

2020 Annual Plan Review

Client ABC



OPTUM®

Overview

Purpose: identify key drivers of trend for Client ABC's Active population

- Assess the performance of Client ABC's group health medical and prescription drug benefit plans
- Identify key drivers of cost trends: price, utilization, plan design, and/or clinical and health risk factors
- Provide next steps to address areas of greatest opportunity and identify issues requiring further investigation

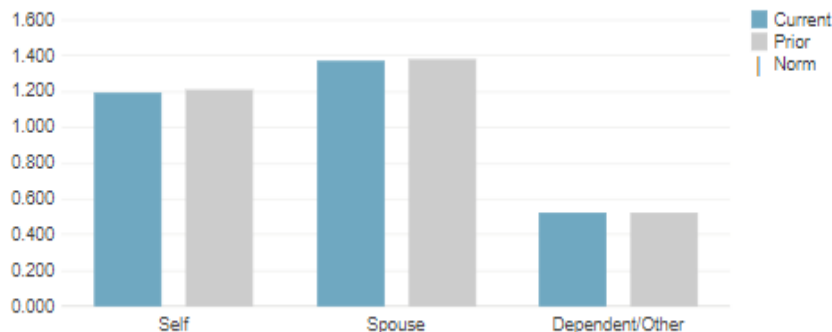
Time Periods

- Medical and Pharmacy:
 - **Current:** Claims paid January 2019 – December 2019
 - **Prior:** Claims paid January 2018 – December 2018
- Episode based clinical analysis run through Symmetry groupers (Episode Treatment Groups (ETG) and Evidence Based Medicine (EBM)):
 - ETG – Incurred January 2018 – December 2019, Paid March 2020
 - EBM – Incurred January 2017 - December 2019, Paid March 2020

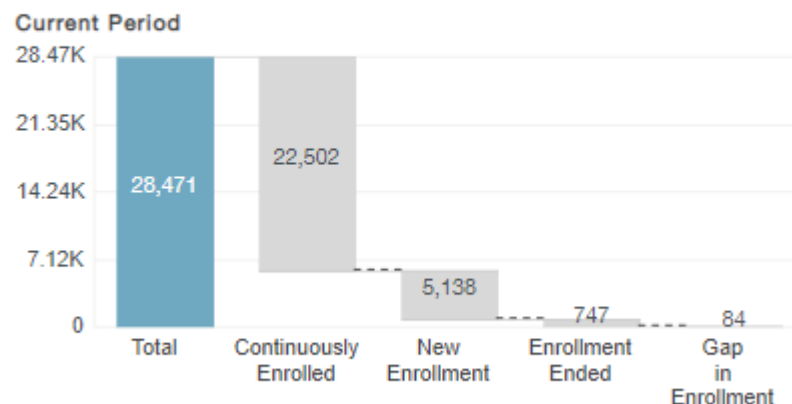
Demographic Overview

Members 28,473 6.3% Increase from Prior Neutral Change	Average Age (Member) 33.0 4.6% Decrease from Prior ✓ Favorable Change	Retrospective Risk Score 1.108 2.9% Increase from Prior ⚠ Unfavorable Change	Prospective Risk Score 1.022 0.6% Increase from Prior ⚠ Unfavorable Change
Employees 11,369 7.4% Increase from Prior Neutral Change	Average Age (Employee) 44.4 5.3% Decrease from Prior ✓ Favorable Change	Average Family Size 2.50 1.2% Decrease from Prior ✓ Favorable Change	Demographic Risk Score 0.983 1.1% Decrease from Prior ✓ Favorable Change

Demographic Risk Score
by Relationship Group



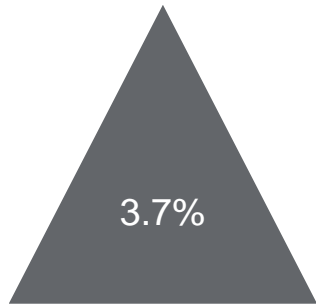
Members
by Continuous Enrollment (Medical)



- Client ABC experienced an increase in members from the prior period
- The average age of employees and members both decreased from the prior period

Executive Summary

Financial

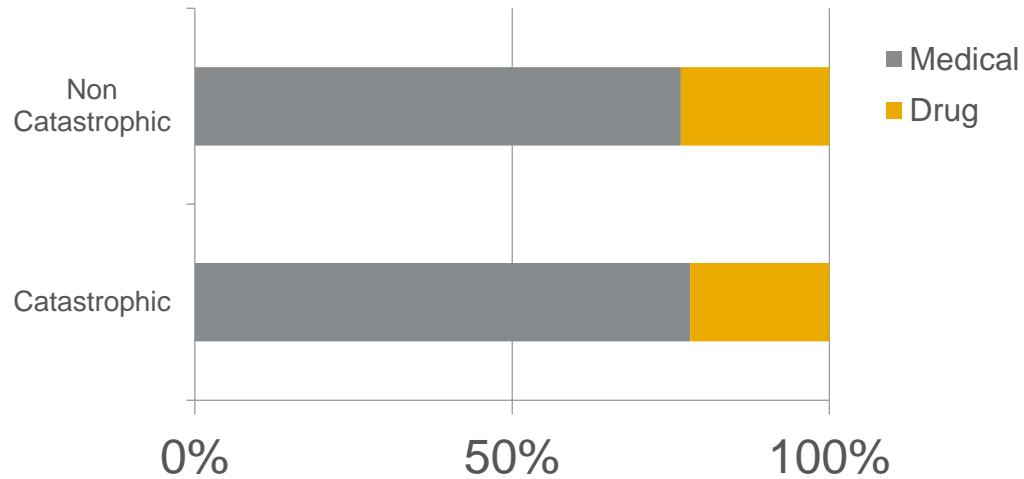


Prior \$436.38



Total Allowed
PMPM

\$452.54



Catastrophic

\$84.33

Prior \$79.65 5.9%

Non Catastrophic






\$368.21

Prior \$356.74 3.2%



Clinical Cost Drivers

46.3% of medical spend is driven by these 5 major practice categories

Preventive & Administrative	Orthopedics & Rheumatology	Otolaryngology	Dermatology	Ophthalmology
12.4% \$95.9M	9.6% \$74.3M	8.6% \$66.6M	8% \$61.4M	7.6% \$58.8M
20% Catastrophic Claimant Cost	22% Catastrophic Claimant Cost	18% Catastrophic Claimant Cost	20% Catastrophic Claimant Cost	22% Catastrophic Claimant Cost
\$281 Allowed PMPM	\$217 Allowed PMPM	\$195 Allowed PMPM	\$180 Allowed PMPM	\$172 Allowed PMPM
				

TOP 3 CLINICAL CONDITIONS DRIVING SPEND

Routine Exam	Joint Degeneration – Back	Tonsillitis, Adenoiditis or Pharyngitis	Other Inflammation of skin	Visual Disturbances
Non-routine Inoculation	Joint Degeneration – Knee & Lower Leg	Other Disorders of Ear/Nose/Throat	Non-malignant neoplasm of skin	Inflammatory Eye Disease
Other Preventative & Administrative Services	Other Orthopedic Disorders – Back	Rhinitis, Allergic & Non-Allergic	Bacterial Infection of Skin	Cataract



Key Findings

Catastrophic Overview >= \$100,000



0.5%

Of members with medical and pharmacy spend > or = \$100,000

0.0% change from prior



19%

of medical spend attributed to catastrophic cases

1.3 pts decrease from prior



\$146,993

Average allowed per catastrophic case

10% lower than prior

Who are the catastrophic cases?



