



A more
intelligent
solution.

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Springbuk, Director of Health Strategy Services

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Smarter
technology
for healthier
decisions.

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IMPACT

TIME AND IMPACT

Traditional Data Warehouse



TIME

IMPACT

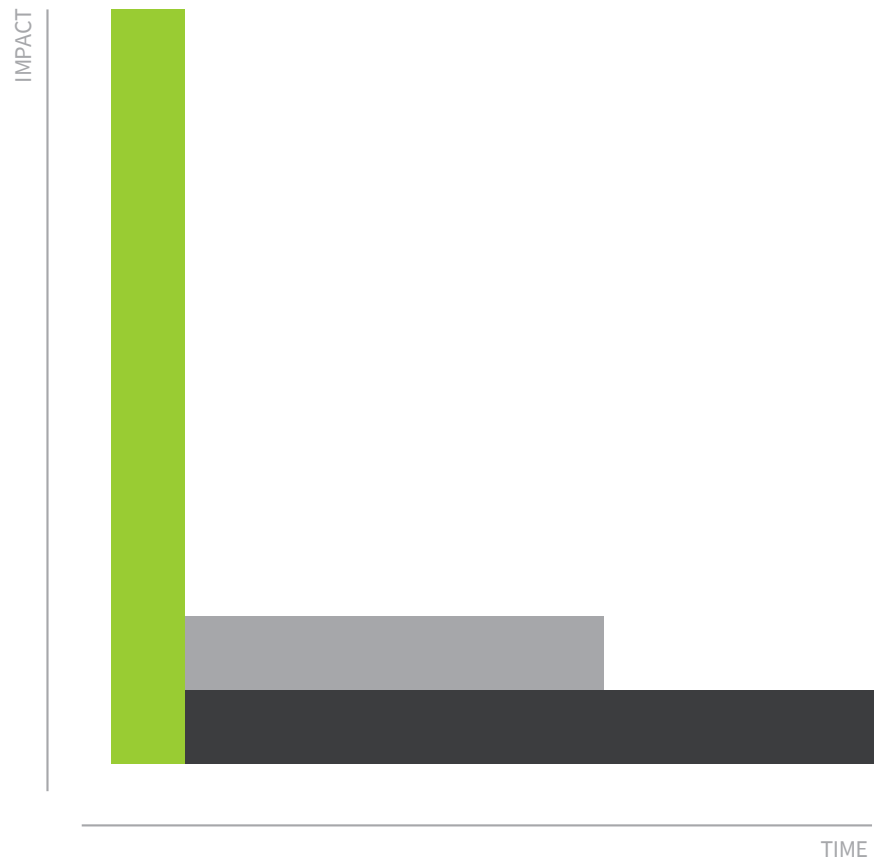
TIME AND IMPACT

Traditional Health Analytics



TIME

hi



SAY HELLO TO
Health Intelligence

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THE PROBLEM

Employers struggle to manage the investment they make in their most valuable resource — their people.

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sea of
opportunity
Where to begin?

