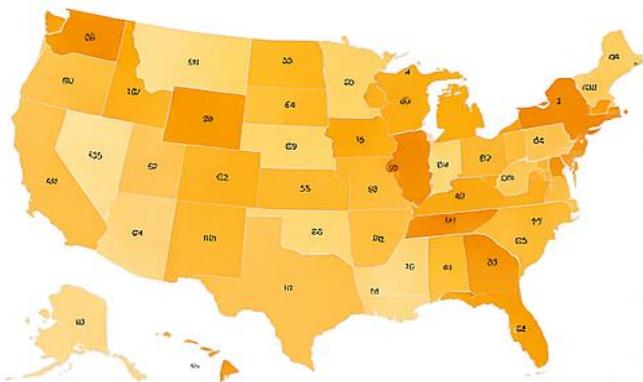


Kirti Kankaria

Market Saturation & Utilization:

State-County Health Ranking Analysis



Analyzing Medicare Market Saturation & Utilization: Strategic Implications for Health Systems and Policy Design

By: Kirti Kankaria

Executive Summary

This report presents a strategic analysis of how Medicare market saturation and utilization patterns affect county-level health behavior outcomes across the United States. Utilizing datasets from the Centers for Medicare & Medicaid Services (CMS) and the County Health Rankings initiative, this study explores the commercial and policy relevance of healthcare access and utilization patterns, focusing on Preventive Health Services (PHS) and Neurology. Through logistic regression and ensemble machine learning, the study identifies key socioeconomic and service availability variables influencing health rankings. The findings offer critical insights for government agencies, healthcare organizations, insurers, and policymakers aiming to optimize provider distribution, target interventions, and enhance health equity across diverse geographic markets.

Industry Context and Strategic Imperative

Healthcare delivery in the United States is transforming under the value-based care paradigm, prioritizing outcomes over volume. Geographic disparities, particularly in rural counties, undermine these objectives due to low provider availability and resource scarcity. These challenges are acute in Medicare-dependent populations, where limited provider presence and uneven service utilization can lead to deteriorating public health and higher costs. This study addresses the strategic understanding of how market saturation metrics, including fee-for-service penetration and dual-eligible concentration, serve as proxies for service accessibility and potential market inefficiencies.

From a business strategy standpoint, understanding healthcare access breakdowns allows healthcare systems and managed care organizations to target resource deployment effectively. Insights enable local governments and nonprofit entities to structure partnerships and funding proposals based on quantitative need rather than anecdotal demand. This project combines rigorous analysis with real-world applications extending beyond academic insights.

Research Objectives with Business and Policy Relevance

The core aim of this research is to provide actionable insights bridging data science and healthcare operations. Specifically, the project seeks to:

1. Identify primary operational and demographic variables predicting county health behavior outcomes.
2. Determine the influence of Medicare market saturation and service utilization patterns on county health behavior rankings, particularly in PHS and Neurology.

3. Evaluate which modeling approach—logistic regression or advanced ensemble models—offers a scalable, actionable framework for policymakers, public health leaders, and healthcare executives.

These goals inform statistical modeling and feed directly into business and policy decision-making processes, offering tools for risk stratification, performance measurement, and investment prioritization.

Stakeholder Value and Business Impact

The implications of this analysis are broad reaching. For federal and state agencies like CMS and the Department of Health and Human Services, the insights provide a roadmap for equitable resource allocation and provider reimbursement model refinement. Health systems expanding into underserved markets can leverage these results for workforce development, telehealth investments, and cross-sector collaboration with local agencies.

Private payers and Medicare Advantage plans can use this data to optimize network adequacy and member outreach strategies. Nonprofit health advocacy groups and community coalitions can derive empirical justification for grant applications and campaign targeting. Academically, the study supports efforts to model health determinants in a localized context, encouraging further integration of econometric methods in healthcare administration.

Analytical Methodology and Strategic Framework

Two robust public datasets were selected: the CMS Market Saturation and Utilization dataset and the County Health Rankings dataset. These were linked by FIPS codes to create a unified county-level view. The preprocessing strategy emphasized preserving business-relevant signal strength while ensuring model integrity. Median imputation was chosen for its balance between simplicity and robustness. Features were standardized for fair treatment in model estimation.