153

Catastrophic Cases



46%

Are employees



39%

Are spouses



76%

Have been enrolled for 2+ years



14%

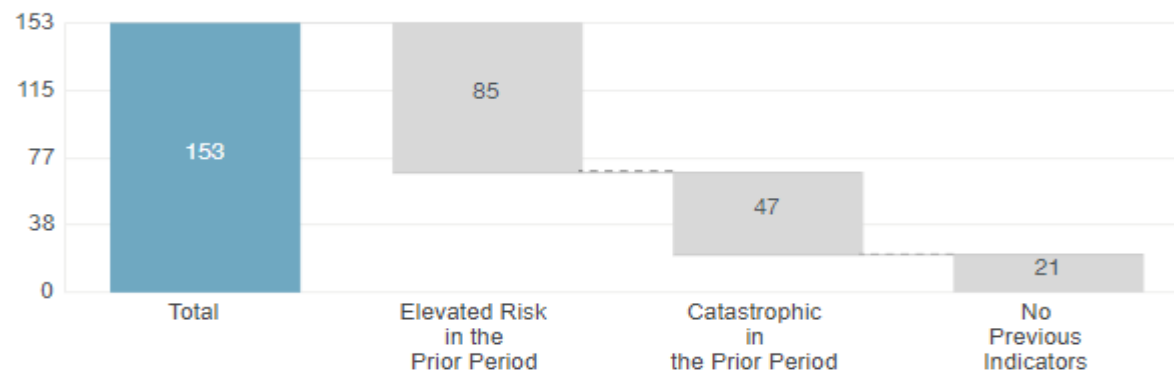
Had no previous indicators

19 more than prior

Who was previously catastrophic?

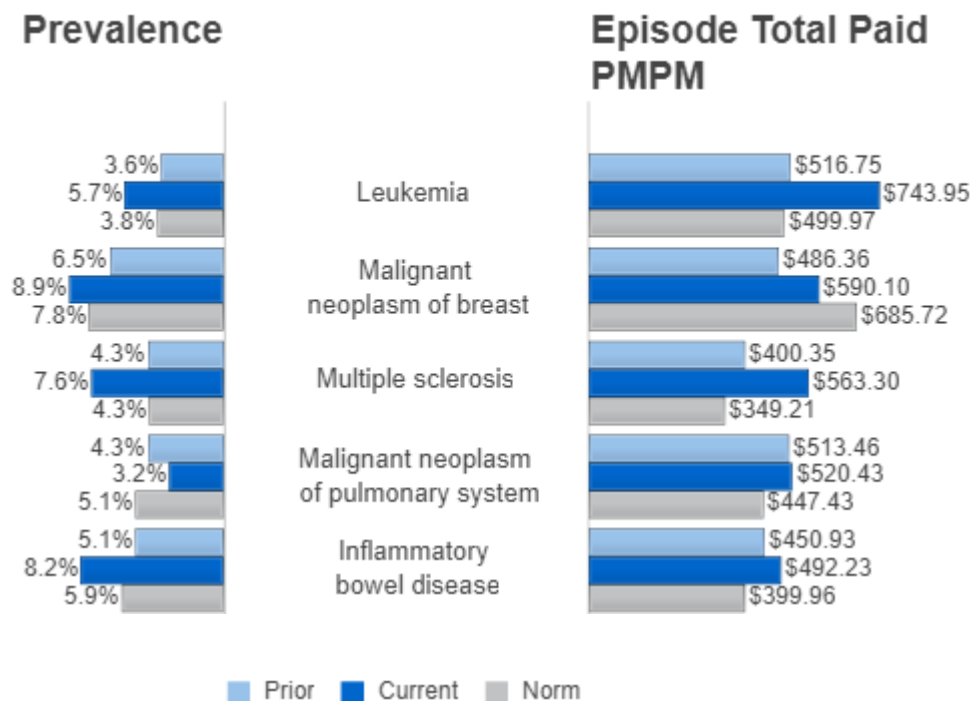
Catastrophic Cases by Catastrophic Case History

Current Period



Catastrophic Overview \geq \$100,000

What drove catastrophic spend?



- Bullet 1
- Bullet 2

Non Catastrophic Overview < \$100,000



99.5%

Of members with
medical spend <
\$100,000

0.0% change from prior



81%

of medical spend
attributed to non
catastrophic cases

1.3 pts increase from prior



\$3,850

Average allowed per
member

4.2% higher than prior

Who are the non catastrophic cases?



40%

Are employees



23%

Are spouses



79%

Have been
enrolled for 2+
years



1.04

Retrospective
Risk Score

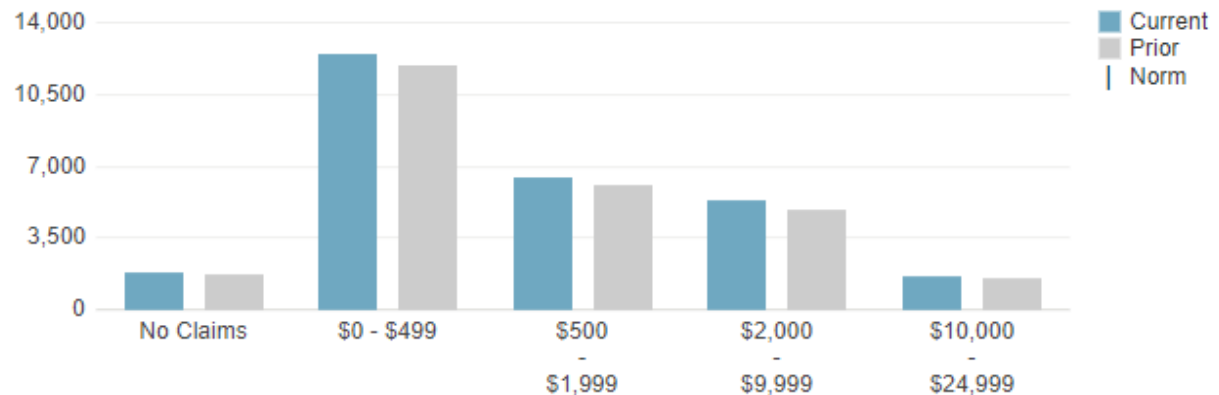


0.977

Prospective Risk
Score

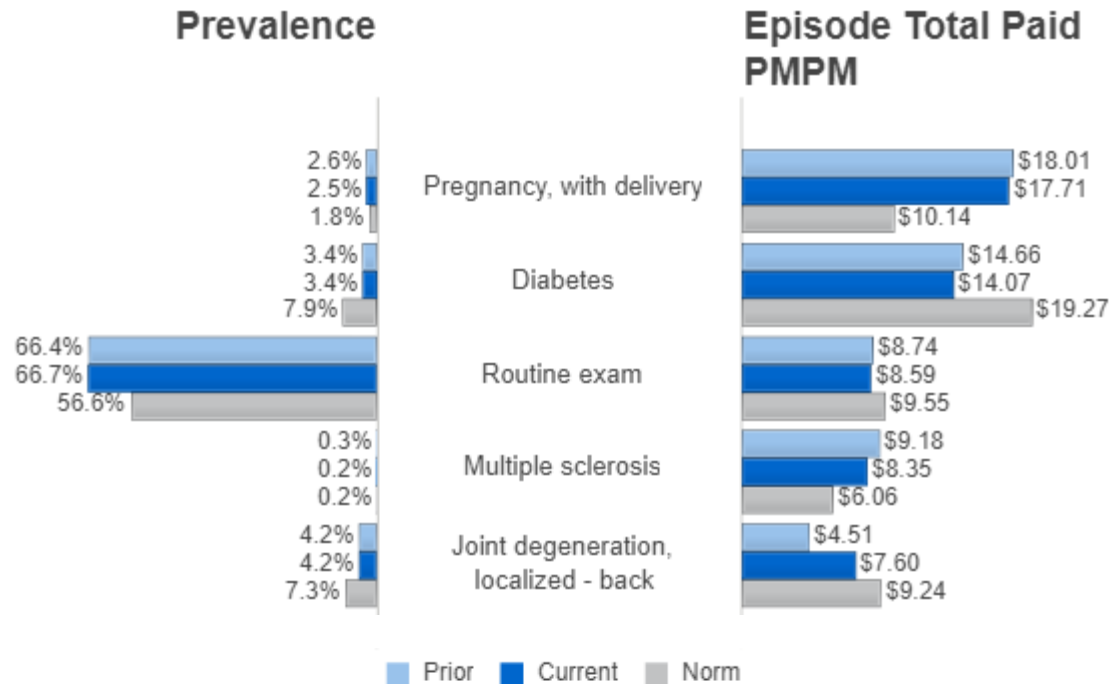
Who was included with which payment band?

