



## BASIC OVERVIEW

Ethnicity

All

## FINDINGS

The data shows that out of **500K** members, **48.56%** have visited a hospital, with an average member age of **69.56 years**. Most members (**257K**) have not had any hospital visits. Gender distribution is fairly balanced, with **53.49% male** and **46.51% female** members. Tenure-wise, the largest group of members (**229.93K**) have been with the service for over **2 years**, and the most popular product is **AAA**.



Rural Status

Select all

Metropolitan

Micropolitan

Rural

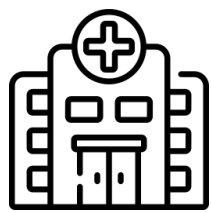
Small town



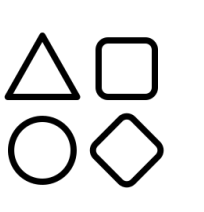
Total Members  
**500K**



Avg Age of Members  
**69.56**

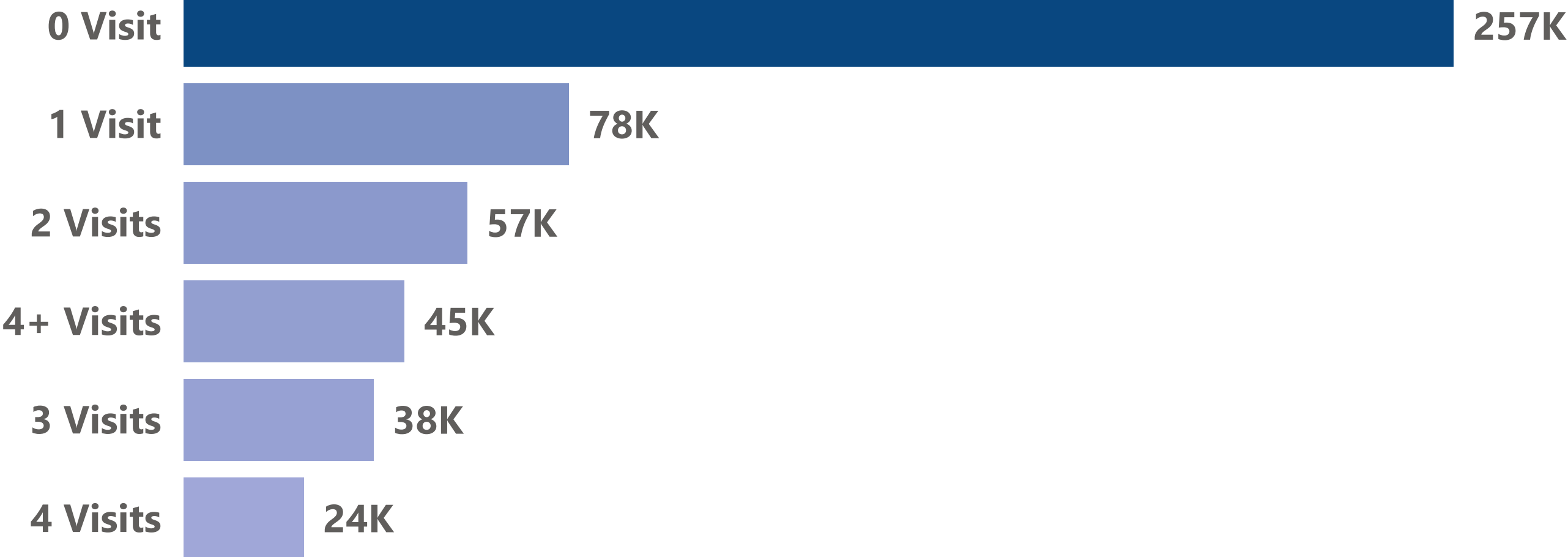


Hospital Visit Rate  
**48.56%**

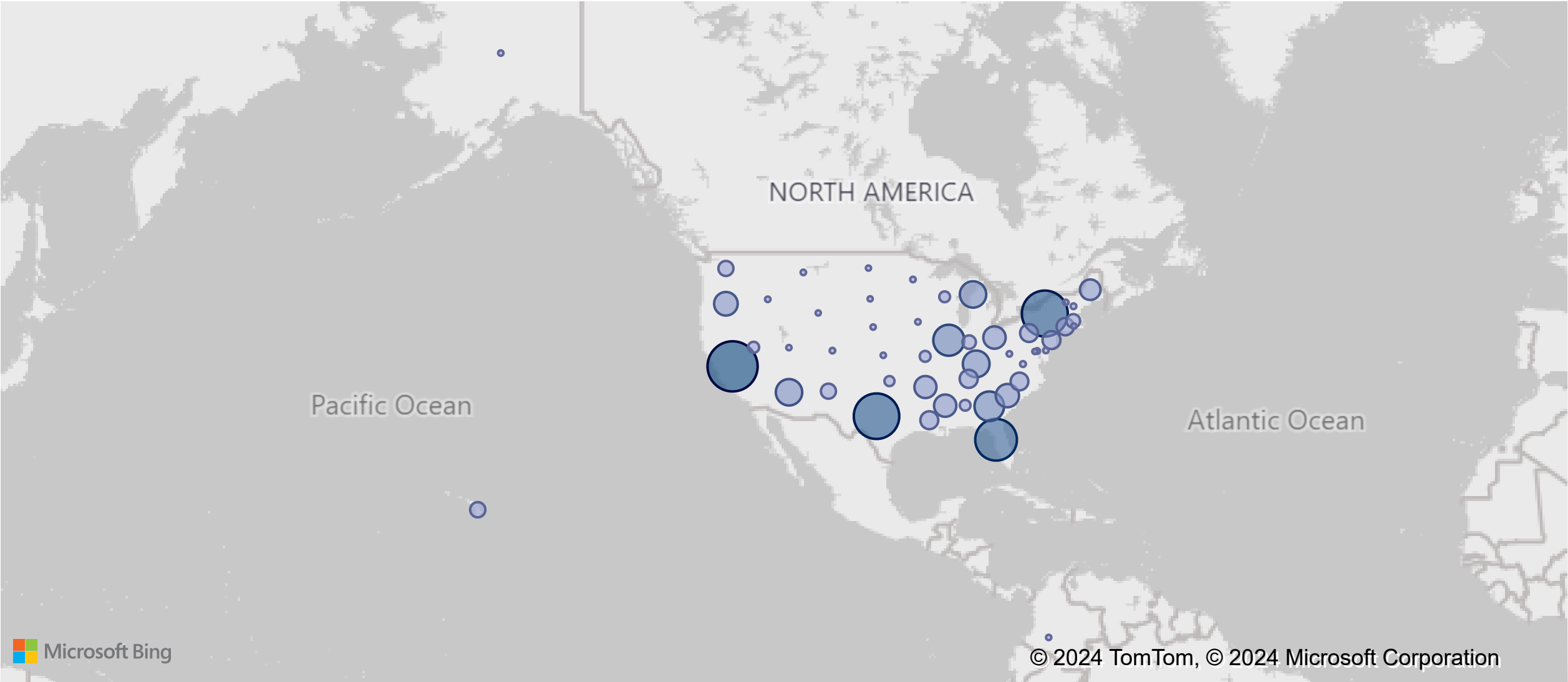


Most Popular Product  
**AAA**

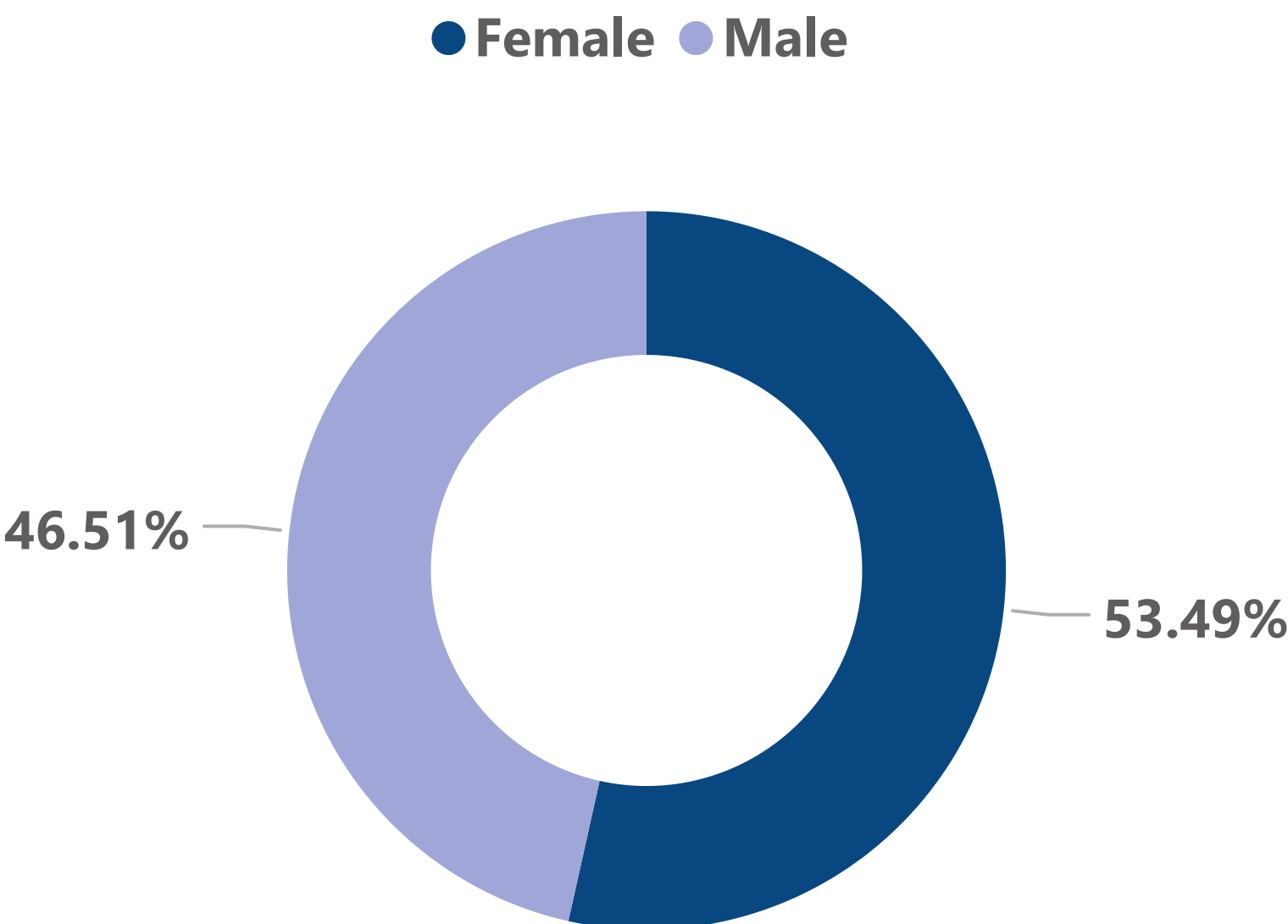
### Members by Hospital Visit



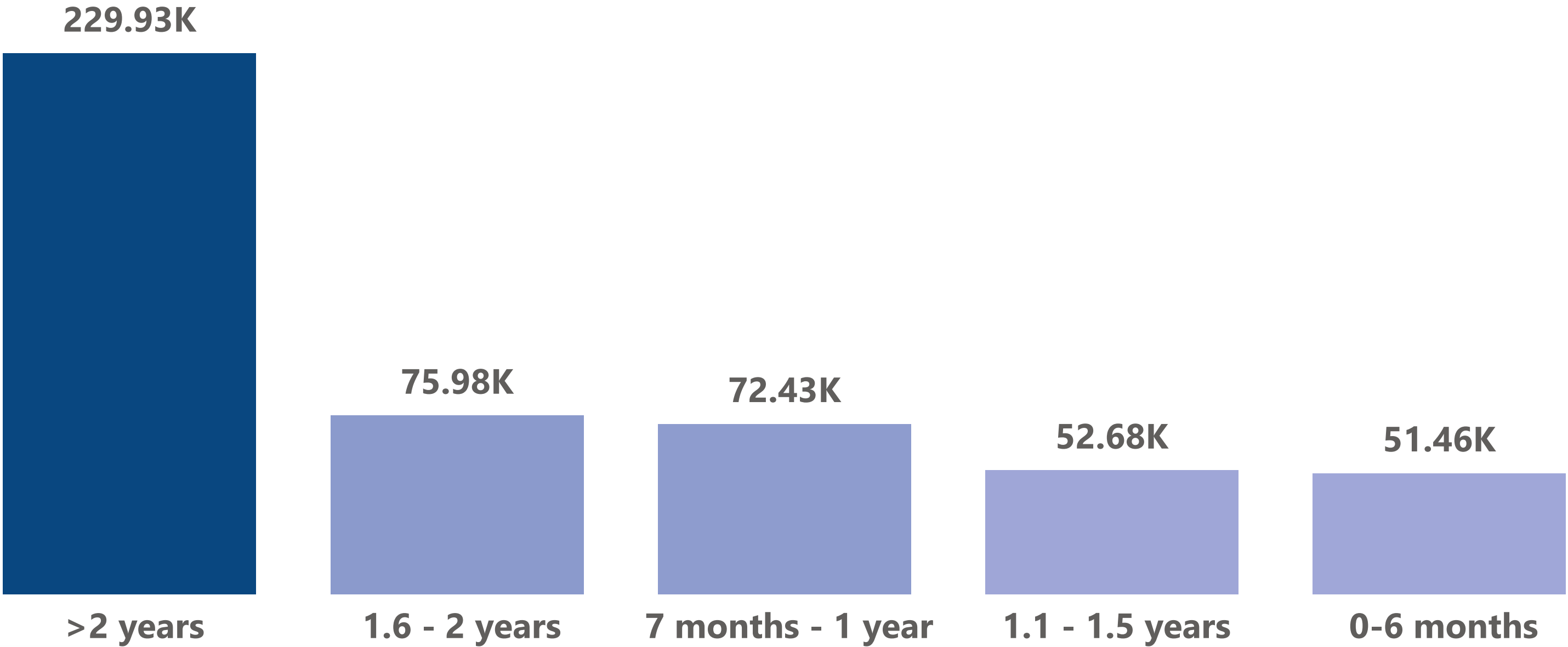