Steps involved:

1. **Exploratory Data Analysis (EDA):** Initial data exploration to understand distributions, missing values, and potential correlations.
 2. **Correlation and Causation Analysis:** Identifying relationships between variables and determining causative factors.
 3. **Model Building:** Constructing logistic regression for interpretability and Random Forest/Gradient Boosting models for predictive accuracy.
 4. **Dashboard Development:** Deploying a Power BI dashboard for interactive, on-demand access to insights for health administrators and field operators.
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Key Insights from Preventive Health Services Domain

The PHS analysis revealed a direct relationship between population-level behavior and structural access indicators. Behavioral risk factors such as smoking, obesity, and alcohol misuse were significant predictors of worse health rankings, supporting investment in community health initiatives focusing on lifestyle modification.

Access-related indicators like higher primary care physician density and reduced preventable hospitalization rates emerged as protective factors, validating the business case for reinforcing primary care infrastructure as a cost-saving, outcome-improving measure. Logistic regression delivered an accuracy of 76%, while Random Forest and Gradient Boosting models improved predictive performance to 77% and 78%, respectively. The trade-off between interpretability and accuracy is crucial when choosing a modeling approach for business or policy deployment.

Strategic Findings from the Neurology Sector Analysis

The Neurology domain surfaced a slightly different set of priorities. Socioeconomic variables like uninsured adult population and dual-eligible user rates were highly correlated with worse health rankings. These factors reflect not just access gaps but deeper systemic vulnerabilities, including poverty and institutional inequity.

Conversely, the presence of more primary care physicians was again shown to be a mitigating factor, reinforcing its strategic value across specialties. delivered an accuracy of 70%, while Random Forest and Gradient Boosting models improved predictive performance to 76% and 73%, respectively. The trade-off between interpretability and accuracy is crucial when choosing a modeling approach for business or policy deployment. These results suggest that while Neurology services may require specialty-driven solutions, the infrastructure and economic levers available at the primary care level can significantly influence outcomes.

Interactive Business Intelligence via Power BI

To drive adoption among non-technical stakeholders, an interactive Power BI dashboard was developed. It allows users to slice data by state, health ranking class, and variable of interest. This tool supports scenario planning and performance auditing, enabling health system leaders to quickly identify at-risk areas and prioritize interventions. In commercial settings, such dashboards can be integrated into enterprise analytics platforms to inform everything from marketing strategy to provider contracting.

Policy Recommendations and Business Applications

Three tiers of recommendations emerge from the analysis:

1. For Neurology, targeted expansion of primary care access in counties with high uninsured and dual-eligible populations is essential. This can be pursued through telehealth, loan forgiveness for rural practitioners, or mobile clinic deployment.
2. For Preventive Health Services, investment in behavioral health outreach programs is critical. These should be culturally tailored and coupled with efforts to improve care coordination.

- Strategically, organizations should adopt a dual-model approach: use interpretable models like logistic regression for governance and compliance purposes, and employ ensemble models in operational environments where predictive accuracy is paramount.

These recommendations are designed to bridge the gap between data science outputs and real-world actions, promoting scalable and sustainable health system improvements.

Limitations and Strategic Considerations

Despite its strengths, the analysis has limitations. Inconsistent or missing FIPS codes created data integration challenges that may bias results in certain geographies. Sparse data from some counties, particularly in frontier regions, limits generalizability. Ensemble models, although powerful, still lack industry-standard interpretability frameworks—raising barriers to adoption in regulatory settings.

Finally, the presence of counterintuitive statistical relationships reinforces the importance of integrating quantitative insights with local, qualitative knowledge. Business and policy leaders should view model outputs as directional guidance rather than deterministic rules.

Future Outlook and Scalability

Looking ahead, this model can be scaled both vertically and horizontally. Vertically, integrating time-series data will enable forecasting and impact evaluation over time. Horizontally, the framework can be extended to other specialties or social determinants such as housing and food access. The Power BI dashboard can evolve into a full-featured business intelligence platform with capabilities for predictive modeling, resource allocation simulations, and ROI forecasting for policy interventions.

From a strategic standpoint, embedding these analytics into the workflows of health systems, insurance payers, and community partners will be essential to achieving systemic impact. With the right investment in data governance and cross-sector collaboration, the approach outlined in this report can serve as a blueprint for transforming healthcare access and equity nationwide.

Acknowledgements

I would like to express my sincere gratitude to Professor VenuGopal Balijepally for his invaluable guidance and support throughout the preparation of this report. His insights and expertise were instrumental in shaping the direction and quality of my work.

