

TransforMED selects Cobalt Talon for cost management analytics in federal Patient-Centered Medical Neighborhood demonstration project.

Health care data analytics solution becomes fourth project affiliate collaborative partner in CMS Center for Medicare and Medicaid Innovation program to expand Patient-Centered Medical Home concept.

Leawood, Kan. - TransforMED, which helps physicians transform their practices to the new Patient-Centered Medical Home (PCMH) model of care, has selected Cobalt Talon for cost management analytics and reporting in the CMS Center for Medicare and Medicaid Innovation's Patient-Centered Medical Neighborhood (PCMN) demonstration project.

The PCMN innovation program seeks to deliver better health, better health care and lower costs by expanding the proven PCMH concept so that the medical home coordinates care across the wider medical neighborhood, which includes specialists, subspecialists, hospitals and other community health services.

Specifically, Cobalt Talon will receive Centers for Medicare and Medicaid Services (CMS) claims data for the patient population of participating providers from the 15 U.S. communities in the innovation program. The Cobalt Talon analytic platform for health care will enhance the raw data received with industry-specific classifications and append predictive intelligence and opportunity values to relevant records. It then will model and place the enhanced CMS claims data into the Cobalt Talon analytic database platform where it in turn can be accessed through a best-in-class business intelligence application.

End-users will be able to drill down from the highest level to the lowest level of detail to discover cost drivers in various communities, Williamson explained. For example, they could track paths from the total cost of care to individual service categories such as inpatient, outpatient, pharmacy or specialty. They also could use the tool to go from a high level population view to service areas, specific providers or a specific patient.

"Transforming raw data into actionable business intelligence enabling more effective and efficient health care through the PCMN model directly aligns with our company's mission," said Cobalt Talon President Darren Taylor. "We look forward to many successful outcomes as we work closely with TransforMED, CMS, Phytel and VHA on this innovative national program."

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"Access to the Cobalt Talon analytic platform will directly enable participating health care organizations to launch new business programs or offerings that lead to positive business or clinical results," said Blake Williamson, MD, healthplan specialist for TransforMED. "The Cobalt Talon tool will allow us to track and monitor program performance and outcomes, and compare against industry standards and regional benchmarks."

"Over the next three years of the PCMN Innovation Program, this information will let us evaluate the impact of PCMH and PCMN implementations, and provide meaningful measures of progress toward the aim of reduced costs."



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New federal and state provisions are renovating government and commercial provider reimbursement methodologies, trading traditional fee-for-service payments for reimbursement aligned with higher efficiency and improved quality-of-care.

In addition, the creation of new health insurance marketplaces for consumers, absent traditional underwriting practices, unquestionably requires health plans and healthcare delivery systems to discover innovative methods to improve the health and well-being of the populations they serve. Analytic capabilities are foundational to such innovation.

About Cobalt Talon

Cobalt Talon specializes in innovative data management and analytic solutions for health plans, health systems, ACOs and PCMH organizations. Offerings enable healthcare organizations to respond effectively to the unpredictable market forces transforming the industry. Cobalt Talon's data enrichment processes and analytic delivery solutions directly enable population health improvement initiatives, help improve provider efficiency and effectiveness and support the movement to a consumer-based healthcare market.

Cobalt Talon's Population Health Analytic Module

This analytic product supports an organization's interests in evaluating a population's healthcare resource demand and the quality of services delivered. It features quick drill-down capability to an individual person within that specific population when necessary. The module is designed to measure, evaluate and enable performance improvement for any variety of populations assigned to an ACO or PCMH. Visualization methods and functions provide users with the ability to quickly uncover the items with the potential for the greatest return. Features include:

- Key Performance Indicators that illustrate population health and wellness status
- Classifications that place populations into meaningful clinical and financial categories
- Ability to quickly identify opportunities for improvement based on trends and benchmarks
- Predictive analytics to identify proactive opportunities through advanced propensity scoring
- Integration of clinical, wellness and consumer data to provide a more complete view
- A blend of Cobalt Talon analytic methods with other best-in-class industry methodologies to create superior insights leading to enhanced knowledge at your fingertips

Cobalt Talon's Propensity Scoring Services

This analytic service responds to a healthcare organization's immediate predictive analytic demands. Cobalt Talon propensity scoring services are agile analytic sprints designed to deliver pointed and timely business results. The scores provide visibility and knowledge about patients, costs and exposure to risk. Clients are reaping amazing results that lead to positive business action. In one example, Cobalt Talon's propensity scoring services identified 20% of a total population that accounted for over 95% of a targeted outcome. Dozens of high-potential opportunities exist today in most every healthcare organization. Examples identified by a propensity score include:

- Individuals most likely to re-admit after an inpatient stay
- Individuals most likely to have specific medical procedures in the future
- Individuals most likely to consume the greatest healthcare resources in the future
- Individuals most likely to visit high cost care settings, such as the ER for routine visits
- Current and prospective customers most likely to purchase a specific product or service

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