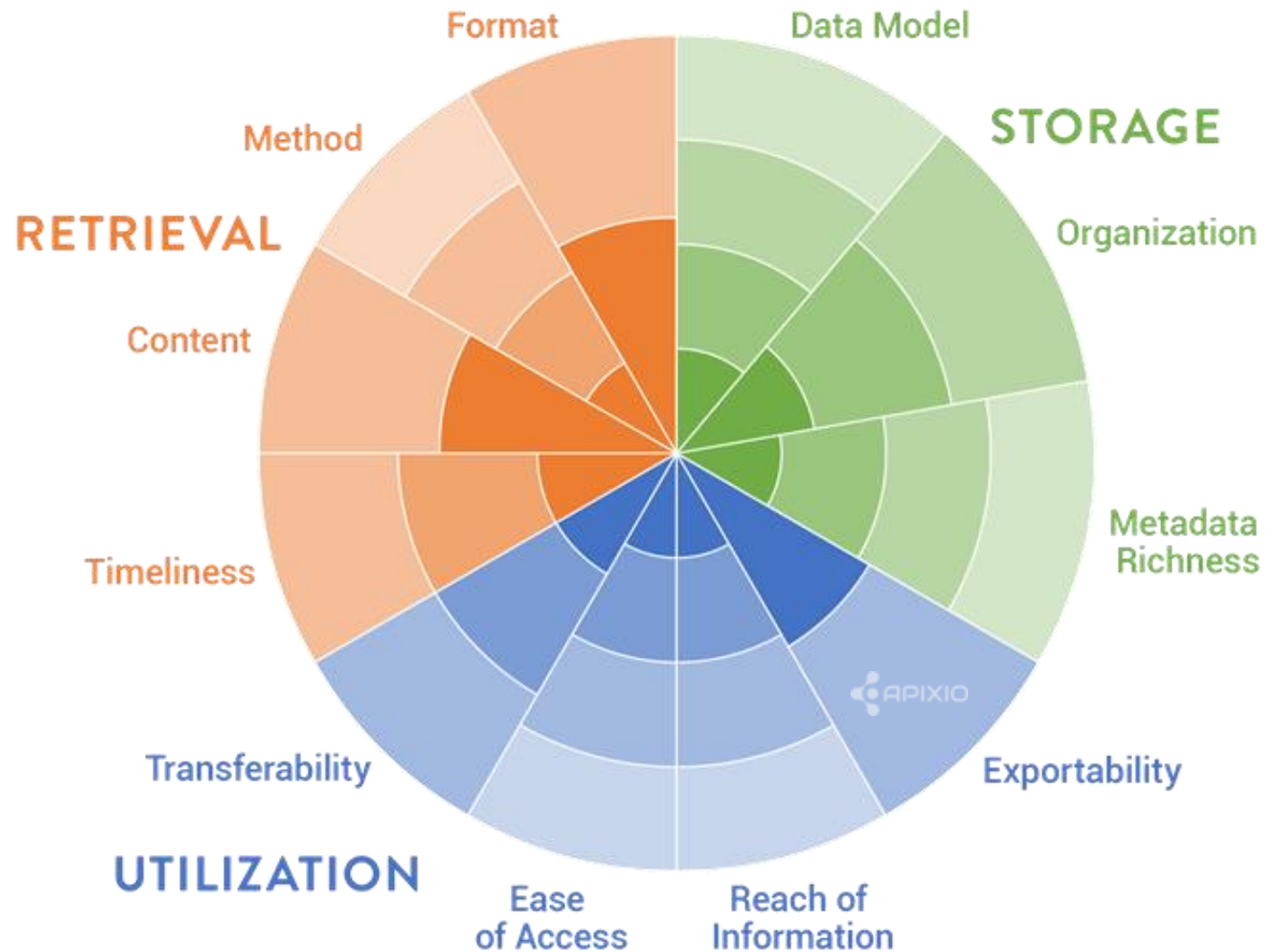
- A. PDFs and Images
- B. CCDs
- C. HL7 FHIR
- D. Others

