

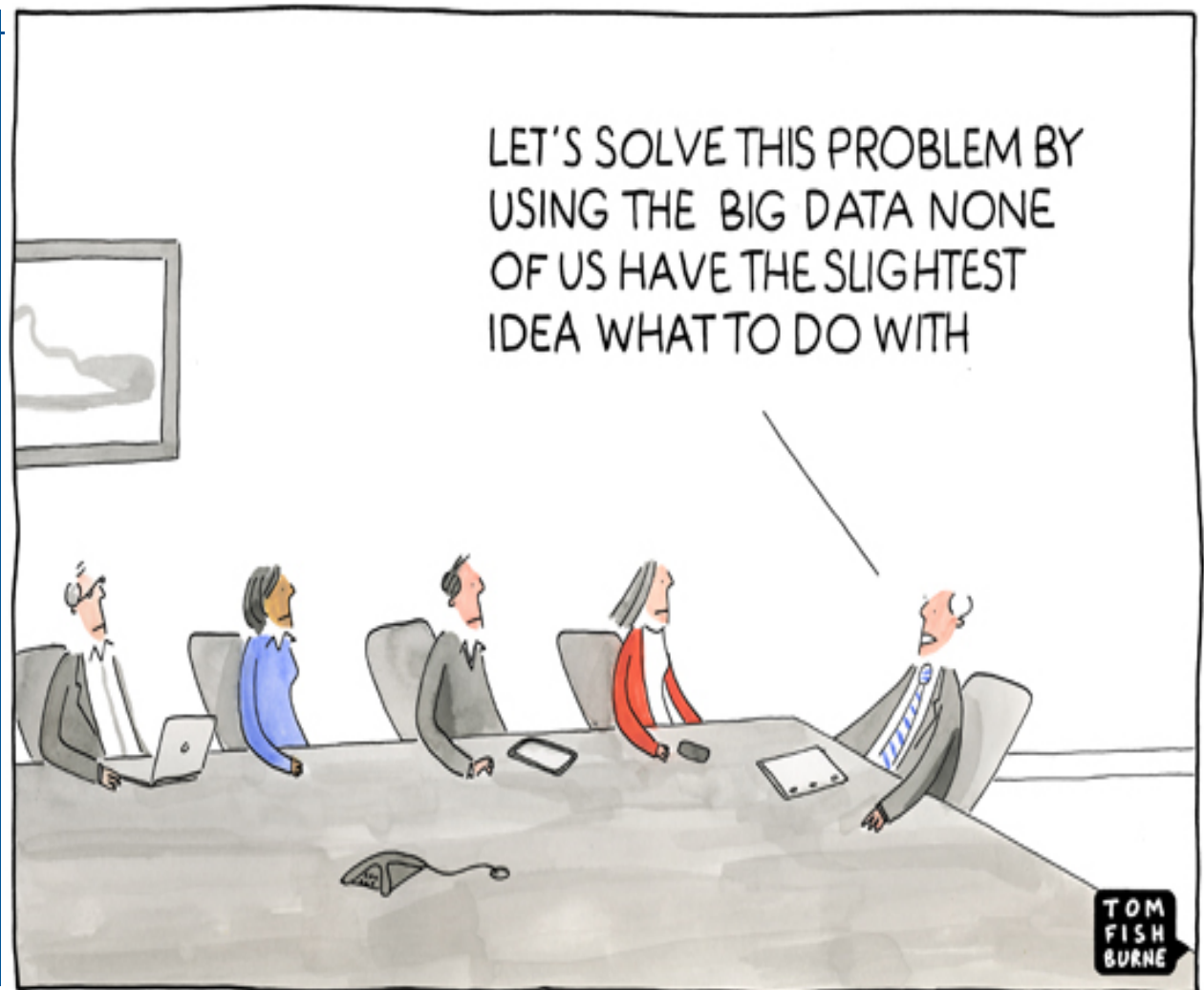
UNITEDHEALTH GROUP

BIG DATA



I have
all this data...

Now what?



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Constant creation of data ...