References

- County Health Rankings & Roadmaps. (www.countyhealthrankings.org)
 - Centers for Medicare & Medicaid Services (CMS) Public Use Files
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Appendices

Appendix A: Correlations & Causation Variables

Appendix B:: Power BI Dashboard Screenshots

Appendix C: Data Dictionary

Appendix D: Model Performance Comparison Table

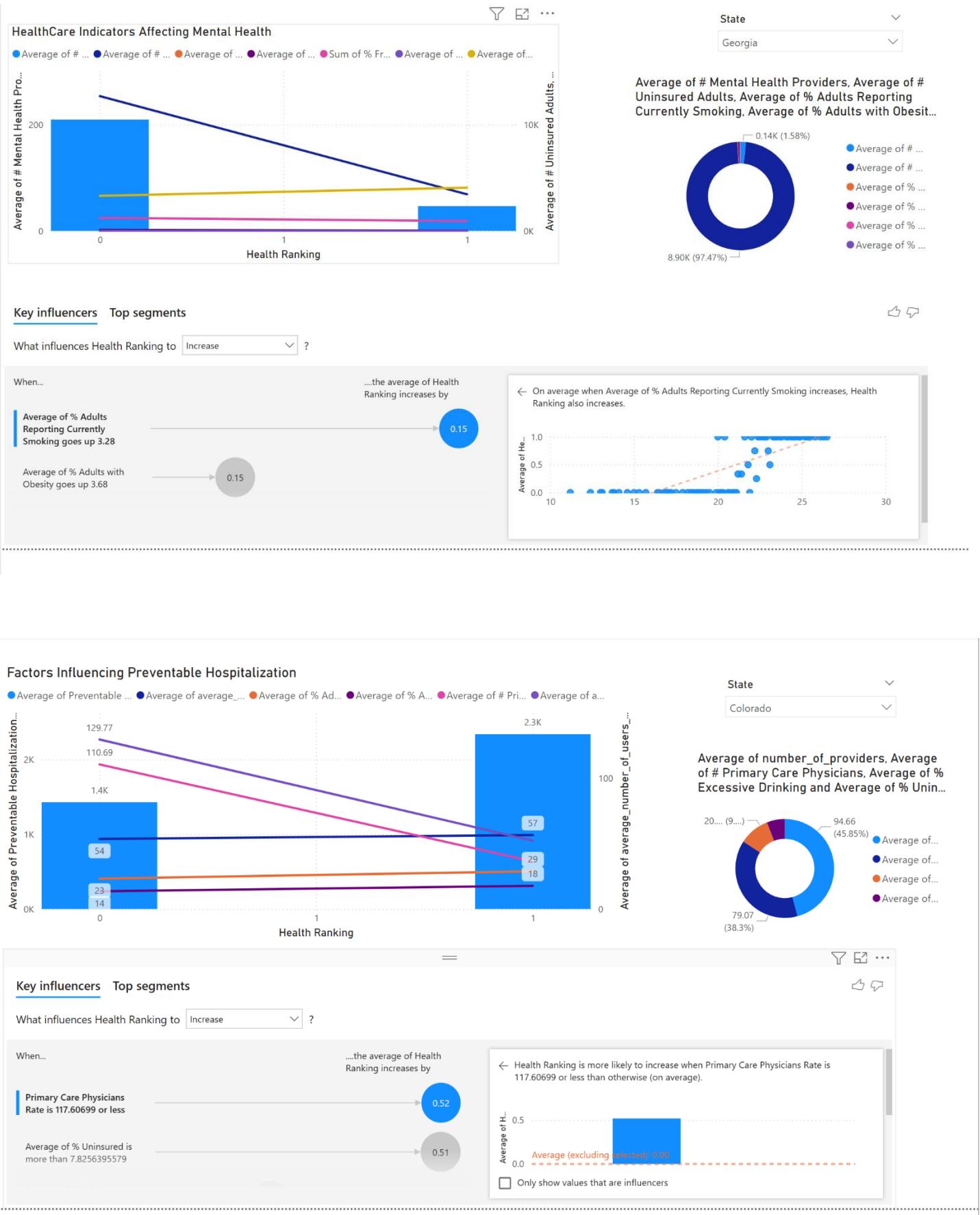
Appendix E: Model Performance Screenshot.