Members
by Payment Band



Non Catastrophic Overview < \$100,000

What drove non catastrophic spend?



- Bullet 1
- Bullet 2

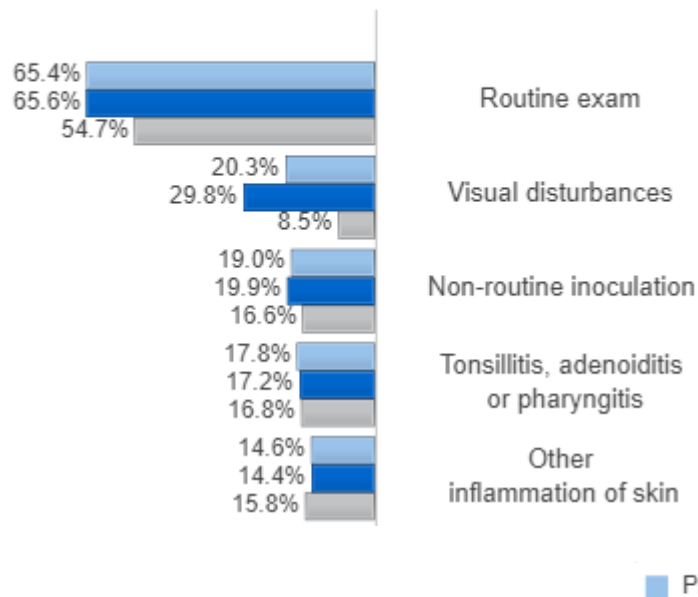
Top Conditions

Top 5

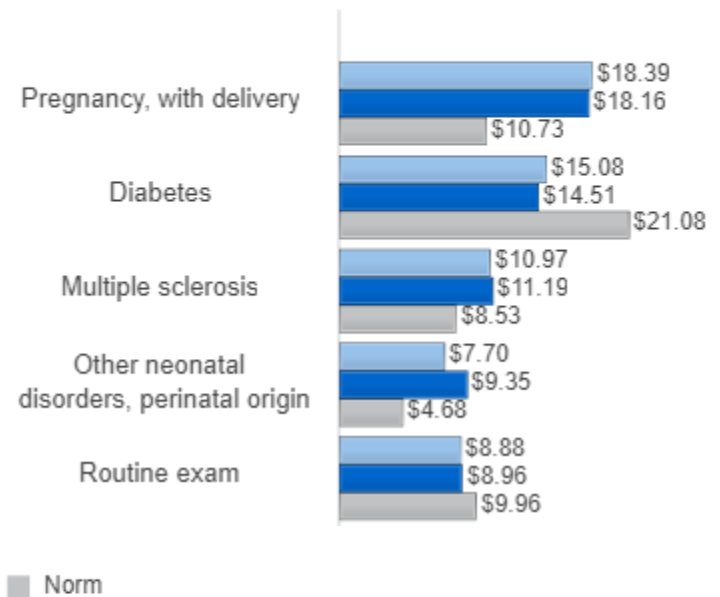
Most Prevalent

Most Costly

Prevalence



Episode Total Paid PMPM



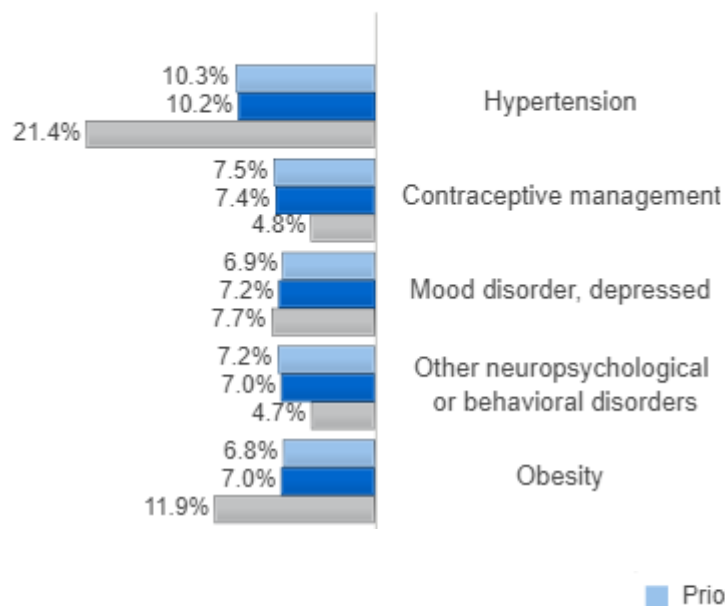
Chronic Conditions

Top 5

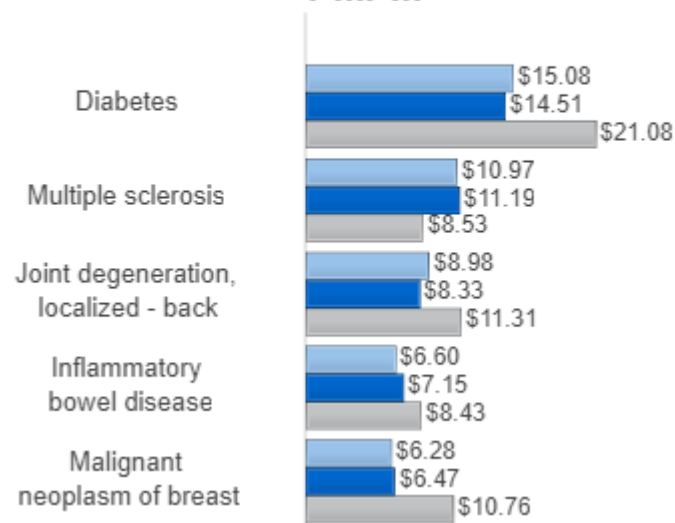
Most Prevalent

Most Costly

Prevalence



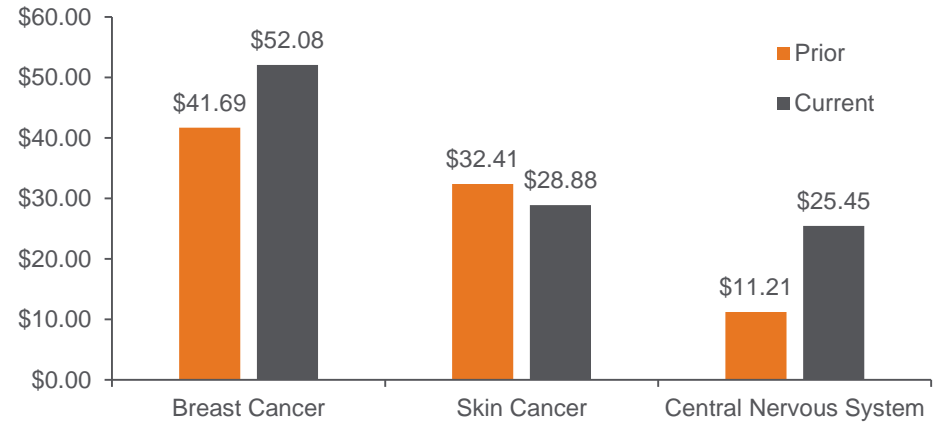
Episode Total Paid PMPM



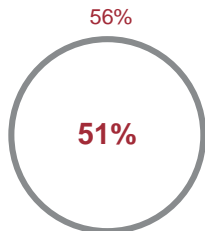
Cancer (Neoplasm)

	Prior	Current	Change
Claimants	5,506	5,616	2.0%
Claimants per 1000	999.1	996.1	-0.3%
Allowed PMPY	\$8,031	\$8,524	6.1%
Allowed per Claimant	\$8,038	\$8,557	6.5%
% of Total Allowed (CC)	25.8%	27.0%	1.2 pts
Retrospective Risk Score	1.982	1.993	0.6%