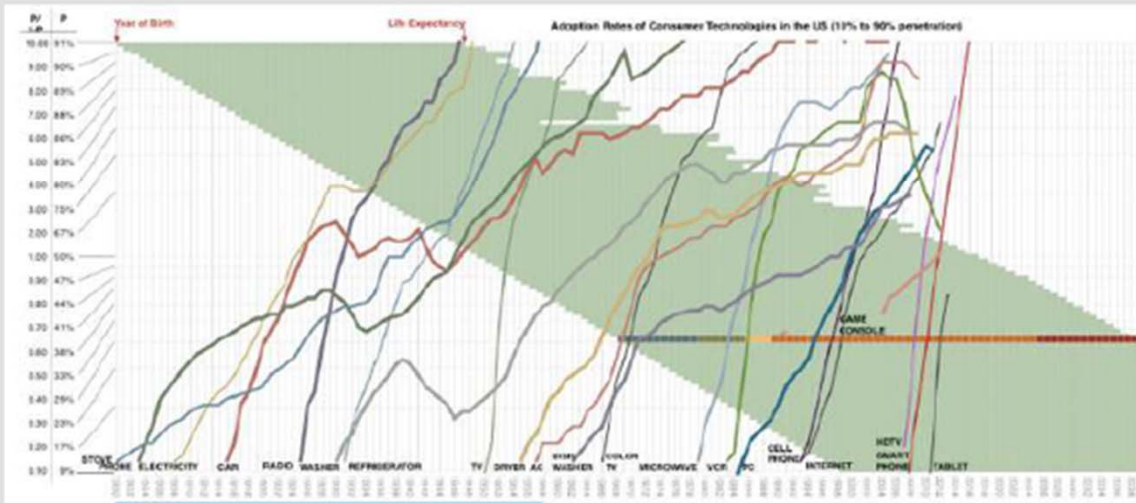
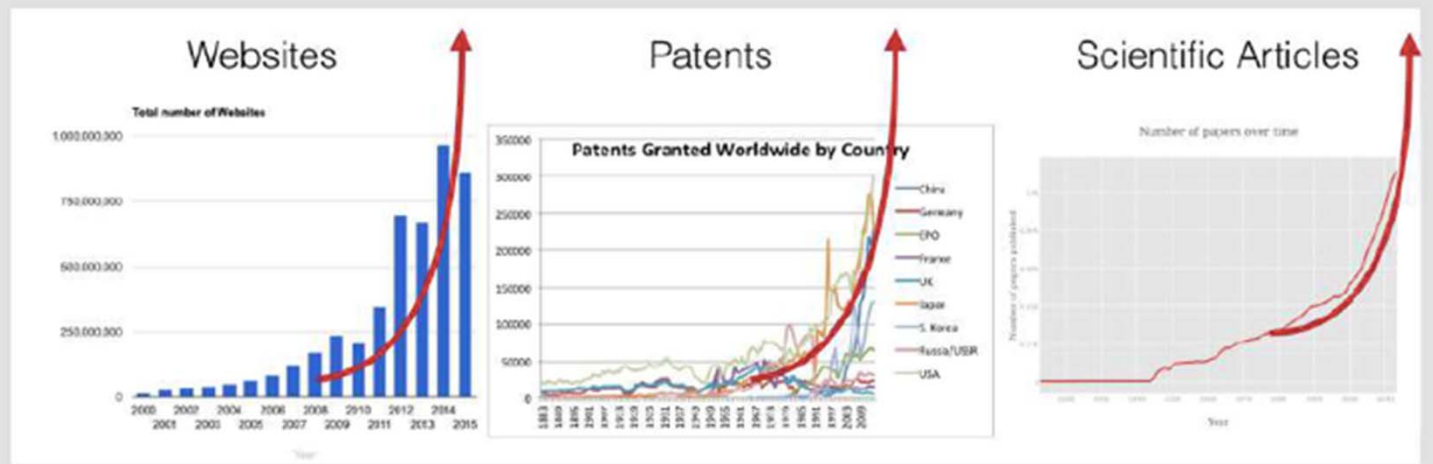
Advocate4Me



600 Billion Transactions / Year

Speed across all aspects of health care

Advancing faster...



and getting adopted faster



Sponsor-Based Software

Working together through our 'Health Plan Performance Reviews'

Data driven. Minimizes Execution Risks. Maximizes Results.