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patterns
emerge

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STEERAGE
PROCEDURES

POTENTIALLY
UNNECESSARY
PROCEDURES

DRUG
SAVINGS

RISK MITIGATION

CARE EFFICIENCY

opportunities
revealed

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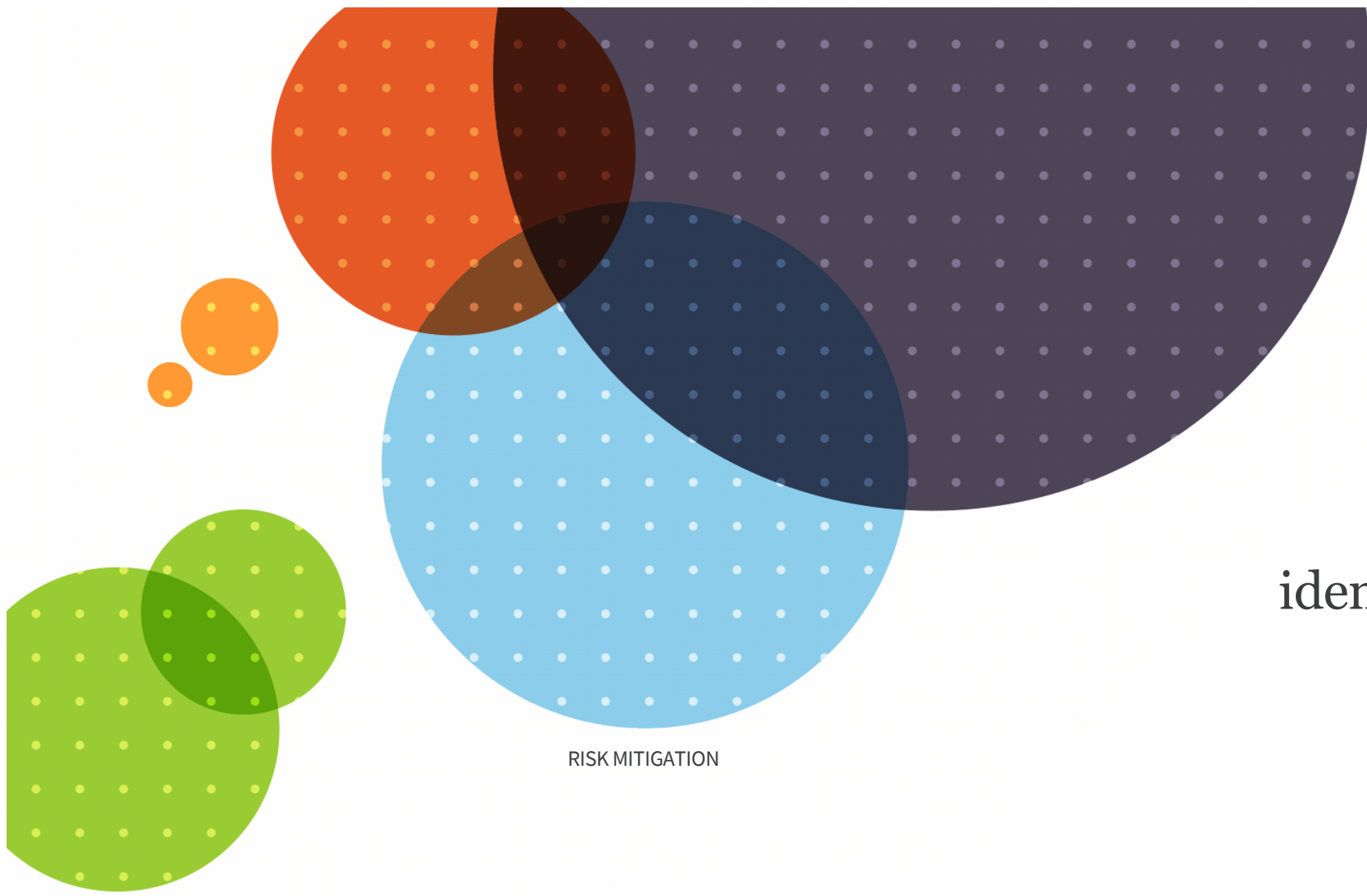
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HEALTH INTELLIGENCE

identified focus
population

RISK MITIGATION

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Better Insights, Better Support.

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Employer Overview

Using Springbuk data to identify, create meaningful change and elevate companies' health programs.

Goals and Objectives:

- › To make informed decisions backed by data
- › To proactively develop plans and programs that fit the population and meet employees and their families “where they are”
- › To understand where companies should put their resources to provide the greatest impact on the lives of their team members
- › To align vendor partners to operate from the same scoreboard



Leveraging Health Intelligence

PROBLEM

Needed a solution that could integrate multiple data sources. Difficulty identifying unnecessary healthcare spending and cost savings opportunities and providing actionable strategies.