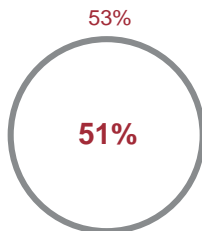
Top 3 Neoplasms by Allowed PMPM



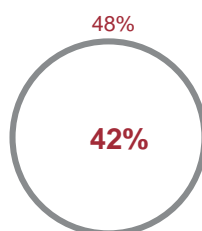
Cancer Screening Compliance



Breast Cancer Screening



Skin Cancer Screening



Central Nervous System Cancer Screening

Insights



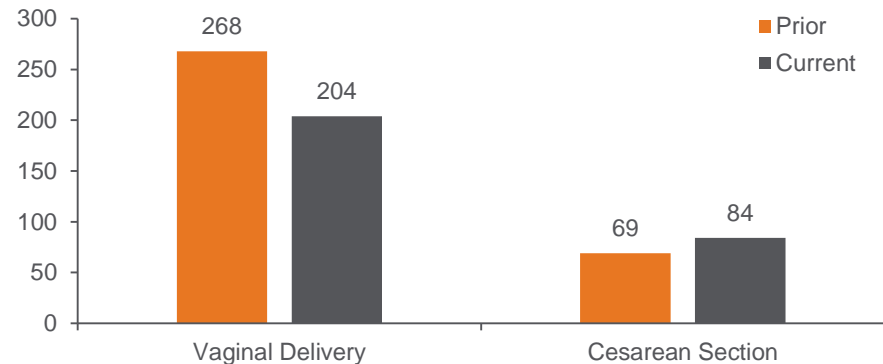
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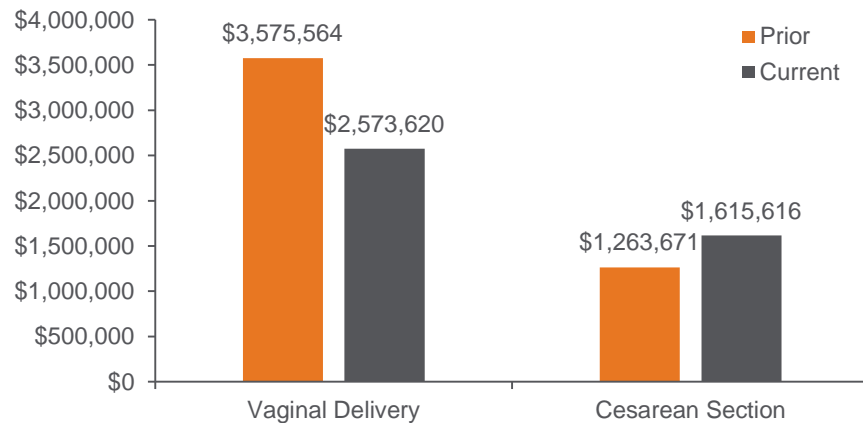
Pregnancy, with Delivery

	Prior	Current	Change
Claimants	675	682	1.0%
Claimants per 1000	976.8	977.1	0.0%
Allowed PMPY	\$13,107	\$11,409	-13.0%
Allowed per Claimant	\$13,418	\$11,676	-13.0%
% of Total Allowed (CC)	5.6%	0.0%	-5.6 pts
Retrospective Risk Score	2.518	2.713	7.7%

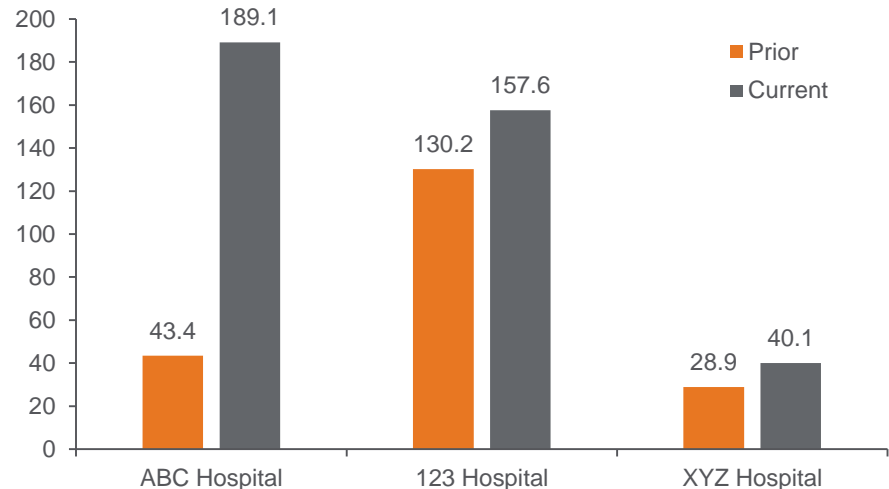
Delivery Type by Admissions



Delivery Type by Admissions Allowed



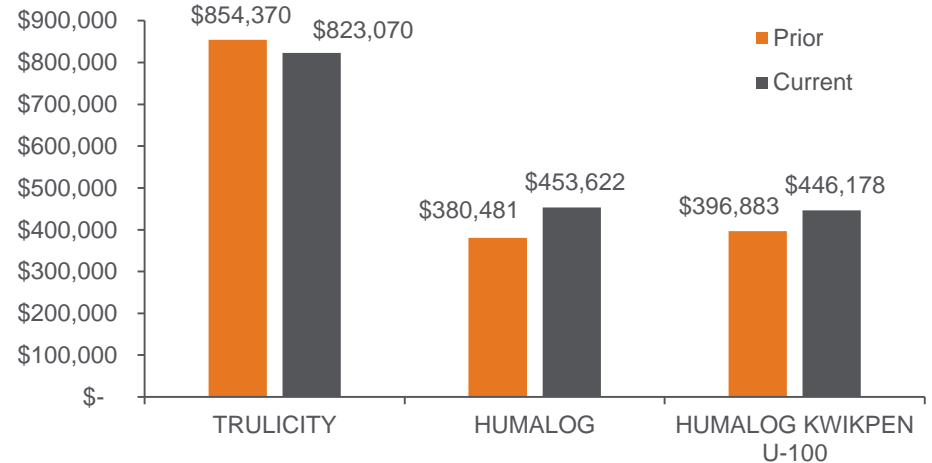
Hospitals by Admissions per 1000



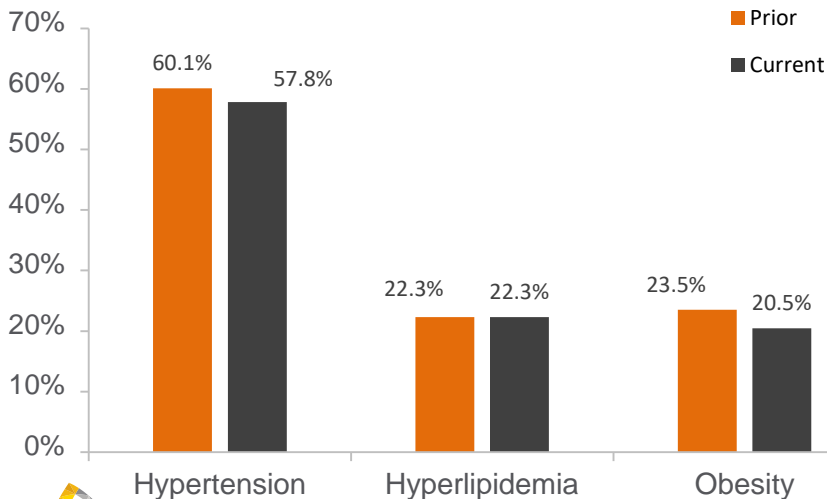
Diabetes

	Prior	Current	Change
Claimants	894	923	3.2%
Claimants per 1000	1,013.6	996.8	-1.7%
Allowed PMPY	\$10,447	\$10,916	4.5%
Allowed per Claimant	\$10,306	\$10,951	6.3%
% of Total Allowed (CC)	18.8%	17.4%	-1.4 pts
Retrospective Risk Score	2.886	3.074	6.5%

Top Drugs by Pharmacy Allowed



Comorbidities by Prevalence



Insights



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Top 4 Outpatient Services – Total Population



