Incremental Revenue Achievable with Holistic RAF Capture

Capitalizing on Financial Opportunities through Risk-adjusted Factor (RAF) Analysis

Inaccurate RAF scores based on missing or dropped codes hurt payors' reimbursements, negatively affect their STAR ratings and threaten their margins, with the sickest of their members costing health plans more than they receive. Electronic health records (EHRs) often hold essential data that gets lost in coding. Providers may drop codes once treatment for a condition is complete, despite the residual health burden on the patient. In addition, the open-risk recommendations of contracted payors, shared in different file formats from disparate systems, cannot be aggregated easily and processed to correct coding errors or oversight.

As payors and providers sign more value-based care contracts, full and accurate ICD-10-CM coding for appropriate RAF score calculation increases in importance. Because a proper risk adjustment optimizes the financial picture for both payors and providers, a holistic data analysis takes on an urgency and expertise that many healthcare organizations cannot adequately meet in-house.

To comprehensively address incorrect RAF scores and align payors with providers for optimal Centers for Medicare and Medicaid Services (CMS) reimbursement and contract terms that increase the payout to both parties, Gray Matter Analytics has developed the **CoreTechs® RAF Analytics Solution**. It complements our primary advanced analytics product, CoreTechs®, a platform-based product that ingests, integrates and transforms data from diverse sources to improve performance against quality and financial measures so payors and providers receive the full amount due to them based on member and patient health conditions.

CoreTechs® RAF Analytics Solution Capabilities:

Eases navigation of opaque CMS guidance

Identifies members/patients with open-risk conditions and incomplete care per value-based contracts

Aggregates data from disparate sources and systems in comprehensive profiles

Supports outreach prioritization based on revenue opportunity

Distributes insights to accountable stakeholders — providers, nurses, coders, analysts — to elevate the whole value chain

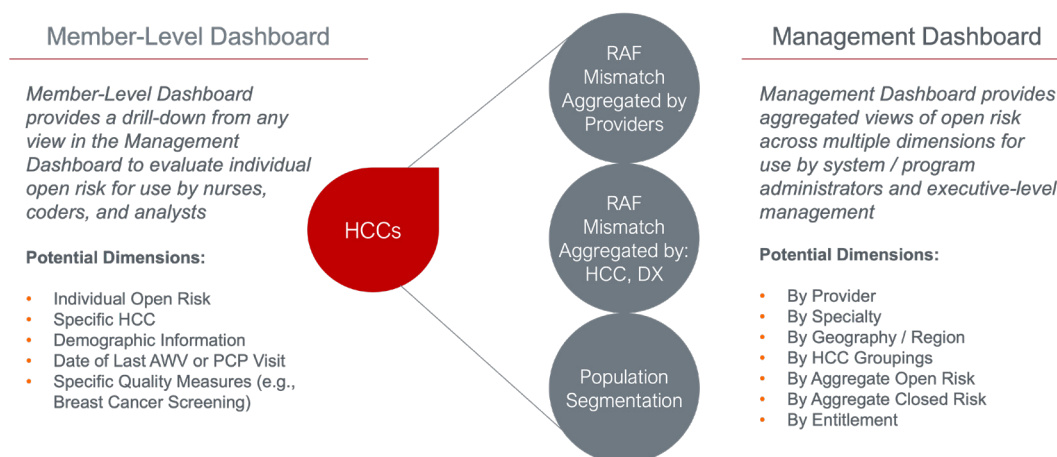**GRAY MATTER ANALYTICS®**
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CoreTechs® foundational enablers for analytics and insights empower payors and health systems to build populations and enrich their understanding of members and patients. CoreTechs® can boost the ability of providers and payors to quickly stratify priority member or patient groups to target outreach based on risk factors, care gaps and their financial implications to improve quality outcomes and capture additional revenue.

In creating a single source of truth for RAF data, **CoreTechs® RAF Analytics Solution** enables payors and providers to create innovative programs to maximize CMS reimbursement. The solution captures RAF data from CMS, member claims, provider pre-visit planning, care team collaboration and point-of-care notes and EHR entries to identify missing or dropped codes, suspected conditions and more. CoreTechs® RAF Analytics Solution triggers actions that can improve patient/member health, reduce the cost of care, increase capacity for providers and increase revenue.

Advancing Patient Outcomes through Better Wellness Care and Recall

Identifying patients who are at high risk for inappropriate health system utilization or chronic conditions can prompt preventative services and recall to clarify correct coding, achieve improved health outcomes and increase revenue. The **CoreTechs® RAF Analytics Solution** shows uncaptured codes at the patient/member level and delivers proxy individual and aggregate risk scores to drive guidelines-recommended care, increase quality, optimize coding and data capture at the point of care and maximize reimbursement.

Member-Level Dashboard

Member-Level Dashboard provides a drill-down from any view in the Management Dashboard to evaluate individual open risk for use by nurses, coders, and analysts

Potential Dimensions:

- Individual Open Risk
- Specific HCC
- Demographic Information
- Date of Last AWV or PCP Visit
- Specific Quality Measures (e.g., Breast Cancer Screening)

HCCs

RAF Mismatch Aggregated by Providers

RAF Mismatch Aggregated by: HCC, DX

Population Segmentation

Management Dashboard

Management Dashboard provides aggregated views of open risk across multiple dimensions for use by system / program administrators and executive-level management

Potential Dimensions:

- By Provider
- By Specialty
- By Geography / Region
- By HCC Groupings
- By Aggregate Open Risk
- By Aggregate Closed Risk
- By Entitlement

Selecting the Right Partner to Optimize Performance

The marketplace for healthcare data and analytics partners is a crowded one. Key to the success of succeeding in a value-driven environment is selecting the right partner. Gray Matter Analytics is intensely focused on helping organizations manage cost and quality measures in value-based contracts to optimize economic and health outcomes.

Our Advisory Services provide clients with integrated services that optimize data and analytics capabilities, enhance organizational infrastructure, and accelerate the development of high-value use cases to better guide decisions and improve performance. Our CoreTechs® Dynamic VBC Analytics product is a subscription-based, Analytics as a Service (AaaS) cloud-native platform and solution suite that deliver pre-built foundational analytics solutions and targeted advanced analytics capabilities to healthcare organizations.

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