UNDERSTAND
YOUR POPULATION



PERFORMANCE
BENCHMARKS



EVALUATE
CULTURE / GOALS



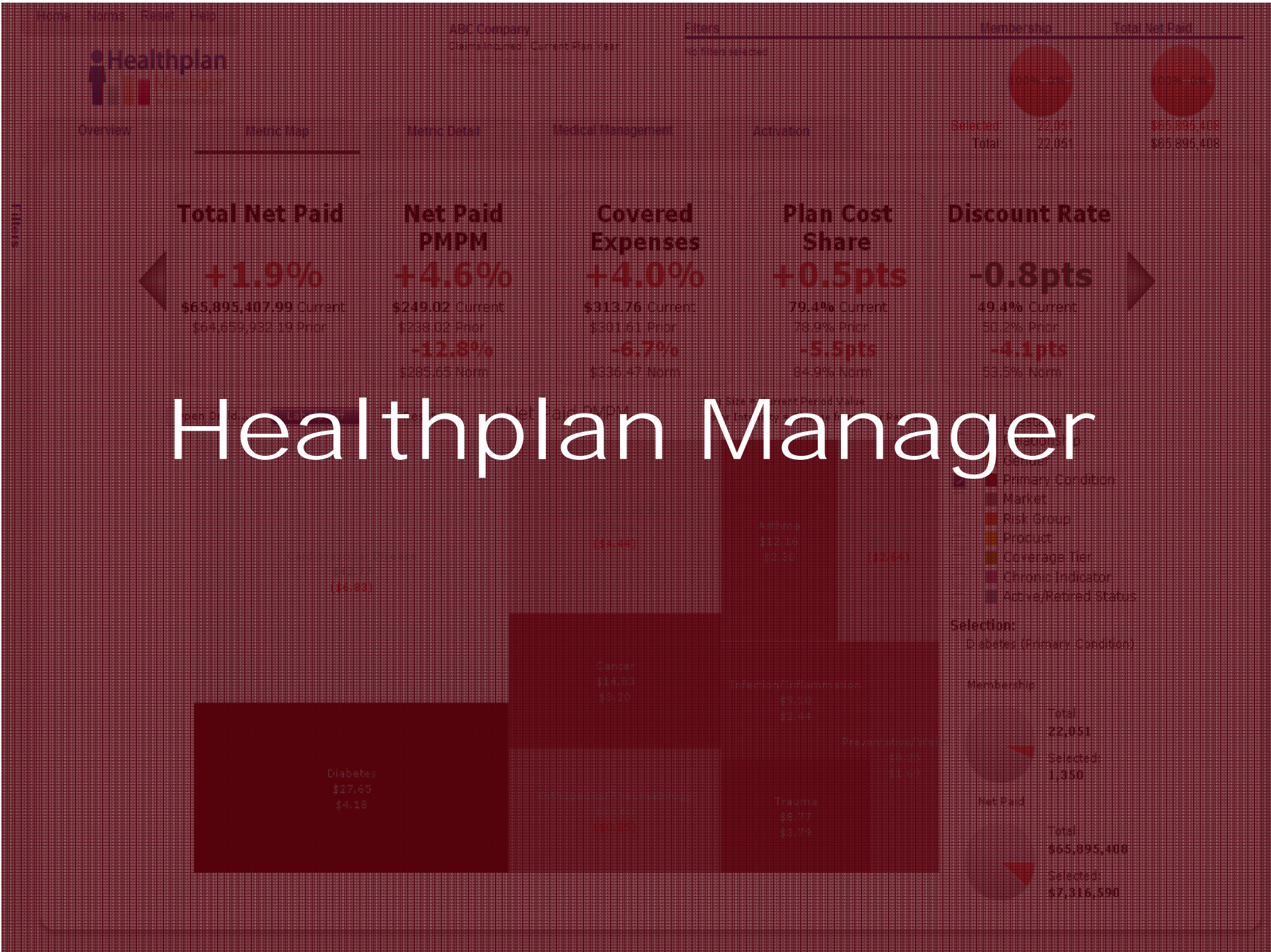
TAKE
ACTION

Powered by:



*The Numbers Tell the Story.*TM

- Single platform for total plan population performance
- Segmentation to identify opportunities for sub-populations
- Modularity and normative data to evaluate performance of current solutions and opportunities for your next modernization moves



Healthplan Manager



Overview

Metric Map

Metric Detail

Medical Management

Activation

Total Net Paid

+1.9%

\$65,895,407.99 Current
\$64,659,932.19 Prior

Net Paid PMPM

+4.6%

\$249.02 Current
\$238.02 Prior
-12.8%
\$285.65 Norm

Covered Expenses

+4.0%

\$313.76 Current
\$301.61 Prior
-6.7%
\$336.47 Norm

Plan Cost Share

+0.5pts

79.4% Current
78.9% Prior
-5.5pts
84.9% Norm

Discount Rate

-0.8pts

49.4% Current
50.2% Prior
-4.1pts
53.5% Norm

Open Drilld...

Labels Off

Reset

Net Paid PMPM

Box Size = Current Period Value
Color Intensity = Change from Prior Period

- Lifestyle
- Relationship
- Gender
- Primary Condition
- Market
- Risk Group
- Product
- Coverage Tier
- Chronic Indicator
- Active/Retired Status

Selection:

Diabetes (Primary Condition)