# Unlock Health Data Across Your Organization

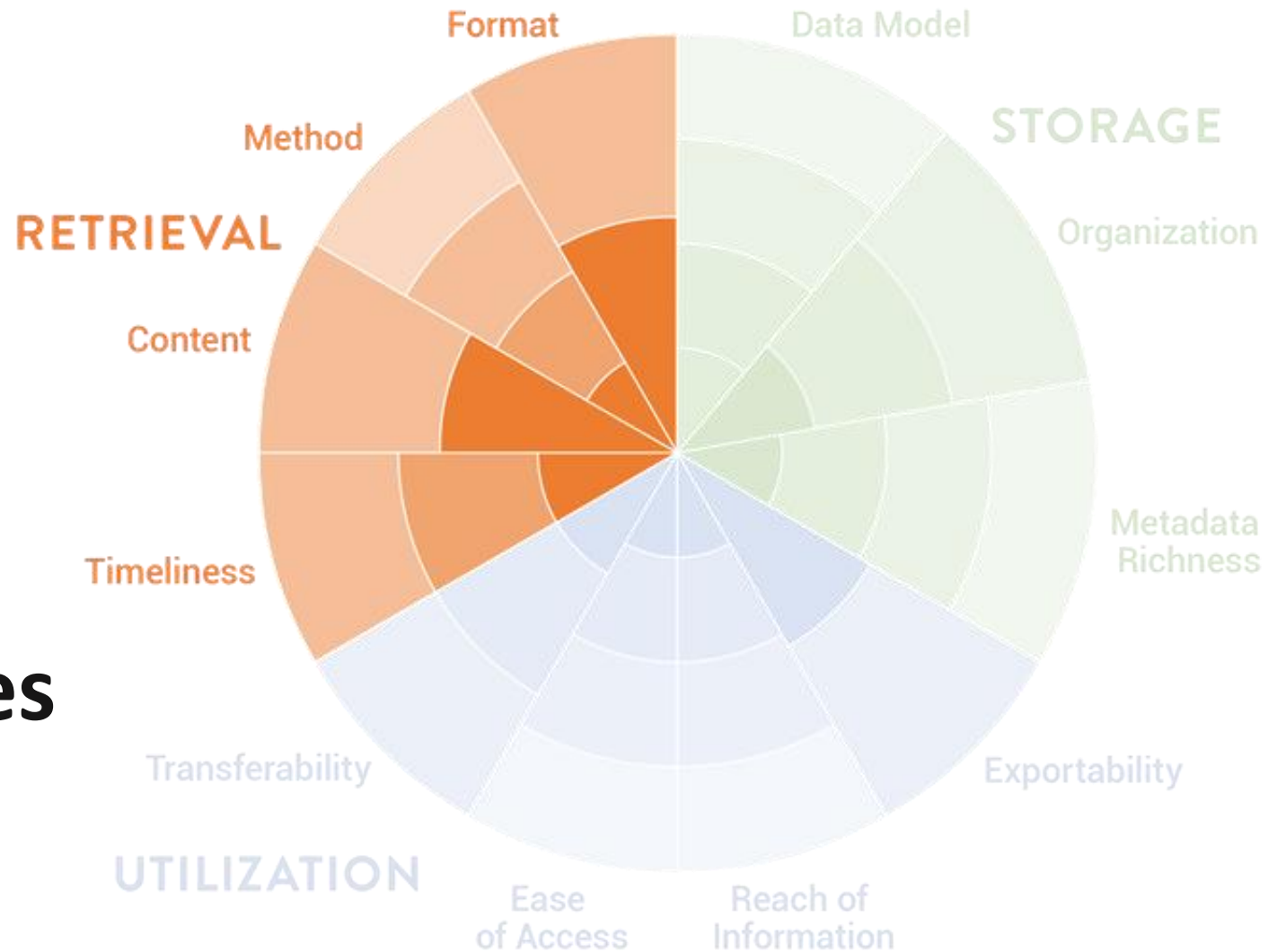
# What's Driving the Need for an Enterprise Clinical Data Solution?