ACTION

Leveraged Health Intelligence and Insights to generate actionable steps based on cost savings and member engagement opportunities.

RESULTS

More time acting on targeted recommendations and less time data mining for opportunities. Strategies identified for overuse of the ER, brand name drugs and opioid risk.

Opioid Risk

Identified

414

Members at High Risk for
Opioid Abuse

OVERVIEW

STRATEGY

HISTORY



Avoidable ER

Identified

144

Opportunity

\$61,245

Chronic Disease Flareup Visits

OVERVIEW

STRATEGY

HISTORY

Avoidable flareup emergency room visits are emergency room visits that were due to potentially avoidable exacerbations of chronic conditions. Improved member compliance for chronic condition care could eliminate the need for these visits in the future.

Did You Know? Chronic disease flare-up episodes are usually avoidable with better ongoing management. "Providing quality care for these high-need members is a sizable challenge - yet it's also an area where strategic attention and investment could yield significant payoffs for members and the entire health system."

Addressing Gaps in Care and High Cost Claimants

PROBLEM

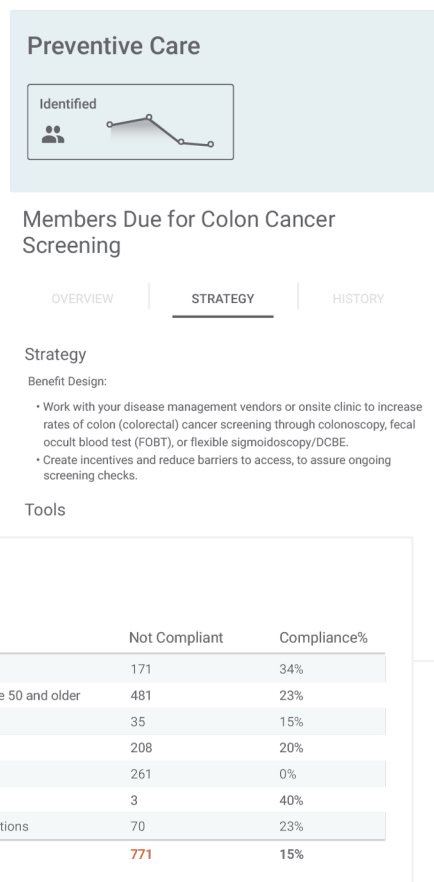
Trying to show value of health management system through disparate data sources. Unable to see what was driving spikes in claims cost and therefore unable to develop strategic plans.