Membership

Total: 22,051

Selected: 1,350

Net Paid

Total: \$65,895,408

Selected: \$7,316,590





Selected: 22,051
 Total: 22,051



\$65,895,408
 \$65,895,408

Overview

Metric Map

Metric Detail

Medical Management

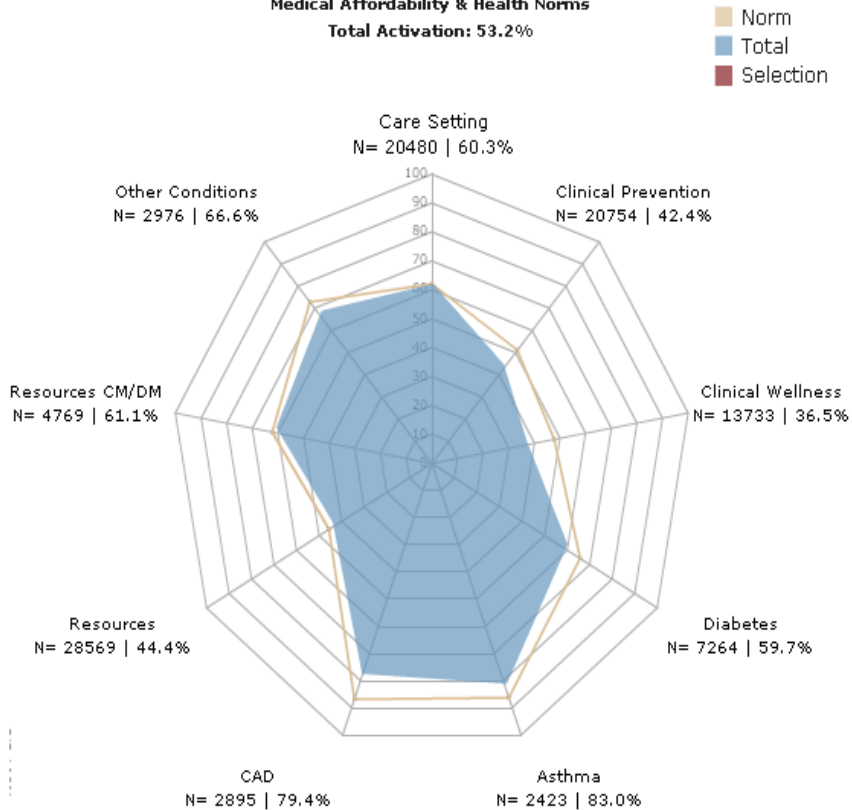
Activation

Filters

SpiderMAHN

Medical Affordability & Health Norms

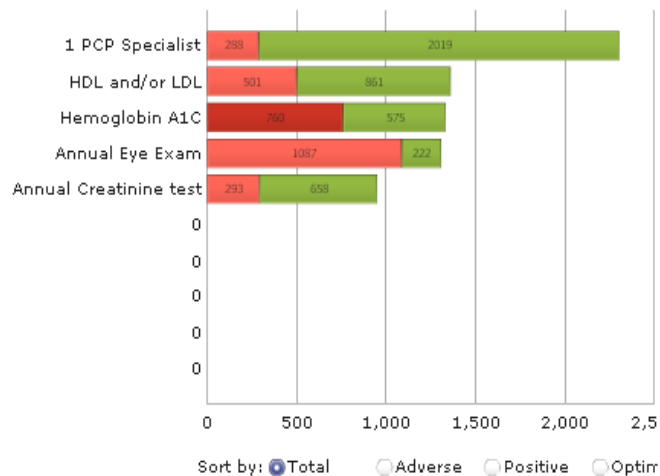
Total Activation: 53.2%



Decision Points

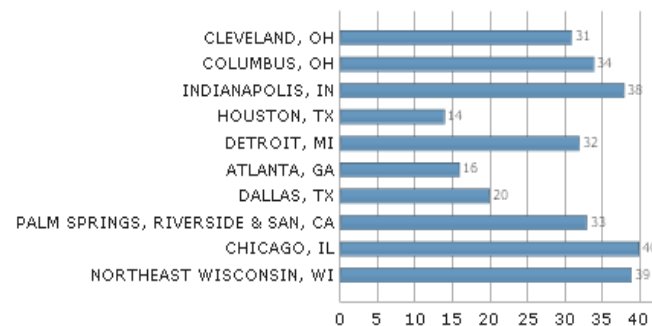
Diabetes Decisions

All Decisions



Hemoglobin A1C - Adverse Decisions

Split by: Member Market



Membership

22,051
 22,051

Total
 Selected

Net Paid