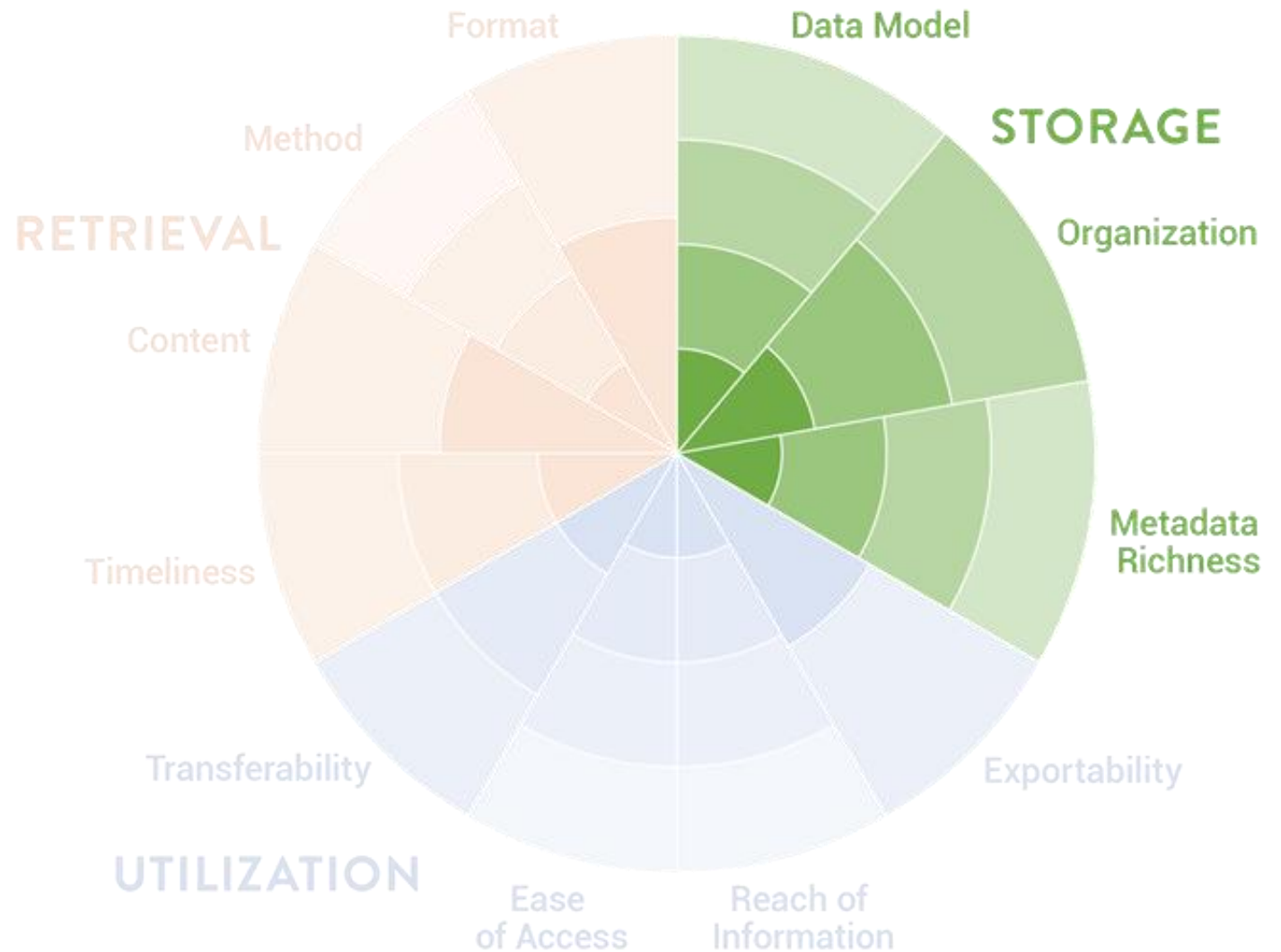
# Clinical Data Maturity Model



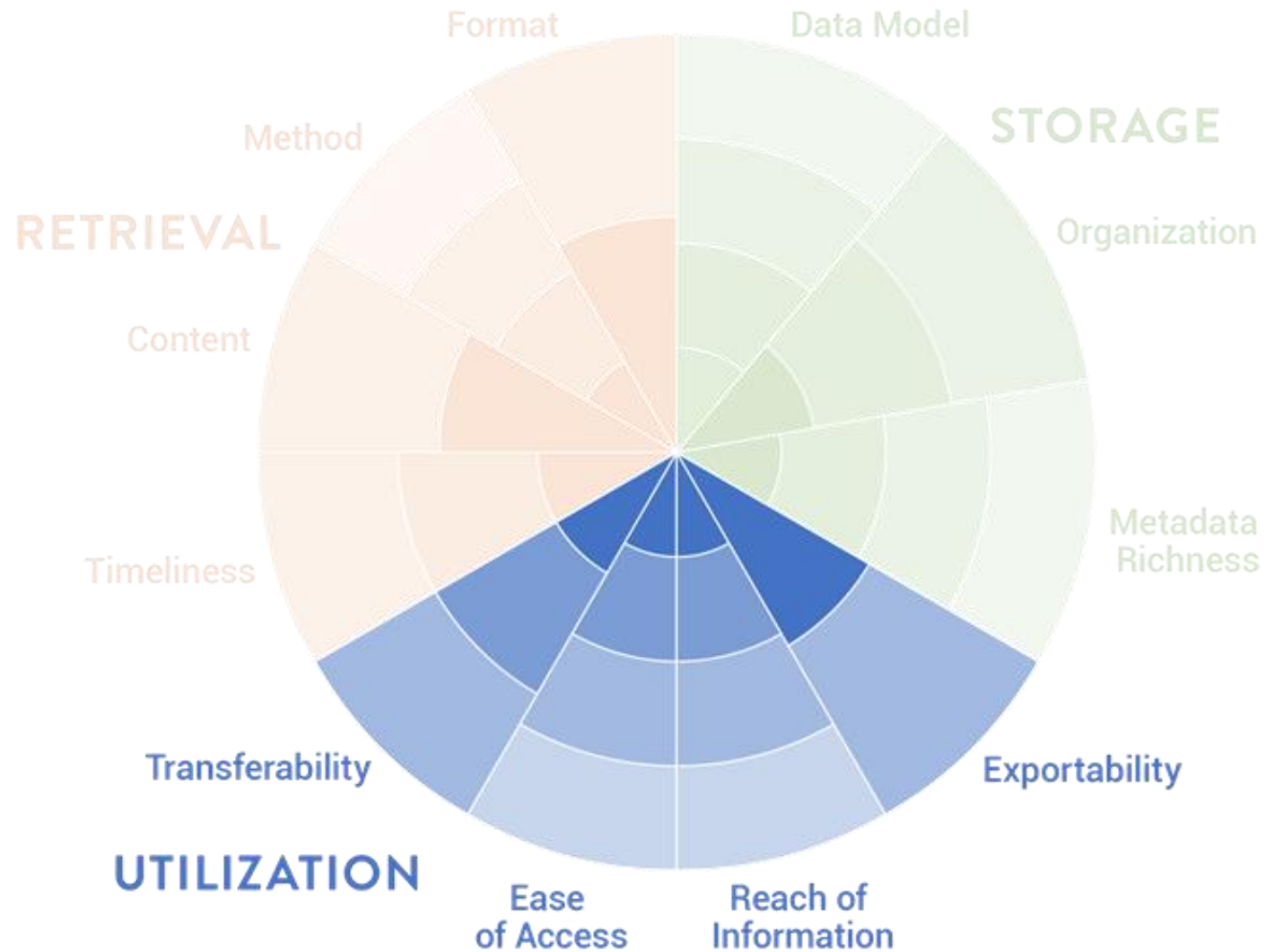
# From Retrieving for a Single Use Case to Retrieving for Multiple Use Cases