▲ **51.8%**
\$5.98 PMPM
OP Radiation/
Chemo
Prior \$3.94



▲ **14.9%**
\$0.79 PMPM
Urgent Care
Prior \$0.69



▲ **13.2%**
\$19.01 PMPM
ER Visits
Prior \$16.80

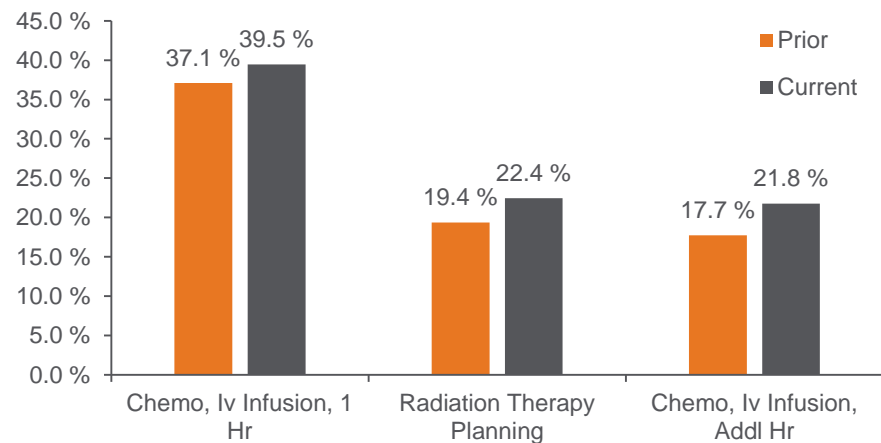


▲ **11.2%**
\$113.13 PMPM
OP Pharmacy
Prior \$101.70

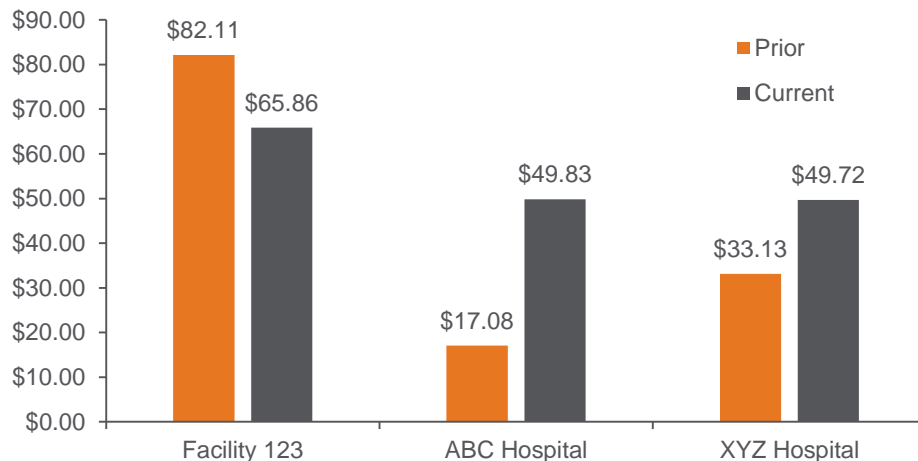
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OP Radiation/Chemo

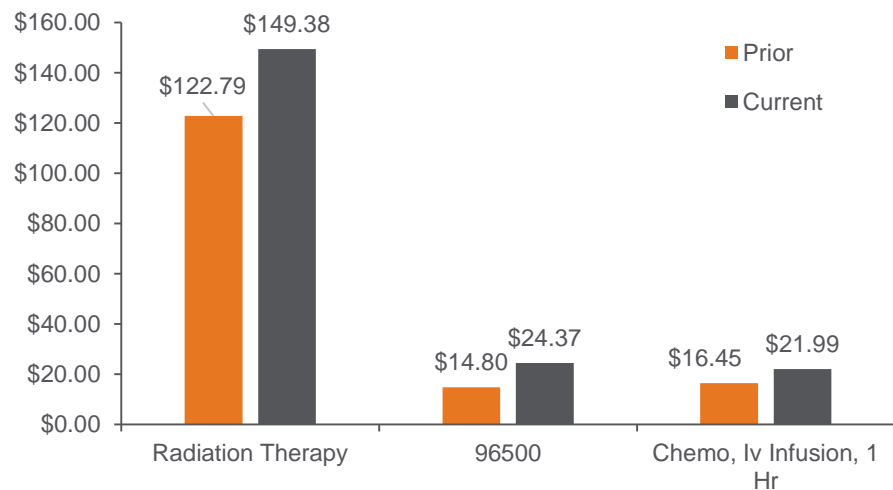
Top Procedures by Prevalence



Top Facilities by Allowed PMPM



Top Procedures by Allowed PMPM



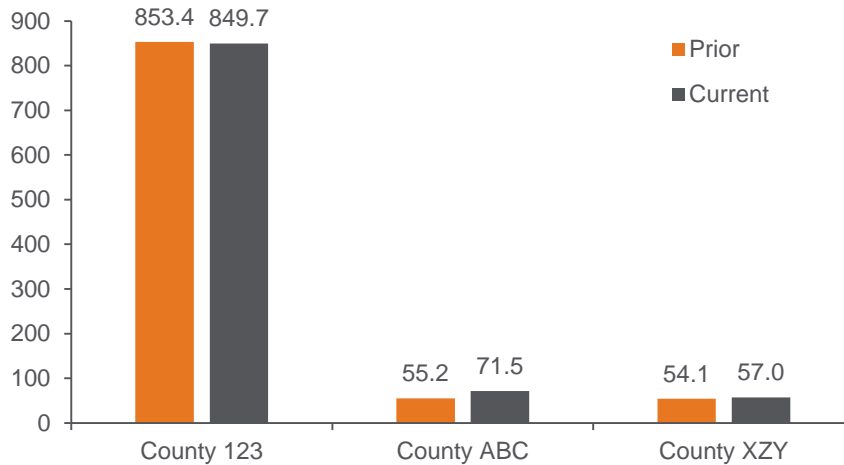
Insights

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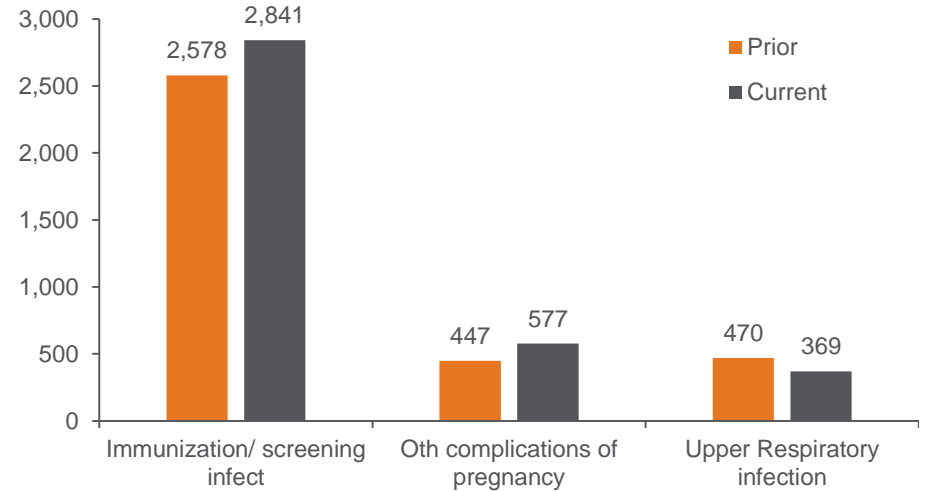