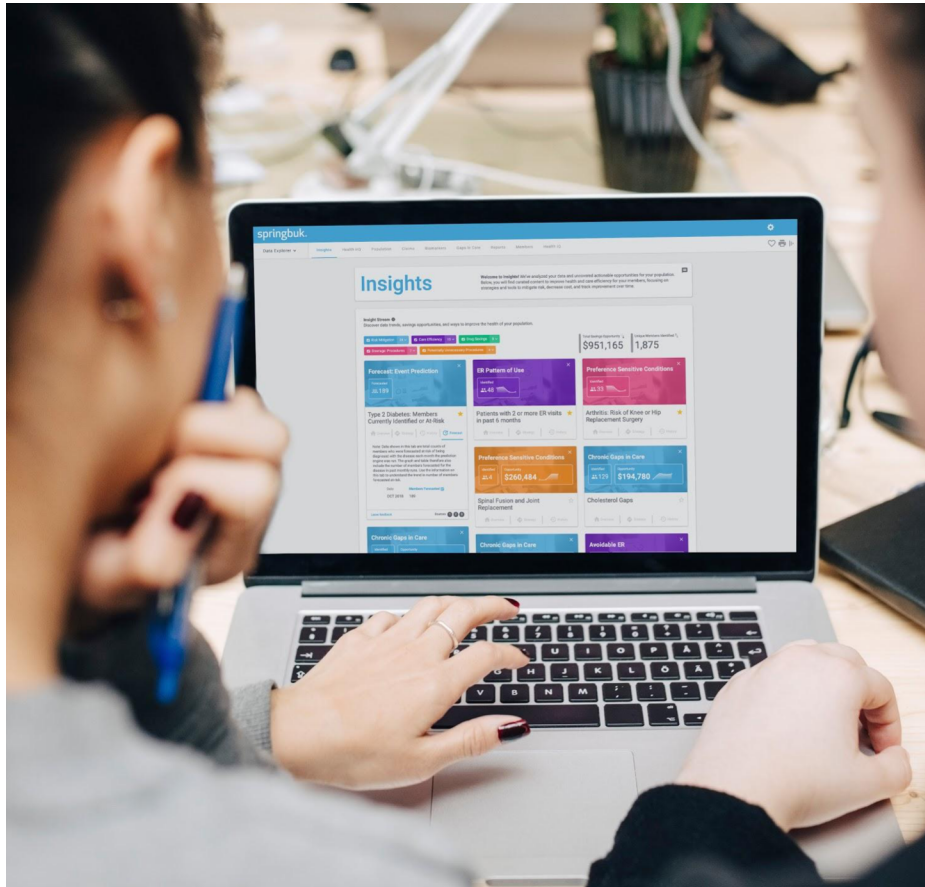
ACTION

Stratify all data to analyze high-cost claimants. Evaluated Gaps in Care. Ability to effectively manage all data sources together.

RESULTS

Enhanced wellness programming targeting specific gaps in care: “Semi-colon” Work with vendors to re-engage members.





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Driving Customized Strategies

PROBLEM

Identifying strategic opportunities in a relatively healthy population.

ACTION

Leveraged Health Intelligence to uncover opportunities in a healthy population despite low prevalence of chronic conditions and gaps in care.

RESULTS

Uncovered unidentified risk of orthopedic conditions and opioid risk. Developed offering for onsite, lower costing physical therapy and pain management solution.

Addressing Opioid Risk

PROBLEM

Looking for opportunities to impact employees health outside of cost shifting or cost reduction. Needed to understand where to direct resources to provide greatest impact. Identified significant risk of members at risk of opioid abuse and strong correlation of opioid risk and mental health conditions.

ACTION

Identified at-risk behaviors for early opioid abuse. Provided proper strategies and resources when opioid use became an issue. Created an opioid management and education program through their PBM.

RESULTS

Ongoing impact of new program efforts; decrease in number of members at risk of opioid abuse. Continue to tailor programs based on needs identified.

Opioid Risk

Identified



Members at High Risk for Opioid Abuse

OVERVIEW

STRATEGY

HISTORY

Strategy

Benefit Design:

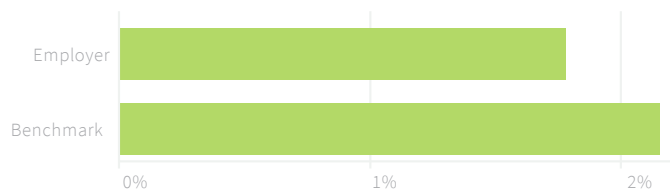
- Impose maximum fill limits on opioid drugs
- Consider lowering out-of-pocket costs for nonopioid pain-treatment alternatives
- Increase availability and accessibility to prevention and treatment of substance use disorders and mental health conditions generally.

Networking:

Consider removing network relationships from providers prescribing opioids excessively

Activate population flagged as potential Opiate abusers

% of total active pop





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Developing Surgery Savings Program

PROBLEM

Unable to identify utilization of cost efficient surgery facilities.
Over \$967,000 in savings identified is surgery shifted to COE/ASC.

ACTION

Developed Surgery Savings program to incentivize members and employees to use select facilities.