### Members by State



### Members by Gender



### Members by Tenure





MEMBER PERFORMANCE

State & County

All

Group Name

All

Member Status

All



Plan

Select all

Plan 1

Plan 2

Members

Member Score

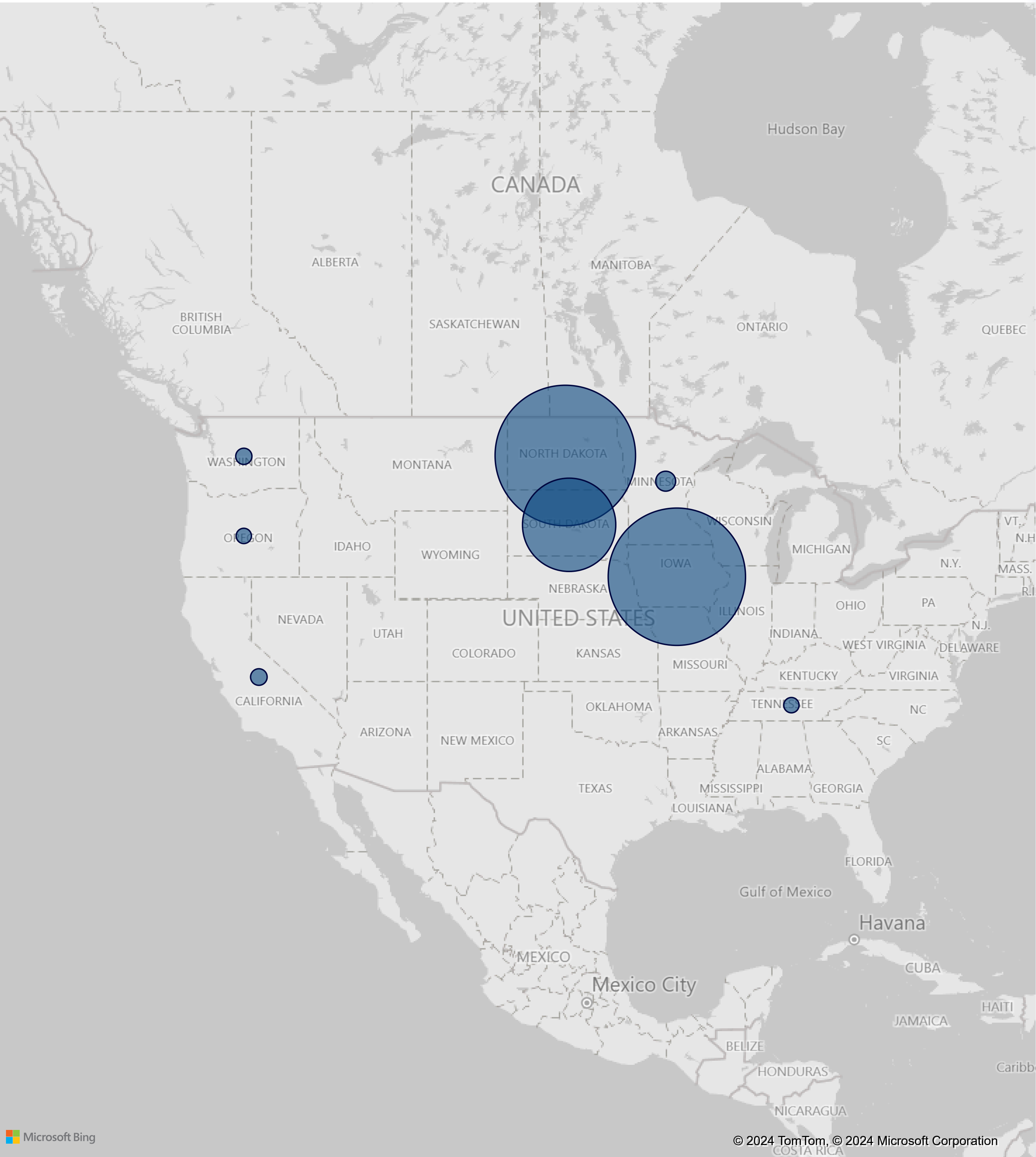
23,702

1,313.6

State	Member Value	Member_Score
+ North Dakota	10,100	1,603.60
+ Iowa	9,603	1,276.26
+ South Dakota	3,968	732.11
+ Minnesota	22	1,573.06
+ California	4	173.01
+ Washington	3	1,643.27
+ Oregon	1	3,008.33
+ Tennessee	1	2,821.33

Member Status	Member Value	Member_Score
Active	20,804	1,437.40
Pending active	2,619	NA
Pending terminated	275	13.36
Term submitted	4	NA
Terminated	2,102	0.42

Membership by State





OPPORTUNITY OVERVIEW

FINDINGS

There are **1.89K** members in opportunities. The average stage duration for different stages varies, with "**Qualification**" taking the **longest** at **562.77** days and "**Proposal**" having the **shortest** average duration of **252.04** days. The total average stage duration across all stages is **768.67** days, and there are **1,817** members distributed across the various stages.



Members in Opportunity

1.89K

StageName	Average Duration	Member in Opportunities
Contract	277.19	104
Decision	263.95	157
Proposal	255.19	364
Demonstration	355.54	529
Qualification	573.68	663
Total	781.89	1,817

Average Stage Duration by Stage Name