Urgent Care

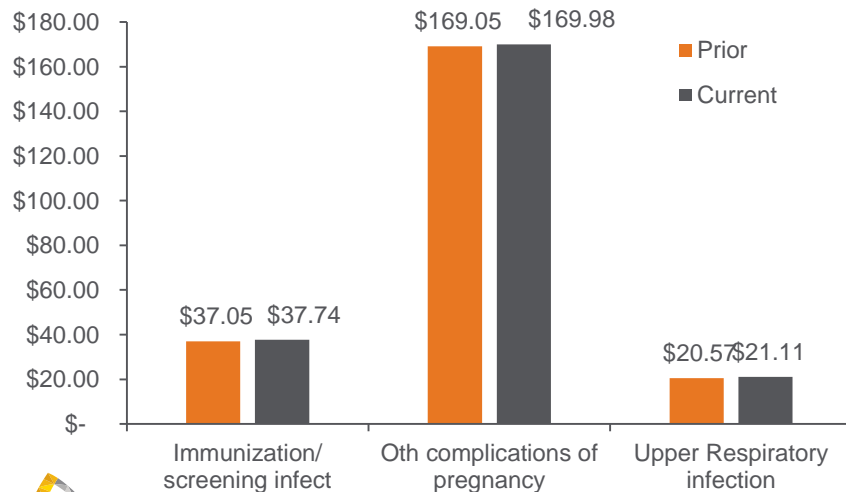
Top UC Visits per 1000 by Member County



Top UC Visits



Allowed per Visit for Top UC Visits



Insights

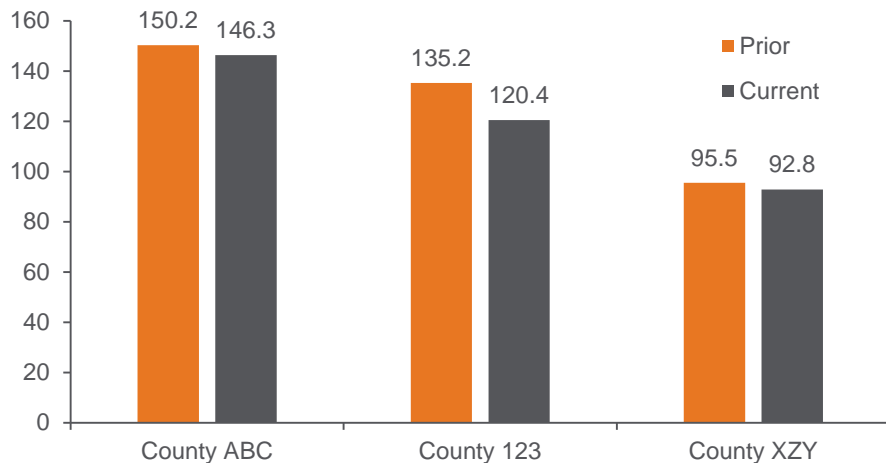


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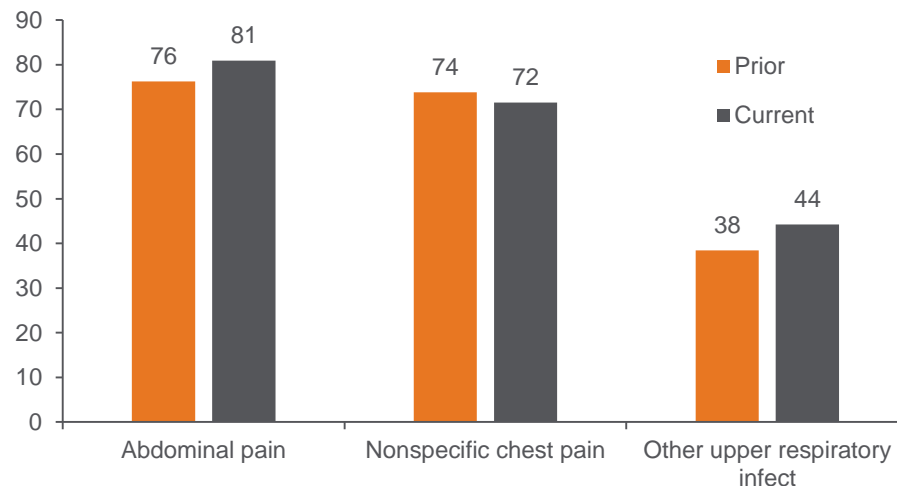


Emergency Room Visits

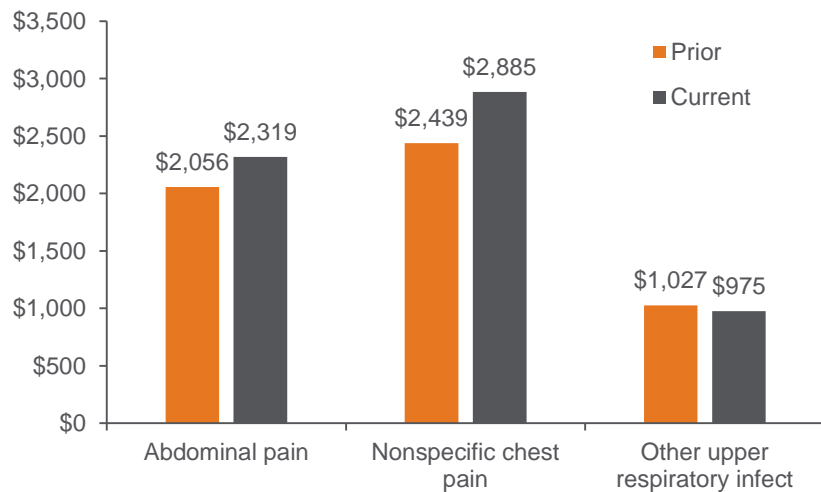
Top ER Visits per 1000 by Member County



Top ER Visits per 1000



Top ER Visits by Allowed per Visit



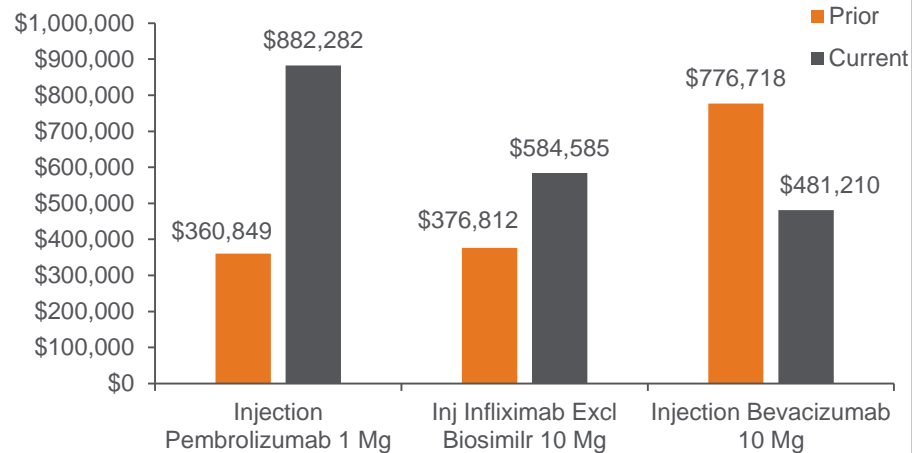
Insights

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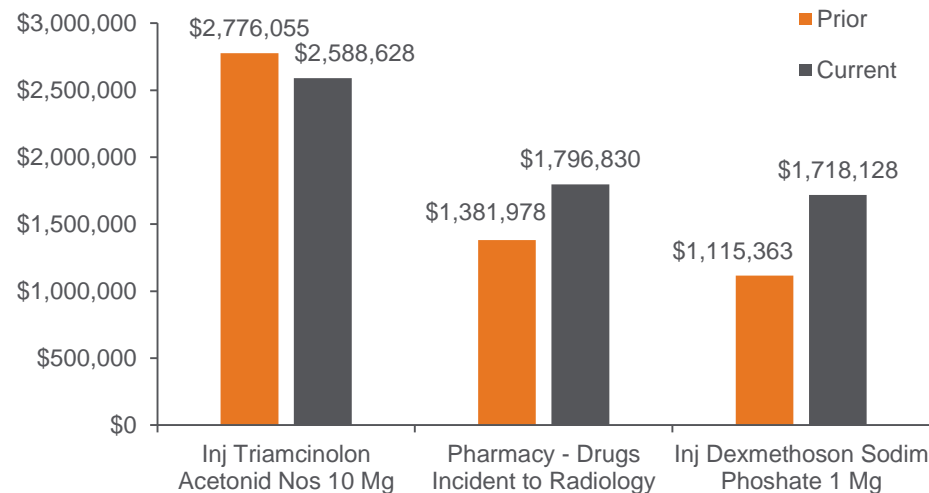