RESULTS

Analyzed 9 months of data after beginning of Surgery Savings program resulting in.

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Addressing Impact of Programs

PROBLEM

Inefficient reporting with disparate data sources and carrier reporting. Inability to calculate or show Return on Investment of existing wellness solutions.

ACTION

Integrated all data sources (claims, onsite clinic data, biometrics). Tracked medical guidelines and compliance for their most prevalent chronic disease (diabetes).

RESULTS

Identified those engaged with the onsite clinic has a \$332 lower PEPM (annual savings of \$322,704). Develop programs for other chronic and costly decisions.

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Innovate and plan.

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Trends Identified in 2020

- › Employee Health: Key to a Better Employee Experience
- › Mental Health: 19% of all members have a mental Health Condition
- › Chronic Physical Conditions: Almost half of the members in our database have one or more chronic conditions
- › Opioid Abuse: 3.3% of members are at high risk for opioid abuse
- › As with any data, the most important thing to know is how to take action

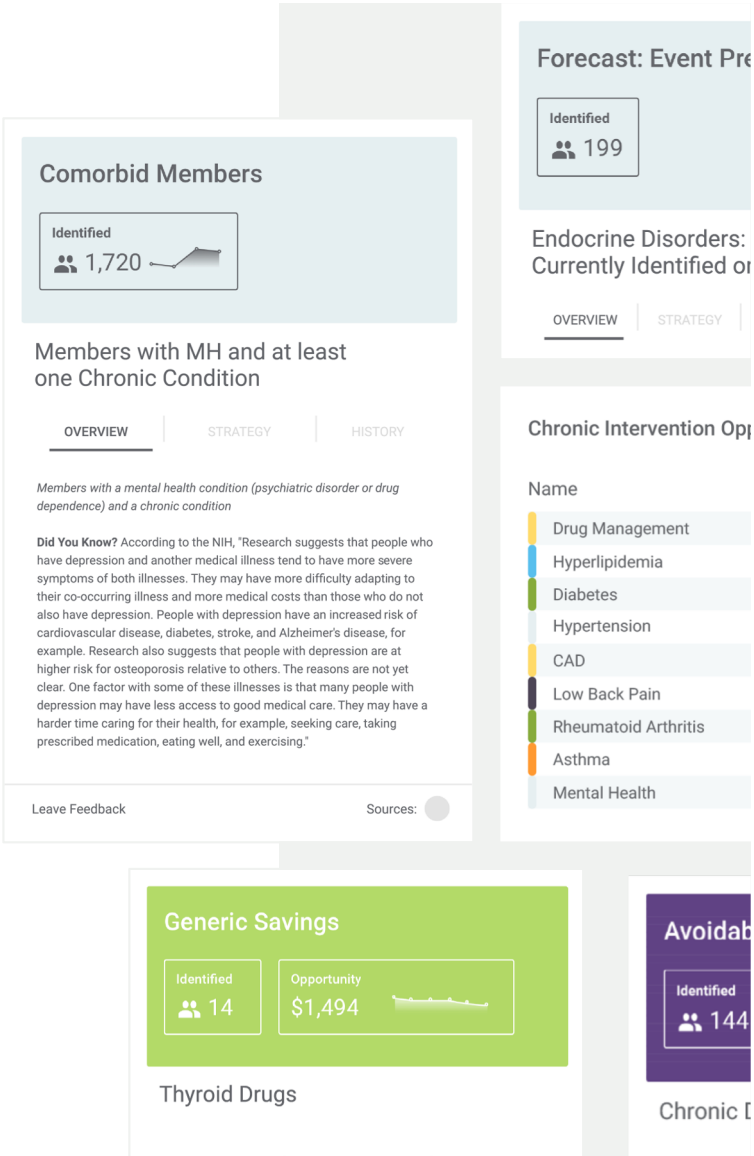


Mental Health: 19% of all members have a mental health condition

Affect employees' lives, work, and their impact on business outcomes

- › The cost for employers per member per month for a member with a mental health condition (\$847) is more than twice that of a member without a mental health condition (\$417)
- › Even though the cultural conversation around mental health is shifting, differences still exist — especially generationally — in how people share and address mental health issues
- › Even more important, employers must recognize that mental health is rarely an isolated condition
- › 69% of members with a mental health condition also have a chronic condition
- › Members with a mental health condition are also twice as likely to classify as a “high-cost claimant” — a member with at least \$50,000 in claims