\$65,895,408
 \$65,895,408





Selected: 22,051
Total: 22,051

Selected: \$65,895,408
Total: \$65,895,408

Overview

Metric Map

Metric Detail

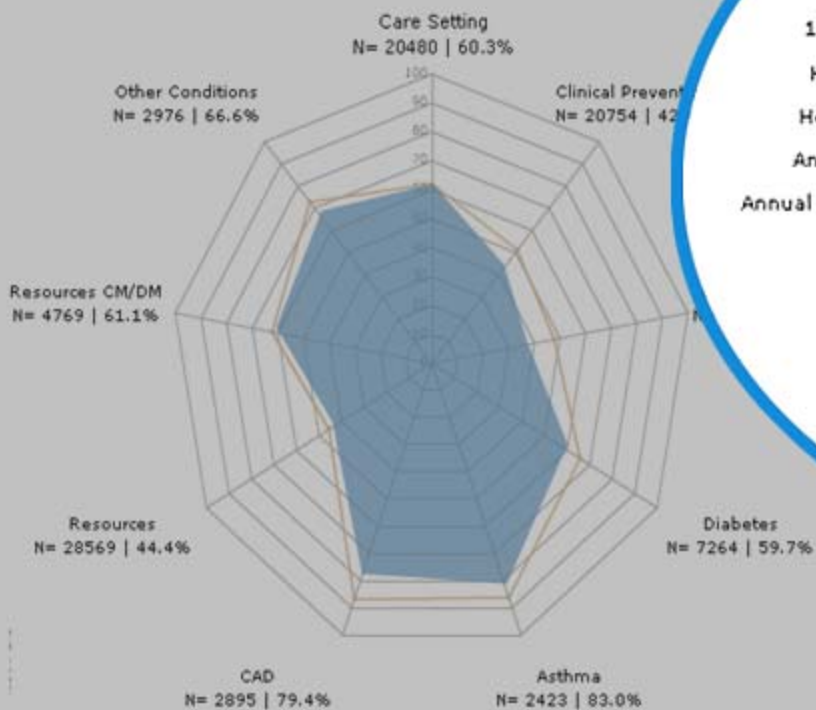
Medical Management

Activation

Filters

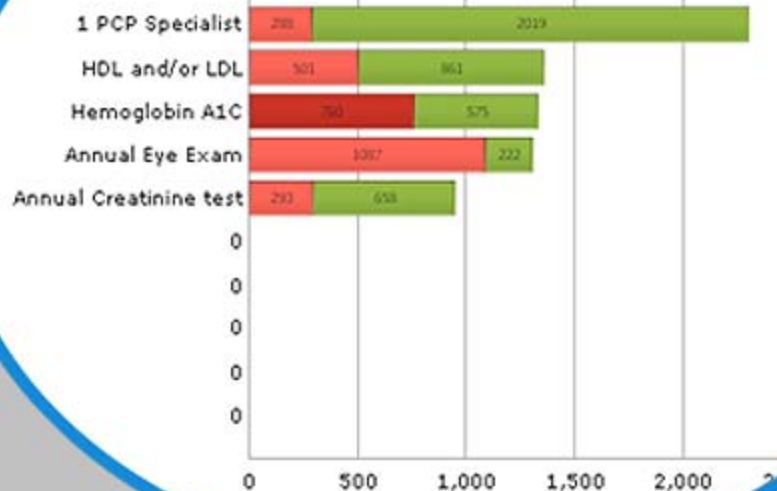
SpiderMAHN

Medical Affordability & Health Norms
Total Activation: 53.2%

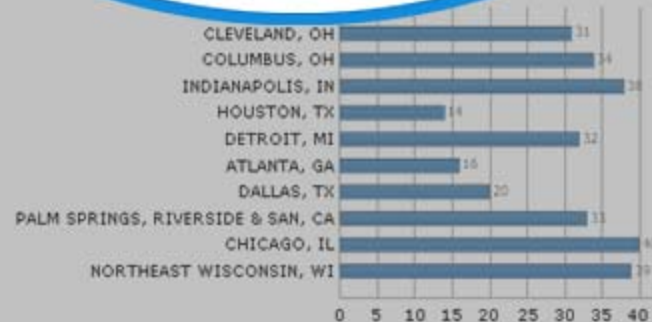


Decision Points

Diabetes Decisions



SpiderMAHN by: Total Adverse Positive



Membership

22,051
22,051

Total
Selected

Net Paid

\$65,895,408
\$65,895,408





Selected: 22,051
Total: 22,051



\$65,895,408
\$65,895,408

Overview

Metric Map