OP Pharmacy

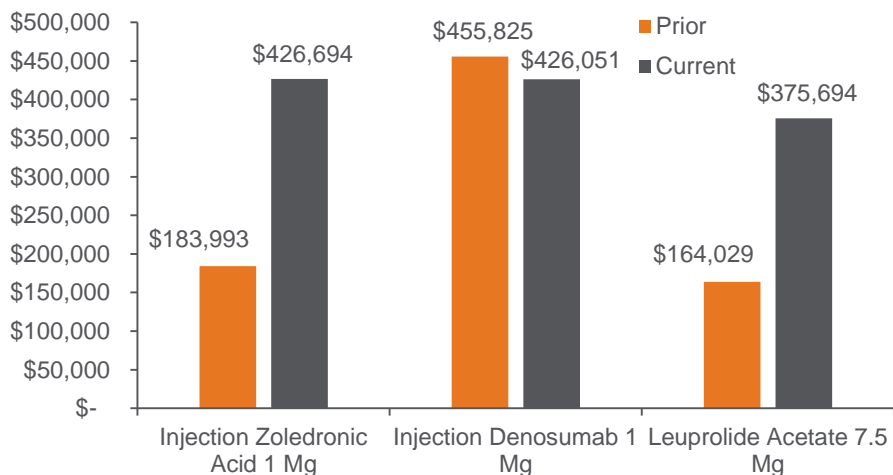
Top Procedures by Allowed Cost



Top Procedures by Pharmacy Allowed



Top Procedures by Specialty Pharmacy



Insights

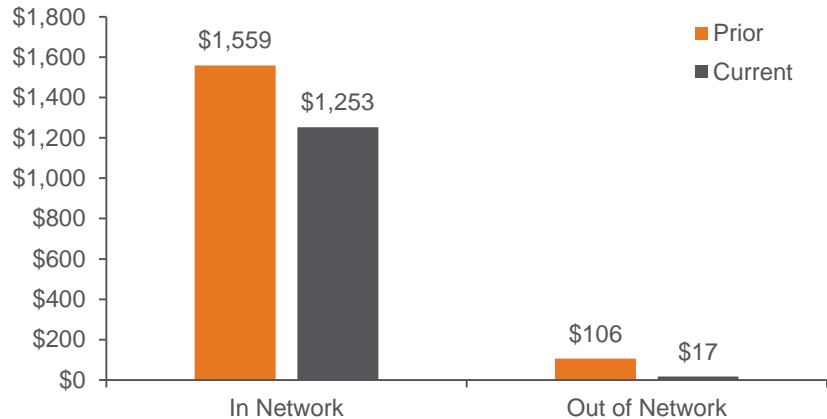


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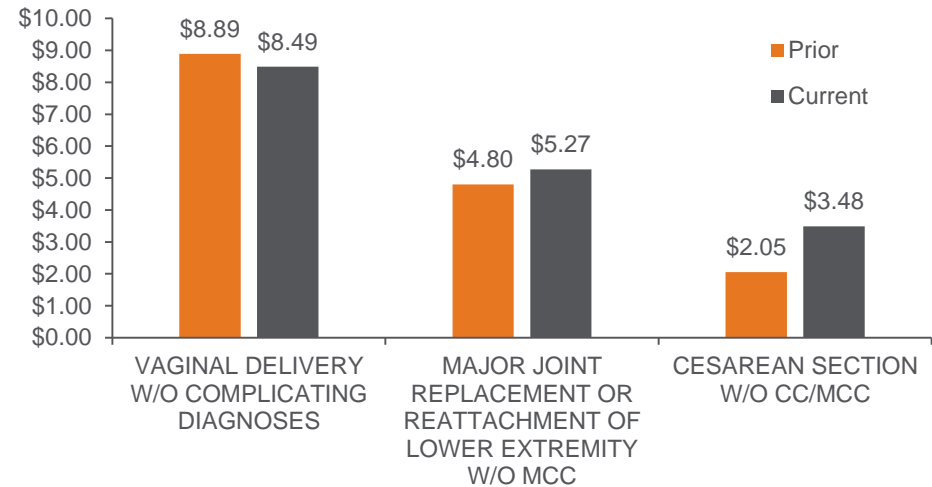


Top Inpatient Drivers

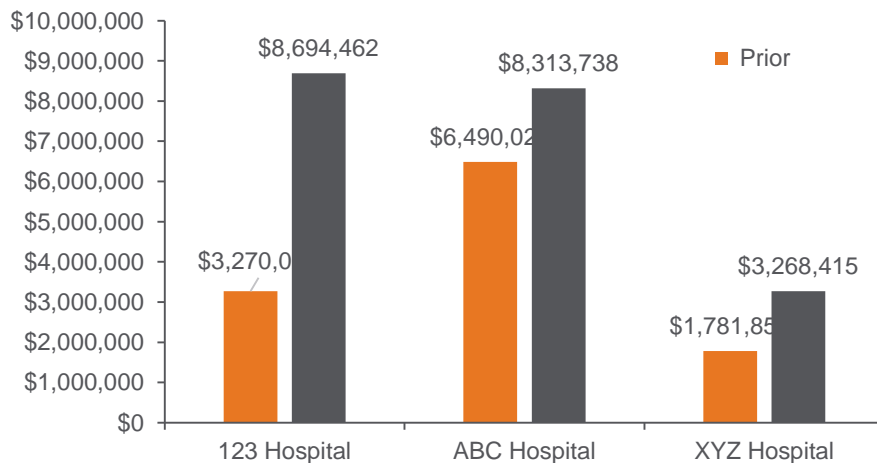
In vs OON Cost/Prevalence



Top DRGs by Allowed PMPM



Top Hospitals by Total Cost



Insights

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123 Hospital

Top Diagnostic Related Groups (DRG)

■ Prior ■ Current



ABC Hospital

Top Diagnostic Related Groups (DRG)