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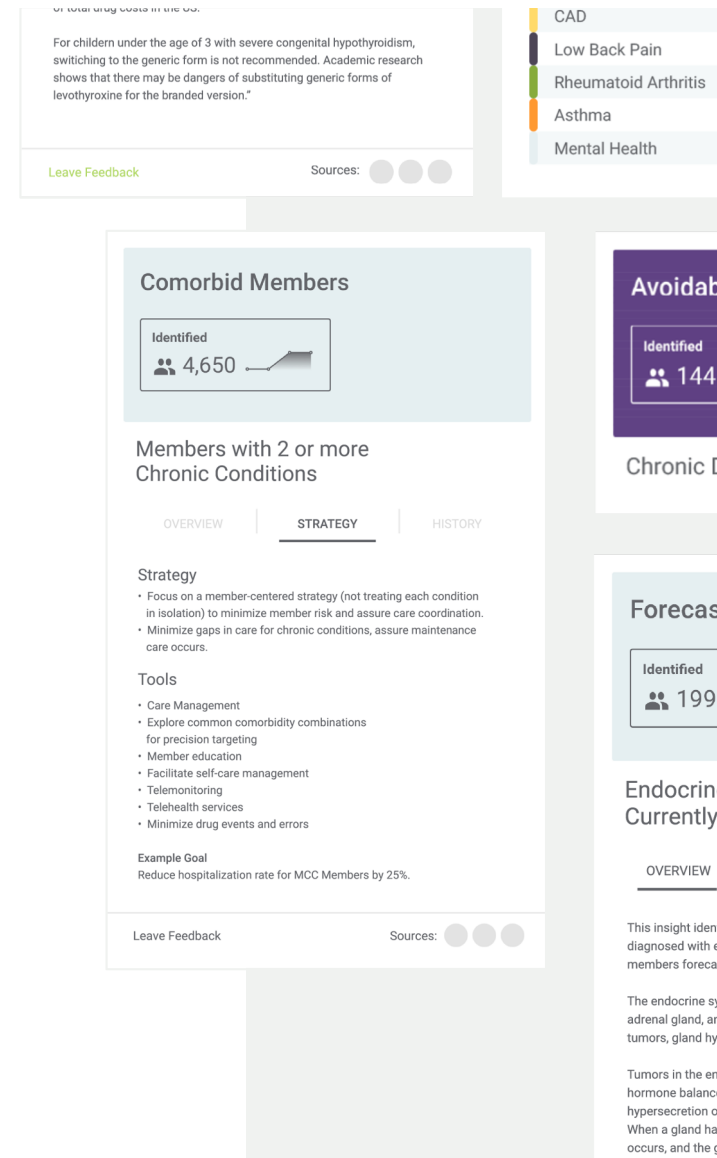


Chronic Physical Conditions: almost half of members in our database have one or more chronic conditions

26% have one condition, 12% have two, 6% have three, 4% have four

- › For members with two or more conditions, employers are looking at average costs from \$802 to as high as \$2,384 PMPM
- › The top five most common chronic conditions include:
 - › Metabolic Disorders
 - › Hypertension
 - › Arthritis and tendonitis
 - › Degenerative orthopedic diseases
 - › Cardiovascular medical
- › Especially with arthritis and degenerative orthopedic disease, employers need to make sure their plans are designed holistically to accommodate the nutritional and physical components of treatment

