Our team's experience with information technology and the business units inside health plans - provides us the unique ability to design and develop BI and DM solutions that rapidly add value to your organization.

Cobalt Talon provides a tangible economic benefit and ultimately a strategic competitive advantage for our customers. We leverage best practices and practical experience to deliver proven solutions that improve business performance.

We maintain a focus exclusively on healthcare data management and analytic solutions… *that's all we do*.

BI and DM Consulting

Cobalt Talon can help you establish or enhance your **data management** strategy and **business intelligence** vision with services that bridge the gap between your objectives and the technical solutions that give your health plan better access to the information it needs.

The combination of our team's healthcare expertise and understanding of technology has created a tried and true advisor that health plans can rely upon to achieve their business intelligence goals.

- Solutions You Can Trust
- Proven Record of Success
- Extensive Healthcare Domain Expertise

Implementation Services

As experts in implementation services, we specialize in the high-volume and complex data environments that characterize healthcare organizations. We leverage a proven set of methodologies and accelerators to increase quality, reduce time, and mitigate risk.

Cobalt Talon believes that the key factor which differentiates us from our competition is our ability to partner with our clients to help them achieve better results in less time for less total cost. Our extensive experience inside healthcare data management allows us to propose superior designs and rapid implementation timeframes to help to reduce the total investment. In addition, our proposed solutions focus on the primary tenets of scalability, reliability, and flexibility. This ensures that our solutions are designed to limit rework and to reduce operational/expansion expense.

Healthcare Analytics Consulting

At Cobalt Talon we offer our clients consulting services around healthcare analytics. These may be part of our comprehensive business intelligence and data management services or as a stand-alone offering. These offerings will be customized for our clients but will center on how to make best use of BI and analytics in the new healthcare environment.

- Population Health Analytics
- Provider Analytics
- Consumer Analytics

Data Enrichment Services

Cobalt Talon readily provides expert services geared to helping our customers successfully implement and draw business insights from their data groupers and analytic methodologies. Our Data Enrichment Services are designed to help our customers derive value from their new analytic capabilities. We leverage several highly effective and proven healthcare data classifications and algorithms to further enrich your data. These best-in-class data groupers and analytic methodologies are made available through our partnerships with industry leading organizations such as Milliman, Cave Consulting Group and RxResults.

- Chronic Condition Hierarchical Grouping
- Provider Efficiency Scoring
- Therapeutic Equivalent Analysis

Call us directly: **816-533-7967 -** For more information: **cobalttalon.com**

Business and Technology Challenge

The client's vision required the integration of data from multiple systems and databases scattered throughout the organization. Without an integrated information resource, the health plan was unable to monitor costs, segment customers, or manage risk. It also could not provide reliable information to key constituents. Plan members and other business partners were increasingly pressuring the client to deliver information to support informed health and financial decisions. New value-based products and services would enable the client to meet the needs of its customers and partners and respond to competitive pressure from larger national health plans.

Cobalt Talon conducted a detailed examination of the client's business, technical, and data requirements, including interviews with more than 100 executives. The evaluation found that information analysis lagged behind business activity by as much as eight months, and business analysts spent most of their time locating, validating, and integrating data—not analyzing it.

Solution

Cobalt Talon developed a strategic vision for information management, mapped to a phased implementation plan for the enterprise data warehouse. The program consisted of three major elements:

Organizational Alignment: A newly created division brought business and IT leaders together into a single organization charged with managing information as a strategic asset. The division included a business intelligence competency center, data acquisition team and information asset management team.

Information Architecture: Cobalt Talon designed and built an enterprise data warehouse, integrating data from more than 20 source systems in 16 departments. The solution delivered end-to-end data capabilities, incorporating data modeling, ETL architecture, metadata definition, and data governance. The data architecture was designed to scale efficiently, adapt to changing business requirements, and deliver long-term sustainable value.

Business Enablement: Building on the integrated data architecture, the Cobalt Talon team implemented a sophisticated business intelligence (BI) and analytics solution. The BI solution offers dramatic improvements in information access and analytical power, enabling users to focus on business analysis rather than data aggregation.

In addition to improved analysis and decision making, the solution enables healthcare analytics applications, including disease management, predictive modeling, and physician pay-for-performance programs. Externally, hundreds of healthcare providers and brokers use the system to access member information; and roughly 500,000 policyholders log on to the member web site to manage medical and pharmacy claims.

Results

Improved Care Delivery: The new healthcare analytics solution offers dramatic improvements in predictive modeling and member risk assessments. Previously, the client directly managed only 4 percent of its member population. Now, it can actively manage potential member risk for 100 percent of its members—and reach out proactively to help improve their health, resulting in improved care and decreased costs.

Reduced Cost of Care: The enterprise data warehouse enables new care management and risk modeling applications, driving new efficiency in care delivery. The client estimates that reductions in medical and pharmacy costs alone will equal $10 million in annual savings.

Increased Operating Efficiency: The client spends nearly $4 million each year contracting with disease management vendors to identify and manage at-risk patients with serious health conditions. The enterprise warehouse's care management capabilities will enable the plan to move these services in-house, saving an estimated $2.5 million annually.

Increased IT Efficiency: The client's team of business analysts are able to shift from data administration tasks to true analysis of information sourced from the enterprise warehouse. The client expects to save $600,000 per year in direct costs while dramatically improving the quality and impact of business analysis.

Organizational Transformation: The Cobalt Talon solution enables the client to fulfill its vision of becoming an information-driven enterprise. With a reliable enterprise information resource and a professional staff dedicated to managing data as a corporate asset, the client is able to reengineer business processes and proactively engage with customers and partners.

Cobalt Talon™