





When it comes to consuming health plan data, the most important thing you can do is keep asking questions. Why? Why is this happening? What is driving the cost? What can we do about it? Where are plan participants seeking services? Answering those questions and constantly assessing the opportunity related to prevalence and cost impact will help guide your trend management strategy. At Nova, we've found it helpful to break the risk down in to four components (or beakers) which we see as the four areas of opportunity for managing trend and reducing plan risk. Nova monitors, reviews and reports on the following:

Risk & Opportunity	Goal	Strategy	Measurement
 <p>Prevention & Early Detection of Illness</p>	Increase preventive services	<ul style="list-style-type: none"> • Biometric screenings • Plan modifications & incentive program • Targeted education & notifications 	<ul style="list-style-type: none"> • Biometric participation rates • Risk stratification • Employee satisfaction • Office visits / 1,000
 <p>Improve Treatment Plan Compliance</p>	Increase treatment plan compliance, reduce gaps in care, limit chronic condition events	<ul style="list-style-type: none"> • Eliminate barriers to care • Information sharing with physicians • Targeted education and notifications 	<ul style="list-style-type: none"> • Chronic condition prevalence • Top major diagnostic categories deep dive • Medication compliance • Program engagement
 <p>Manage Appropriateness of Services</p>	Promote the right care at the right time	<ul style="list-style-type: none"> • Information sharing with physicians • Medical necessity determinations • Plan design review & recommendations • Targeted education & notifications 	<ul style="list-style-type: none"> • Admits / 1,000 • Days / 1,000 • ER visits / 1,000 • Urgent care visits / 1,000
 <p>Reduce Cost of Necessary Utilization</p>	Cut costs without cutting what's important	<ul style="list-style-type: none"> • Bill audits • Network alternatives • Ongoing care navigation • Promotion of in-network providers 	<ul style="list-style-type: none"> • Network utilization • Bill audits

Contact Nova today to learn how effective trend management can mitigate the increasing costs of health care.

Business Development Team | AskNova@novahealthcare.com | 716.932.5105
www.novahealthcare.com