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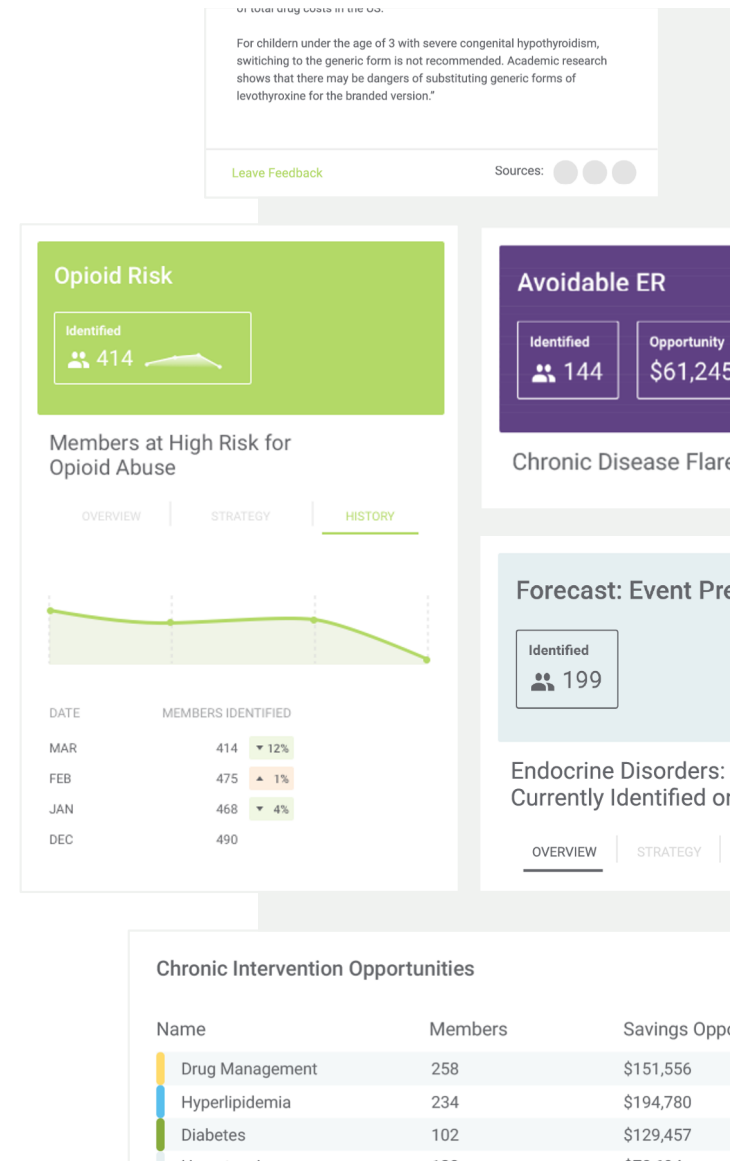


Opioid Abuse: 3.3% of members are at high risk

One of the biggest threats in health today is the ongoing opioid epidemic

- › Opioid risk increases with members' age: 1% of members age 18-35 are at high risk for opioid abuse, while 7.6% of members 65+ are at high risk
- › There are two health conditions that show an outsized number of members with high risk for opioid abuse: orthopedic and gastrointestinal conditions
- › Our data shows people with orthopedic and GI conditions are 6x more likely to be at risk than people with other conditions
- › People that have long-term conditions like back and hip pain, bowel discomfort, heartburn, and gastritis are frequently prescribed — and as recent news has shown, often over-prescribed — this category of pain medication

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Opportunities in 2020 and Beyond

- › As with any data, the most important thing to know is how to take action
- › These trends in mental health, chronic illness, and opioid abuse are sure to show up in your employee population in one way or another
- › It's important to know exactly how so you can design a health benefits program that addresses it effectively
- › Health intelligence is key to maximizing the value of your health management investment
- › If you're interested in learning more about health intelligence and how you can drive deeper, more actionable insights to maximize ROI, improve employee health, and create a better employee experience, contact Springbuk today