Appendix A

Correlations For PHS

Correlations For Neurology

Appendix B



Appendix C

Key Variables and Why They Matter for Neurology:

1. % Fair or Poor Health – Neurological disorders significantly affect overall health status. Patients with poor health are more likely to need neurological services.
2. Average Number of Physically Unhealthy Days – Neurological disorders often lead to physical limitations and disabilities.
3. Average Number of Mentally Unhealthy Days – (Highly Relevant!) Neurological conditions, especially cognitive disorders like Alzheimer's or Parkinson's, can cause mental distress and cognitive decline.
4. % Adults Reporting Currently Smoking – Smoking is a major risk factor for stroke, aneurysms, and other neurological issues.
5. % Adults with Obesity – Obesity increases the risk of stroke and other conditions that lead to neurological disorders.
6. % Adults with Diabetes – Diabetes is a leading cause of neuropathy and increases the risk of stroke.
7. # Primary Care Physicians & Ratio – Primary care physicians often refer patients to neurologists for symptoms like chronic headaches, seizures, or cognitive decline.
8. # Mental Health Providers & Ratio – Mental health providers support patients with neurological disorders, as these conditions often have psychological impacts.
9. Preventable Hospitalization Rate – High rates may indicate inadequate management of neurological conditions that could otherwise be treated outpatient.
10. number_of_fee_for_service_beneficiaries – Many neurological services are used by older adults and Medicare beneficiaries.
11. number_of_providers – Adequate availability of neurologists ensures timely diagnosis and treatment.
12. average_number_of_users_per_provider – High provider workloads may lead to delayed diagnosis and poorer outcomes.
13. percentage_of_users_out_of_ffs_beneficiaries – This indicates the proportion of beneficiaries receiving neurological services.
14. number_of_dual_eligible_users – Dual-eligible individuals often have complex neurological conditions that require specialized care.
15. percentage_of_dual_eligible_users_out_of_total_users – Evaluates access disparities in neurological care.
16. total_payment – Higher payments may indicate greater use of specialized neurology services.
17. Population – Provides context for normalizing variables like provider ratios or service use.
18. Life Expectancy – Neurological conditions often reduce life expectancy, making this a relevant metric.
19. % Frequent Physical Distress – Chronic pain, muscle weakness, and mobility challenges are common in neurological disorders.
20. % Frequent Mental Distress – (Highly Relevant!) Depression, anxiety, and cognitive impairment are common among patients with neurological disorders.
22. # Uninsured Adults – Access to neurology care is crucial for managing chronic neurological conditions.

Key Variables and Why They Matter for PHS:

- % Fair or Poor Health – Indicates overall population health, which preventive services aim to improve.
- Average Number of Physically Unhealthy Days – Reflects the impact of preventive measures in reducing physical health issues.
- % Adults Reporting Currently Smoking – Preventive care often targets smoking cessation, which directly affects long-term health.
- % Adults with Obesity – Obesity prevention is a key goal of preventive health programs.
- % With Access to Exercise Opportunities – Indicates whether the population has opportunities to engage in physical activity, a component of preventive care.
- # Primary Care Physicians & Ratio – Primary care physicians are often the first line of preventive care.
- # Mental Health Providers & Ratio – Mental health providers support preventive care in addressing mental health issues.
- Preventable Hospitalization Rate – (Highly Relevant!) Reflects the success of preventive measures in avoiding hospitalizations.
- number_of_fee_for_service_beneficiaries – Shows how many people are accessing fee-for-service models, which may include preventive services.
- number_of_providers – More providers can lead to better access to preventive services.
- average_number_of_users_per_provider – Reflects provider workload and potential gaps in preventive care.
- percentage_of_users_out_of_ffs_beneficiaries – Indicates how well preventive services are being utilized within the fee-for-service population.
- total_payment – Reflects the overall investment in preventive services.
- Population – Helps normalize other variables for comparison.
- Life Expectancy – (Potential Target Variable) Increased life expectancy can be a long-term indicator of the effectiveness of preventive services.
- % Adults with Diabetes – Preventive services target diabetes management and prevention.
- Health Behaviors Quartile & Clinical Care Quartile – Summarizes the quality of care and population health behavior, linked to preventive health.