Metric Detail

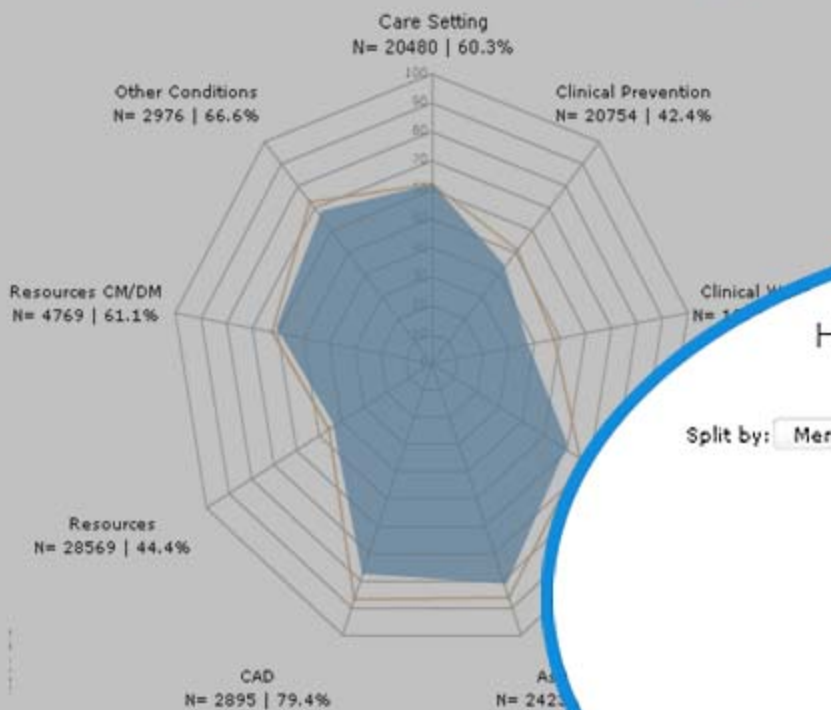
Medical Management

Activation

Filters

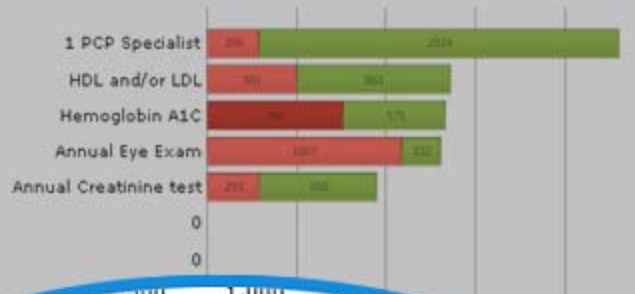
SpiderMAHN

Medical Affordability & Health Norms
Total Activation: 53.2%



Decision Points

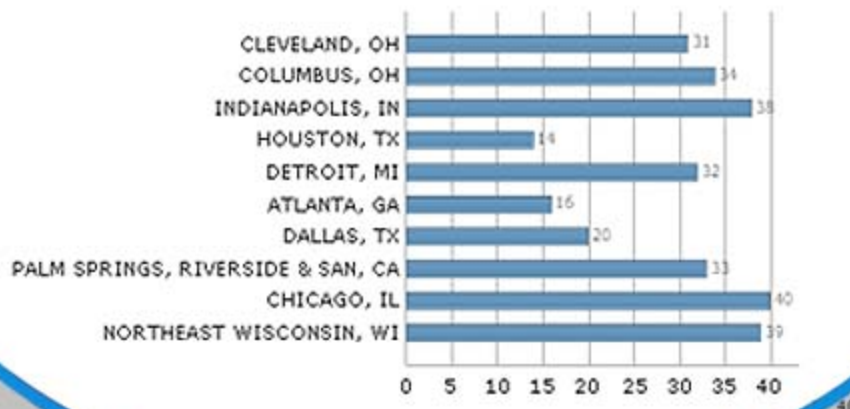
Diabetes Decisions



Sort by: Total Adverse Positive

Hemoglobin A1C - Adverse Decisions

Split by: Member Market

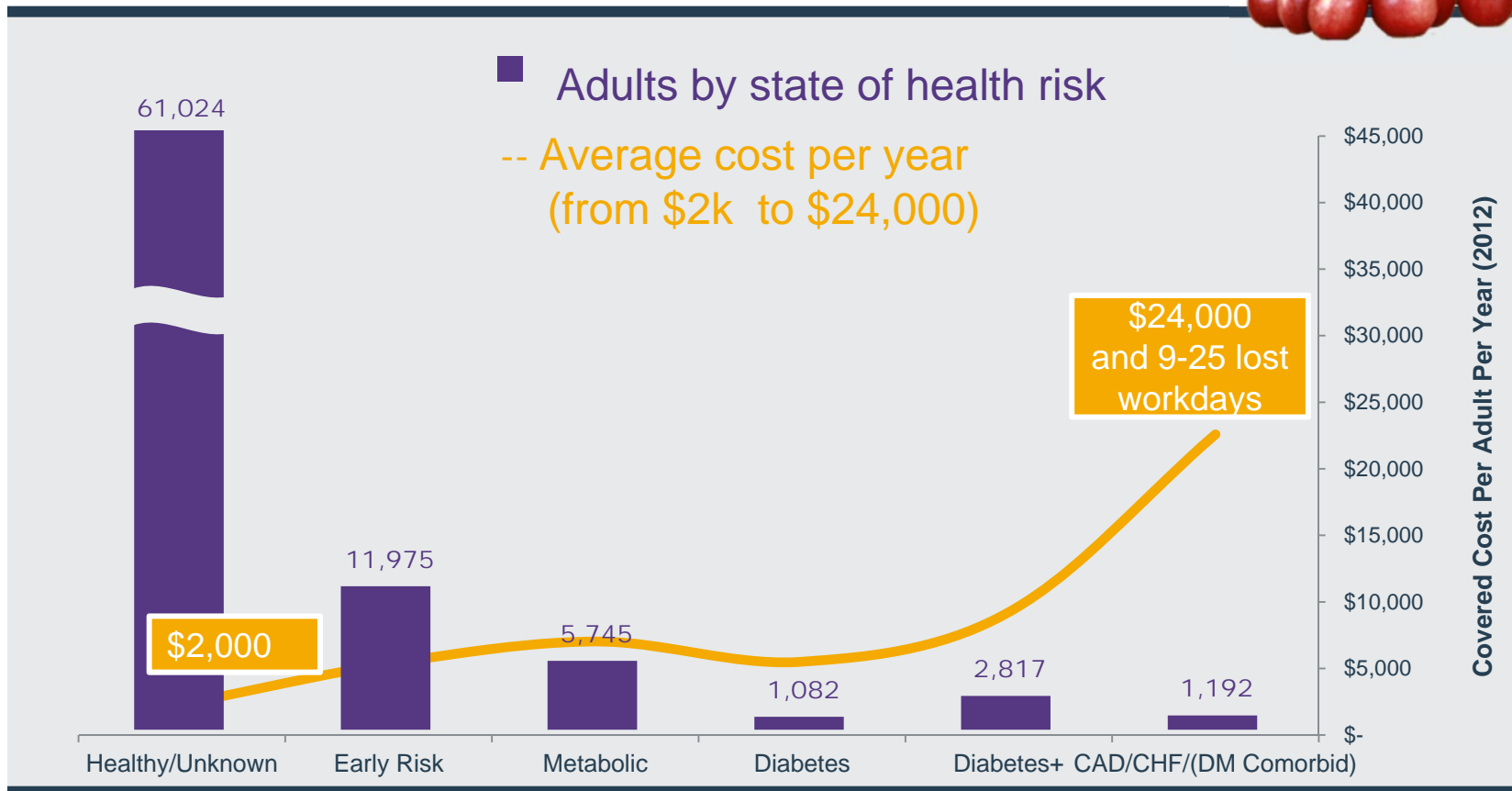


Membership	Total	Net
22,051	\$65,895,408	
22,051	Selected	\$65,895,408

The Challenge of Health – Avoid/Slow Illness Burden from Metabolic Conditions



Sample client of 83,000 adults.

