ACO's Data Warehouse

Background

This customer operates as an Accountable Care Organization (ACO) and works in tandem with a clinically integrated network. Strategically, the two organizations drive a joint mission to empower practices and providers to collectively improve the health of individuals and populations by ensuring quality, access, and efficiency using data-driven, patient-centered models of care. The customer serves approximately 30,000 MSSP beneficiaries, and the CIN serves an additional 54,000 value-based lives across eight payer lines of business (Medicare Advantage and Commercial) and one employee plan.

Situation

On the journey to find a population health platform, the ACO customer presented a major business need of the selected partner to be able to host a data warehouse that would prevent the customer from building everything from scratch and eliminate the need for the customer to do its own data cleaning, table design, payer mapping, modeling, normalization of data and maintenance, and alleviate a considerable cost and resourcing burden for the ACO as doing it in house would require hiring of technical experts and data scientists. The average industry cost of such a data warehouse can be upwards of $100,000. The Garage agreed to this need and delivered a data warehouse in the Summer of 2020.

Solution

The requirements and business needs of the data warehouse span greatly for this ACO customer. As the data warehouse connects to the customer's PowerBI system, it's used for monthly dashboarding at presentations and ad hoc requests for custom and complex analyses. The data warehouse has been the anchor for this ACO customer to analyze, study, and prepare to apply for and ultimately manage a 340b pricing contract for its Network. The data warehouse helps identify members, physicians, and specialists who could benefit from participating in the program and empowers the customer to conduct conversations to achieve success in this opportunity. With 340b pricing, the customer could see almost 35% savings (reduction) in Part B drug cost just their ACO alone! Being able to analyze pharmacy data with such intricacy is required to educate physicians on why this is beneficial for them and the organization from a financial revenue standpoint while maintaining clinical integrity and good patient health outcomes.

Outcomes

There are numerous ways the data warehouse is used aside from the 340b current scenario. Among these are:

- Provides insights on the attributed lives (especially new and removed members) of each practice/payer combination to negotiate their contracts,

- Enables the customer to identify the InSystem Utilization and define achievable targets for their practices,

- The CIN uses the data warehouse to come up with various pricing models that provide benefits to practices as well as members,

- It helps the ACO to perform well in terms of quality and savings.

In addition to all data analysis and insight projects, the data warehouse has offered transparency to the ACO customer & its partnered CIN on potential data gaps from payers. Critical elements of claims, such as NDCs and DRGs, allow for informative business analytics. If the payer fails to complete the delivery of such elements, The Garage and the ACO can collaborate to study, understand, and optimize the data set to achieve the highest degree of data quality. We all know there is no such thing as perfect data but knowing what's imperfect is one step towards empowering yourself as a business, so decisions aren't made on gaps in data access.

> "*Our Garage data doesn't drive the business execution, but it tells us how to get there. Data will never be perfect, it's directional. The proper and meaningful visualization of data is a beautiful thing, even if you don't like what it tells you. Used correctly, our Garage data warehouse and its visualization can be a change agent. Used incorrectly it will alienate and entrench.*"
>
> – Executive Director

Interested in learning how The Garage can empower your organization?
Request more information **here**.