Appendix D

Model For Neurology

ML/DL Prediction Models Summary

Model Parameters

(✓ = Feature selected in final model)

Feature	Logistic Regression	Random Forest	Gradient Boosting
% Adults Reporting Currently Smoking	✓	✓	✓
% Frequent Physical Distress	✓	✓	✓
% Adults with Obesity	✓	✓	✓
# Primary Care Physicians	✓	✓	✓
Preventable Hospitalization Rate	✓	✓	✓
Average Number of Physically Unhealthy Days	✓	✓	✓
% Fair or Poor Health	✓	✓	✓
Deaths	✓	✓	✓
# Uninsured Adults	✓	✓	✓
Life Expectancy	✓	✓	✓
number_of_dual_eligible_users	✓	✓	✓
average_number_of_users_per_provider	✓	✓	✓
number_of_fee_for_service_beneficiaries	✓	✓	✓
total_payment	✓	✓	✓

Model Summary Metrics

Metric	Logistic Regression	Random Forest	Gradient Boosting
Accuracy	0.695	0.758	0.733

Group 1 (Class 0)

Metric	Logistic Regression	Random Forest	Gradient Boosting
Precision	0.725	0.756	0.729
Recall	0.684	0.805	0.789
F1-Score	0.704	0.780	0.758
Support	266	266	266

Group 2 (Class 1)

Metric	Logistic Regression	Random Forest	Gradient Boosting
Precision	0.664	0.761	0.737
Recall	0.706	0.706	0.668
F1-Score	0.685	0.733	0.701
Support	235	235	235

Macro Average

Metric	Logistic Regression	Random Forest	Gradient Boosting
Precision	0.695	0.759	0.733
Recall	0.695	0.755	0.729
F1-Score	0.694	0.756	0.730

Weighted Average

Metric	Logistic Regression	Random Forest	Gradient Boosting
Precision	0.696	0.759	0.733
Recall	0.695	0.758	0.733
F1-Score	0.695	0.758	0.731

Models For PHS

ML/DL Prediction Models Summary:

Model Parameters

Selected Features Table (After Final Backward Elimination)

Feature	Logistic Regression	Random Forest	Gradient Boosting
% Adults Smoking	✓	✓	✓
% Adults with Obesity	✓	✓	✓
% Excessive Drinking	✓	✓	✓
% Uninsured	✓	✓	✓
% Fair or Poor Health	✓	✓	✓
Average Number of Physically Unhealthy Days	✓	✓	✓
Deaths	✓	✓	✓
Preventable Hospitalization Rate	✓	✓	✓
# Primary Care Physicians	✓	✓	✓
Avg Users/Provider (average_number_of_users_per_provider)	✓	✓	✓
% Users Not in FFS	✓	✓	✓
# Dual Eligible Users (absolute number)	✓	✓	✓
% Dual Eligible Users (share of total users)	✓	✓	✓

Model Performance Summary (Final)

Overall Accuracy

Metric	Logistic Regression	Random Forest	Gradient Boosting
Accuracy	0.760	0.775	0.782

Group 1 (Class 0)

Metric	Logistic Regression	Random Forest	Gradient Boosting
Precision	0.761	0.764	0.776
Recall	0.773	0.814	0.807
F1-Score	0.767	0.788	0.791
Support	322	322	322

Group 2 (Class 1)

Metric	Logistic Regression	Random Forest	Gradient Boosting
Precision	0.757	0.789	0.788
Recall	0.745	0.735	0.755
F1-Score	0.751	0.761	0.771
Support	306	306	306

Macro Average

Metric	Logistic Regression	Random Forest	Gradient Boosting
Precision	0.759	0.777	0.782
Recall	0.759	0.774	0.781
F1-Score	0.759	0.775	0.781

Weighted Average

Metric	Logistic Regression	Random Forest	Gradient Boosting
Precision	0.760	0.776	0.782
Recall	0.760	0.775	0.782
F1-Score	0.759	0.775	0.782