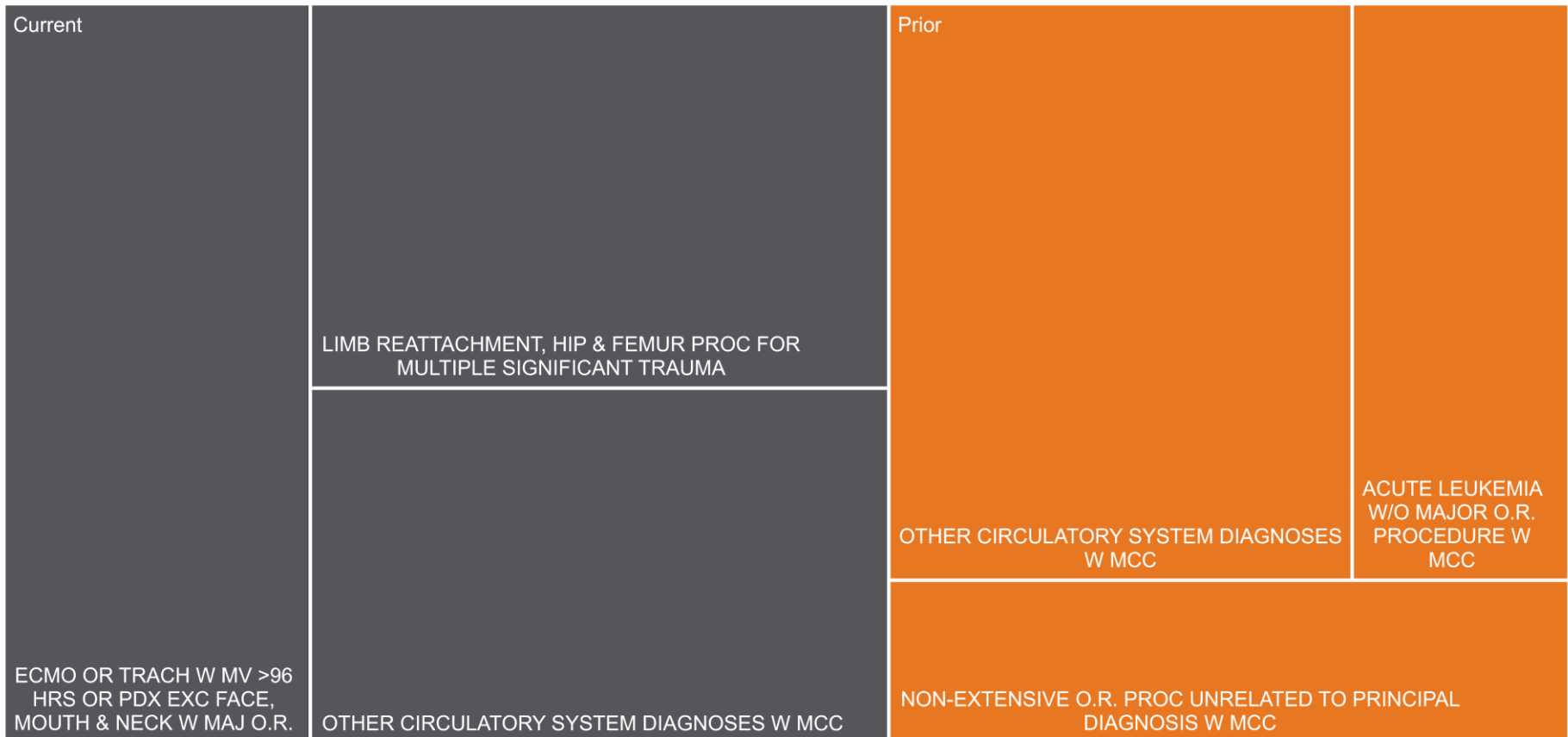
■ Prior ■ Current



XZY Hospital

Top Diagnostic Related Groups (DRG)

■ Prior ■ Current



Pharmacy Overview

Pharmacy Claimants – 21,493

Pharmacy Allowed - \$35,739,87

Pharmacy Allowed per Claimant - \$1,663

Allowed per Days Supply - \$4

Scripts per Claimant – 9.1

Allowed per Prescription - \$182

Pharmacy Overview

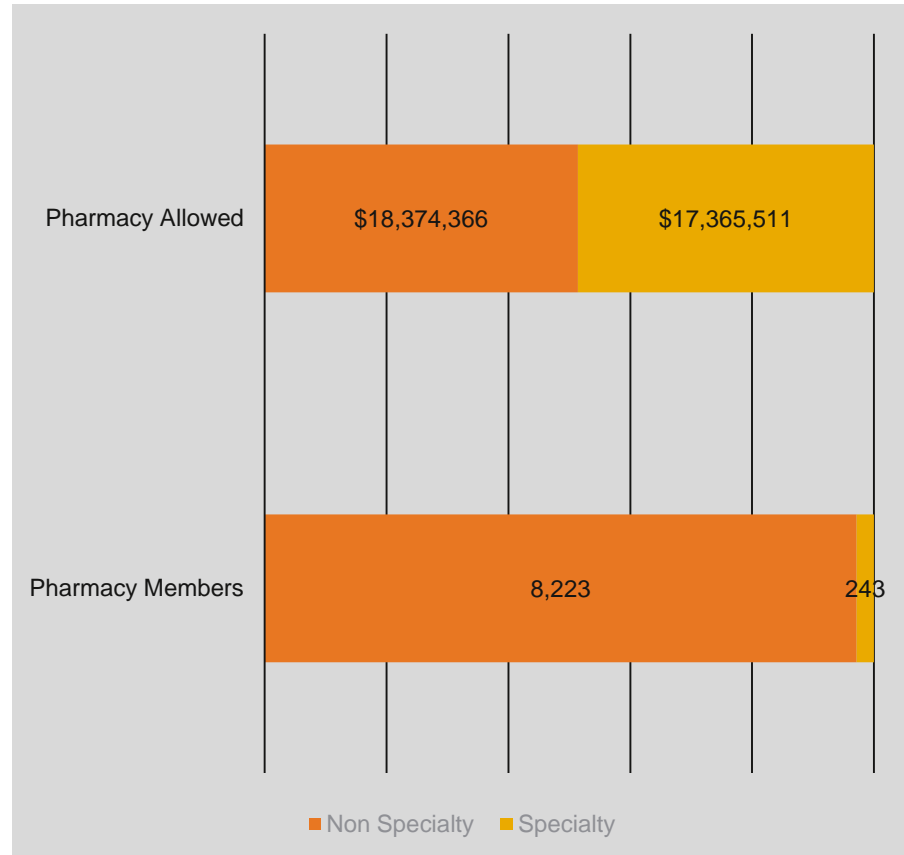
Specialty Drug

2.9% - Specialty % of members

48.6% - Specialty % of Pharmacy Allowed

\$17,365,511 – Specialty Pharmacy Allowed

\$35,512 – Specialty Pharmacy Allowed per Claimant



Pharmacy Driven Conditions

Top 5 by ETG Detail

Most Prevalent by Days Supply

- Hypertension
- Diabetes
- Mood Disorder, Depressed
- Hypo-functioning Thyroid Gland
- Hyperlipidemia

Most Costly PMPM

- Diabetes
- Multiple Sclerosis
- Inflammatory Bowel Disease
- Adult Rheumatoid Arthritis
- Psoriasis

Top Drugs

Top Drugs by Drug Name by Pharmacy Allowed > All

Drug Name	Prescriptions			Pharmacy Allowed			% of Pharmacy Allowed		
	Prior	Current	Change	Prior	Current	Change	Prior	Current	Change
HUMIRAPEN	400	294	-26.5%	\$2,181,960	\$1,598,124	-26.8%	7.0%	4.6%	-2.4 pts
HUMIRA(CF) PEN	9	207	2200.0%	\$58,932	\$1,315,557	2132.3%	0.2%	3.8%	3.6 pts
TRULICITY	487	444	-8.8%	\$869,603	\$838,934	-3.5%	2.8%	2.4%	-0.4 pts
AUBAGIO	85	112	31.8%	\$573,439	\$806,128	40.6%	1.8%	2.3%	0.5 pts
TECFIDERA	87	96	10.3%	\$656,612	\$765,211	16.5%	2.1%	2.2%	0.1 pts
COPAXONE	152	132	-13.2%	\$864,596	\$744,829	-13.9%	2.8%	2.1%	-0.7 pts
STELARA	29	35	20.7%	\$470,558	\$623,356	32.5%	1.5%	1.8%	0.3 pts
SPRYCEL	17	31	82.4%	\$230,480	\$455,496	97.6%	0.7%	1.3%	0.6 pts
HUMALOG	227	268	18.1%	\$383,530	\$451,565	17.7%	1.2%	1.3%	0.1 pts
HUMALOG KWIKPEN U-100	246	274	11.4%	\$394,649	\$440,080	11.5%	1.3%	1.3%	0.0 pts
TRUVADA	192	208	8.3%	\$433,265	\$430,092	-0.7%	1.4%	1.2%	-0.2 pts
DUPIXENT	18	137	661.1%	\$57,230	\$422,450	638.2%	0.2%	1.2%	1.0 pts
HUMIRA	84	79	-6.0%	\$427,258	\$407,119	-4.7%	1.4%	1.2%	-0.2 pts
CONCERTA	684	862	26.0%	\$264,596	\$361,912	36.8%	0.8%	1.0%	0.2 pts
GILENYA	33	44	33.3%	\$261,357	\$358,767	37.3%	0.8%	1.0%	0.2 pts
XYREM	27	30	11.1%	\$275,158	\$346,689	26.0%	0.9%	1.0%	0.1 pts
OZEMPIC	60	186	210.0%	\$84,091	\$329,553	291.9%	0.3%	0.9%	0.6 pts
XARELTO	317	367	15.8%	\$225,119	\$301,149	33.8%	0.7%	0.9%	0.2 pts
ADVAIR DISKUS	304	325	6.9%	\$264,439	\$284,104	7.4%	0.8%	0.8%	0.0 pts
REBIF	40	37	-7.5%	\$288,636	\$283,630	-1.7%	0.9%	0.8%	-0.1 pts
Top 20	3,498	4,168	19.2%	\$9,265,508	\$11,564,742	24.8%	29.7%	33.3%	3.6 pts
All Other	177,115	187,861	6.1%	\$21,927,562	\$23,190,178	5.8%	70.3%	66.7%	-3.6 pts
Total	180,613	192,029	6.3%	\$31,193,070	\$34,754,920	11.4%	100.0%	100.0%	0.0 pts

2019 and Future Recommendations



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Thank you

Client Team

Contact information