# From Storing the Chart by Itself to Storing the Chart and all Data and Insights About the Chart



# Empowering Business Users with Self-Service



# Poll Question

“ How centralized is your chart storage across departments? ”

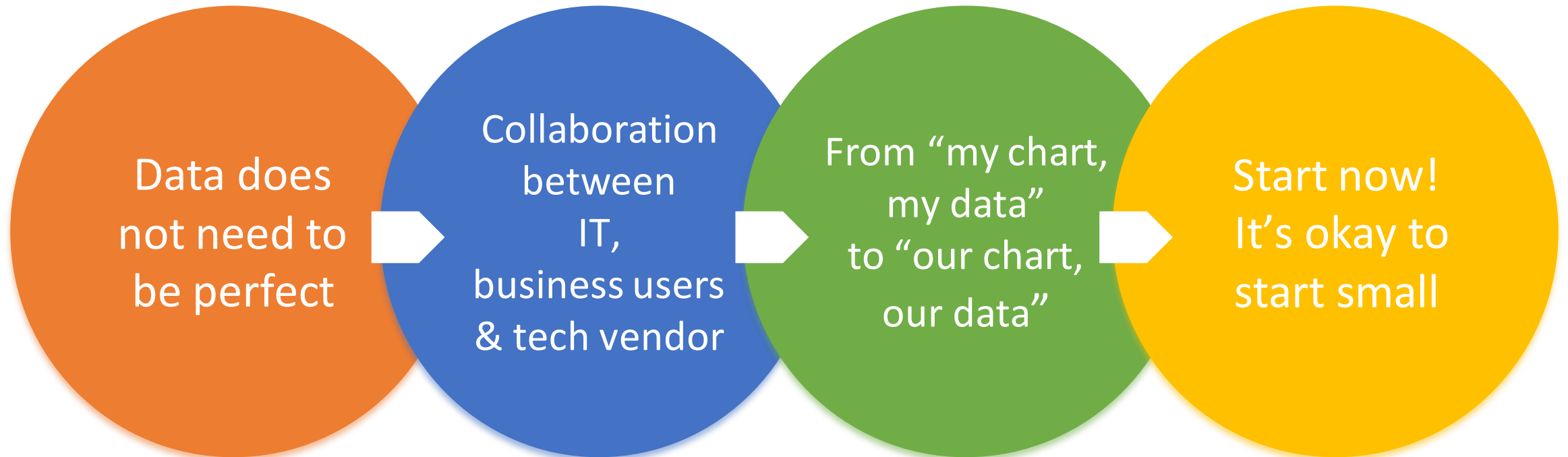
- A. Fully centralized
- B. Slightly centralized
- C. Completely fragmented



# Strategies for Leveraging Charts Across the Organization



# A Chart is Not an Enterprise Asset Overnight —And That is Okay



# Poll Question

“Does your risk adjustment team have direct access to charts?”

- A. Not at all
- B. Through some cumbersome process
- C. Everyone who needs them has access to them

# Key Components & Differentiators to Consider When Choosing a Vendor Partner



# Focus Areas to Evaluate Data Management Vendors

Digital Data Acquisition

Comprehensive Use Cases Support

Data Integrity, Compliance, Security

High Fidelity Insights



# Apixio's Data Management Capabilities Value Chain



## Clinical Data Acquisition

- Digital chart retrieval across data sources (EHRs, HIE Networks)
- Normalization of structured and unstructured data
- Transformation of unstructured data to utilize across VBC programs, while discrete data available for Analytics

## Clinical Data Management

- Real-time roles-based access across the organization
- Intuitive user experience—Store, Search, View
- Ability to Download and/or Transfer charts

## Analytics

- Data Transparency
- Metadata richness—Drive high fidelity actionable insights
- Insights—HCCs, ICDs, Procedures for HEDIS®
- Longitudinal patient journey

# Takeaways

Engage with a data management vendor partner for:

- Digital data exchange across healthcare network
- Unified patient data in a longitudinal patient care journey
- Transform data into organization asset across value-based care programs

# QUESTIONS?





**THANK YOU**



**RISE**