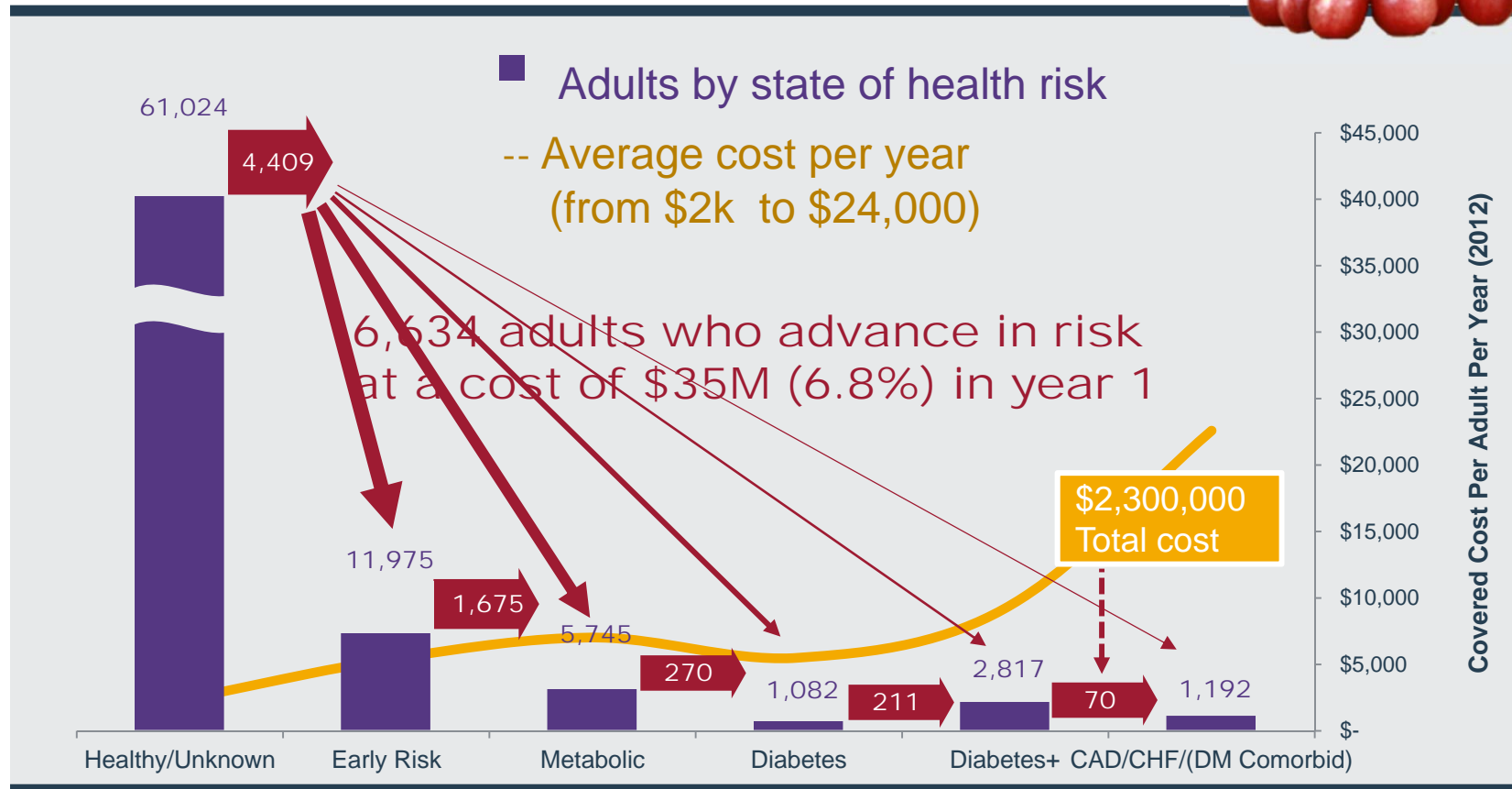


2012 baseline results for 83,000 continuously enrolled adults from 2011. Estimated progressing adults are based on UnitedHealthcare book of business conversion rate studies applied to client population. Costs are shown for both those who were already in the risk level vs those who are progressing in the year.

The Challenge of Health – Avoid/Slow Illness Burden from Metabolic Conditions



Sample client of 83,000 adults.



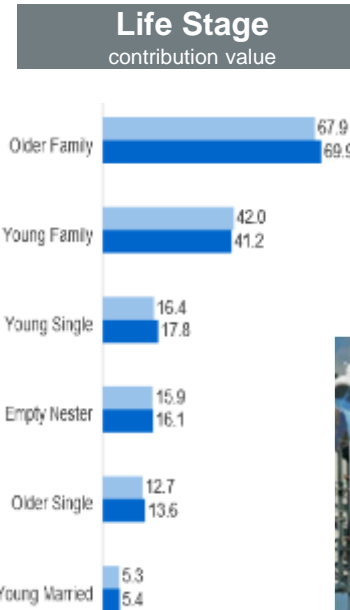
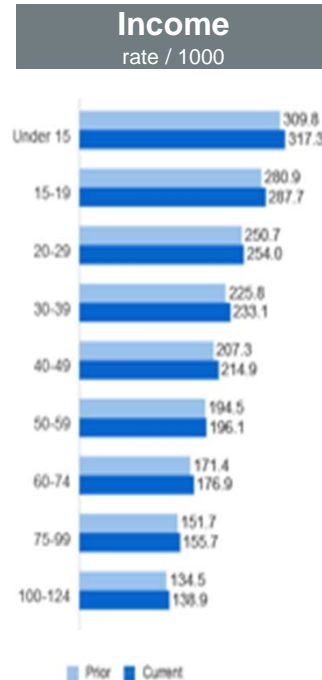
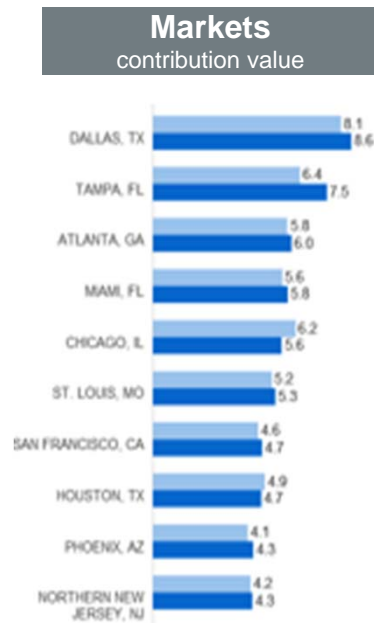
2012 baseline results for 83,000 continuously enrolled adults from 2011. Estimated progressing adults are based on UnitedHealthcare book of business conversion rate studies applied to client population. Costs are shown for both those who were already in the risk level vs those who are progressing in the year.