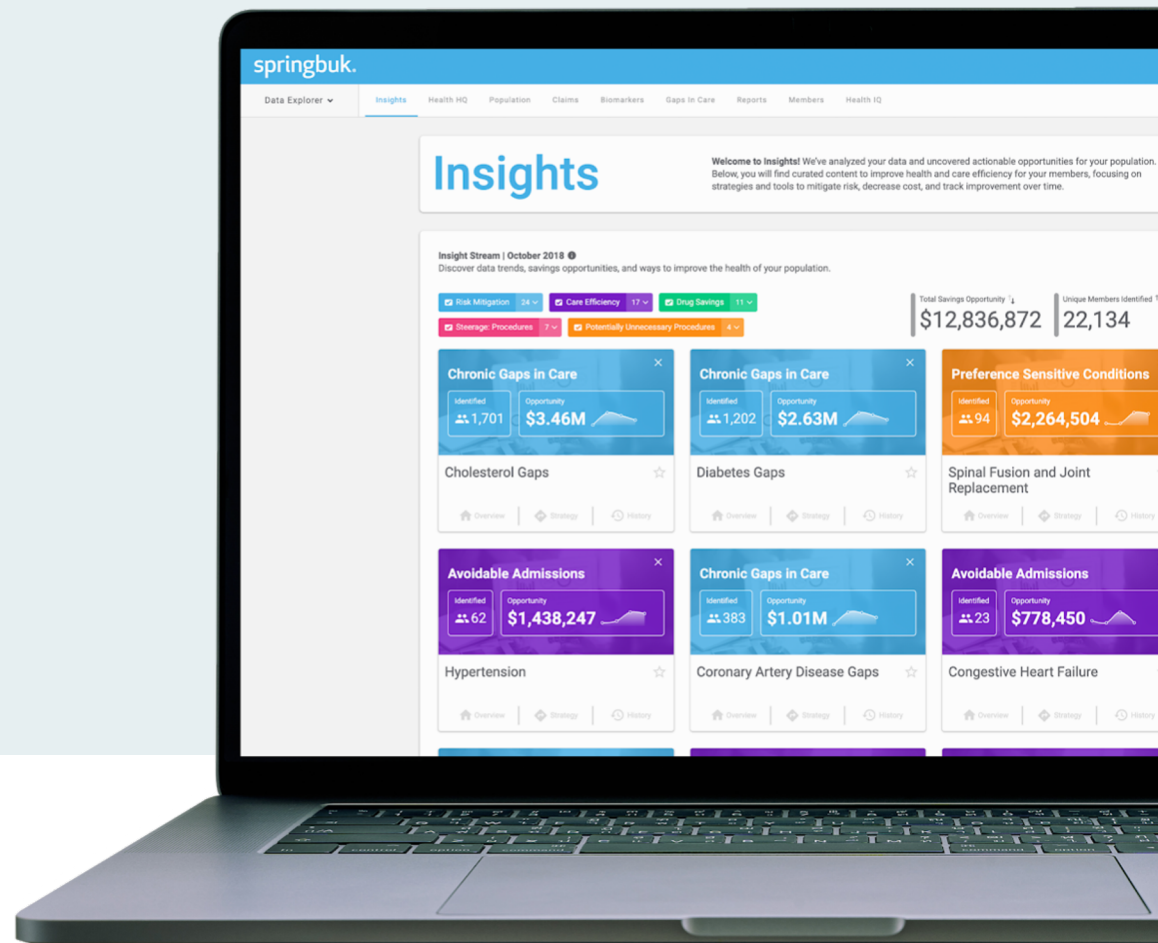
Maximize
the value of
your health
management
investment.



Beyond Health Analytics.

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You don't need
more data, you
need direction.

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