Appendix E

Model for Neurology

```

==== Logistic Regression Summary (Backward Elimination) ====
      Logit Regression Results
=====
Dep. Variable:      Health Ranking   No. Observations:                  2505
Model:              Logit          Df Residuals:                      2490
Method:             MLE           Df Model:                           14
Date:              Thu, 17 Apr 2025  Pseudo R-squ.:                   0.2718
Time:                16:57:27    Log-Likelihood:                 -1260.7
converged:          True          LL-Null:                      -1731.3
Covariance Type:   nonrobust    LLR p-value:                6.206e-192
=====
                                         coef      std err       z     P>|z|      [0.025      0.975]
-----
const                         -0.4096    0.067    -6.104    0.000    -0.541    -0.278
Deaths                        1.4555    0.396     3.678    0.000     0.680    2.231
% Fair or Poor Health        -1.1104    0.216    -5.152    0.000    -1.533    -0.688
Average Number of Physically Unhealthy Days -3.1070    0.306   -10.163    0.000    -3.706    -2.508
% Adults Reporting Currently Smoking  0.3547    0.116     3.055    0.002     0.127    0.582
% Adults with Obesity         0.4667    0.093     5.037    0.000     0.285    0.648
# Primary Care Physicians     -2.2422    0.457    -4.906    0.000    -3.138    -1.346
Preventable Hospitalization Rate -0.1891    0.061    -3.092    0.002    -0.309    -0.069
number_of_fee_for_service_beneficiaries  1.0334    0.356     2.903    0.004     0.336    1.731
average_number_of_users_per_provider -0.1441    0.055    -2.629    0.009    -0.252    -0.037
number_of_dual_eligible_users      1.3957    0.287     4.870    0.000     0.834    1.957
total_payment                   -1.6885    0.439    -3.848    0.000    -2.548    -0.828
Life Expectancy                 -0.2623    0.094    -2.800    0.005    -0.446    -0.079
% Frequent Physical Distress   4.7028    0.443    10.615    0.000     3.834    5.571
# Uninsured Adults            -0.8614    0.289    -2.977    0.003    -1.429    -0.294
=====
```

==== Logistic Regression ===

Accuracy: 0.6946107784431138

Classification Report:

	precision	recall	f1-score	support
0	0.725	0.684	0.704	266
1	0.664	0.706	0.685	235
accuracy			0.695	501
macro avg	0.695	0.695	0.694	501
weighted avg	0.696	0.695	0.695	501

Confusion Matrix:

```

[[182  84]
 [ 69 166]]
```

Model for PHS

```
==== Logistic Regression Summary (Backward Elimination) ====
      Logit Regression Results
=====
Dep. Variable:      Health Ranking   No. Observations:            3138
Model:              Logit          Df Residuals:                 3124
Method:             MLE           Df Model:                      13
Date:        Thu, 17 Apr 2025  Pseudo R-squ.:                0.3032
Time:          17:05:35    Log-Likelihood:               -1515.0
converged:       True         LL-Null:                  -2174.2
Covariance Type: nonrobust     LLR p-value:            6.031e-274
=====
```

	coef	std err	z	P> z	[0.025	0.975]
const	-0.2083	0.057	-3.675	0.000	-0.319	-0.097
Deaths	1.0320	0.247	4.184	0.000	0.549	1.515
% Fair or Poor Health	1.1711	0.176	6.638	0.000	0.825	1.517
Average Number of Physically Unhealthy Days	-0.6257	0.152	-4.112	0.000	-0.924	-0.327
% Adults Reporting Currently Smoking	1.1787	0.106	11.157	0.000	0.972	1.386
% Adults with Obesity	0.3005	0.084	3.559	0.000	0.135	0.466
% Excessive Drinking	0.2974	0.066	4.526	0.000	0.169	0.426
% Uninsured	-0.2979	0.057	-5.222	0.000	-0.410	-0.186
# Primary Care Physicians	-2.3593	0.437	-5.404	0.000	-3.215	-1.504
Preventable Hospitalization Rate	-0.1202	0.055	-2.177	0.030	-0.228	-0.012
average_number_of_users_per_provider	0.2667	0.050	5.385	0.000	0.170	0.364
percentage_of_users_out_of_ffs_beneficiaries	-0.6213	0.051	-12.073	0.000	-0.722	-0.520
number_of_dual_eligible_users	0.8206	0.157	5.239	0.000	0.514	1.128
percentage_of_dual_eligible_users_out_of_total_users	0.2740	0.046	5.927	0.000	0.183	0.365

```
==== Logistic Regression ====
Accuracy: 0.7595541401273885
Classification Report:
      precision    recall   f1-score   support
0       0.761     0.773     0.767      322
1       0.757     0.745     0.751      306

      accuracy         0.760      628
     macro avg     0.759     0.759     0.759      628
weighted avg     0.760     0.760     0.759      628
```