Emergency Room Illustration

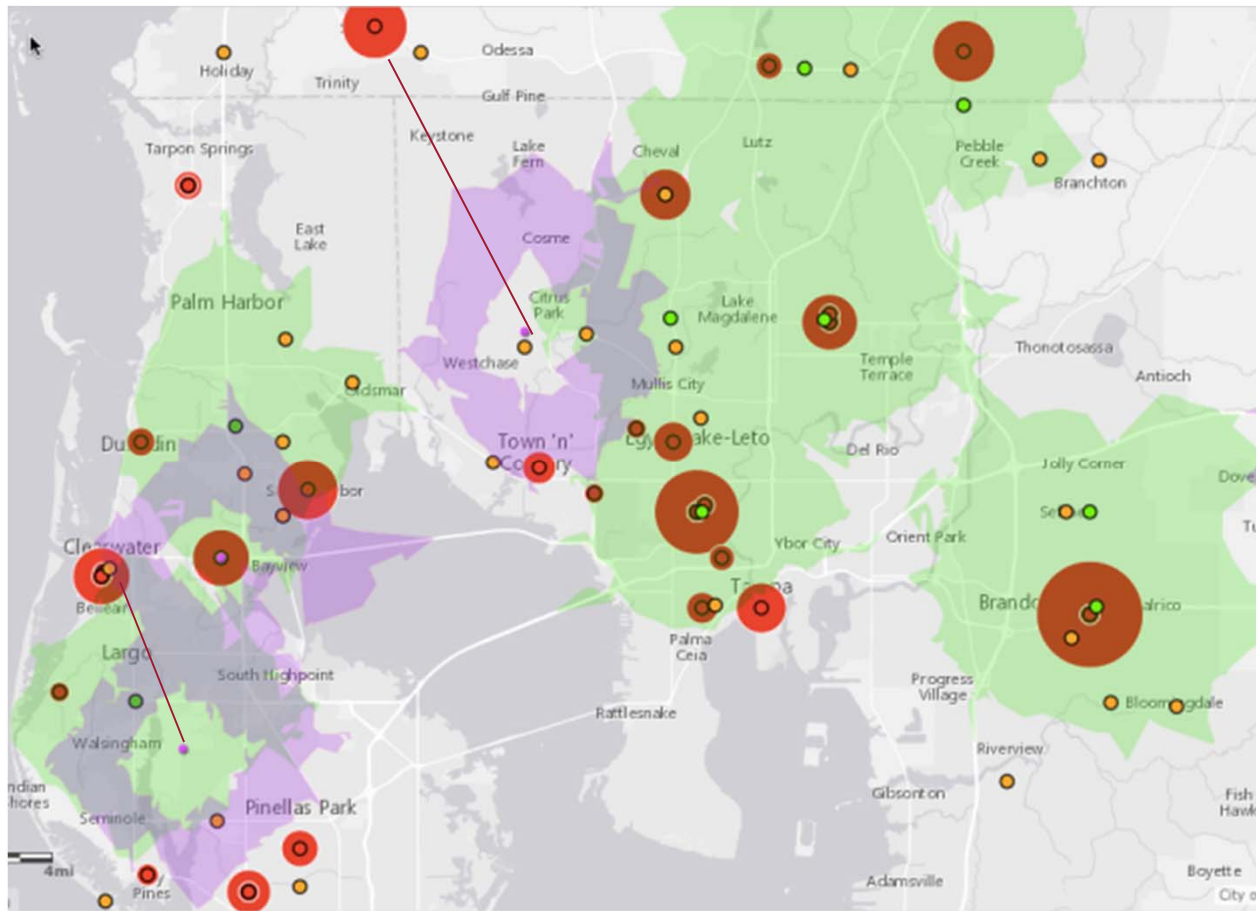
Applying data to solve local market challenges

Measure	Prior	Current	Change	Norm	Variance
ER Visits per 1000	161.3	165.0	2.3%	132.1	24.9%
Paid per ER Visit	\$1,172	\$1,268	8.2%	\$1,543	-17.8%
ER Paid PMPM	\$15.75	\$17.42	10.6%	\$16.99	2.5%
Urgent Care Visits per 1000	109.6	119.1	8.7%	85.9	38.6%
Paid per Urgent Care Visit	\$74	\$75	1.4%	\$93	-19.4%
Urgent Care Paid PMPM	\$.67	\$.75	11.9%	\$.67	11.9%

- Market Hot Spots: FL, TX, CO
- Dynamic Challenges:
 - Free standing centers growth of 60+%
 - Independent centers / Identification
 - Socio-economic dynamics
 - Convenience and value



Dynamic Analysis of ER Use – Tampa Market



Legend	
●	Hospital ER
●	Freestanding ER
●	Urgent Care
●	MedExpress
	Volume of ER events
	Radius span (10 minute drive)
● — ●	Freestanding ERs are connected to an acute Hospital acting as a HUB (same TIN). ALL CLAIMS are rolling up to the hub billing address.

% Inappropriate ER use (top 10 employers) <i>Methodology based on diagnosis.</i>	35.6% Weekday	35.0% Weekend	39% (n=3017) Worst	31% (n=170) Best
	<ul style="list-style-type: none"> % Inappropriate did not vary meaningfully by plan design. Worst provider was 48%; Best was 26%. 			



Optum Labs

OptumLabs: Accelerator. Collaborator. Innovator.

We **accelerate** research, innovation and translation by giving our partners access to the largest U.S. linked patient database, world class thought leaders and the power of **multi-partner collaboration**



Data

Industry-leading linked data asset



Expertise

Best-in-class data analytics know-how



Convening

Relationships with industry leaders across sectors



Thought leadership

Reflect and extend organizational capabilities and contributions



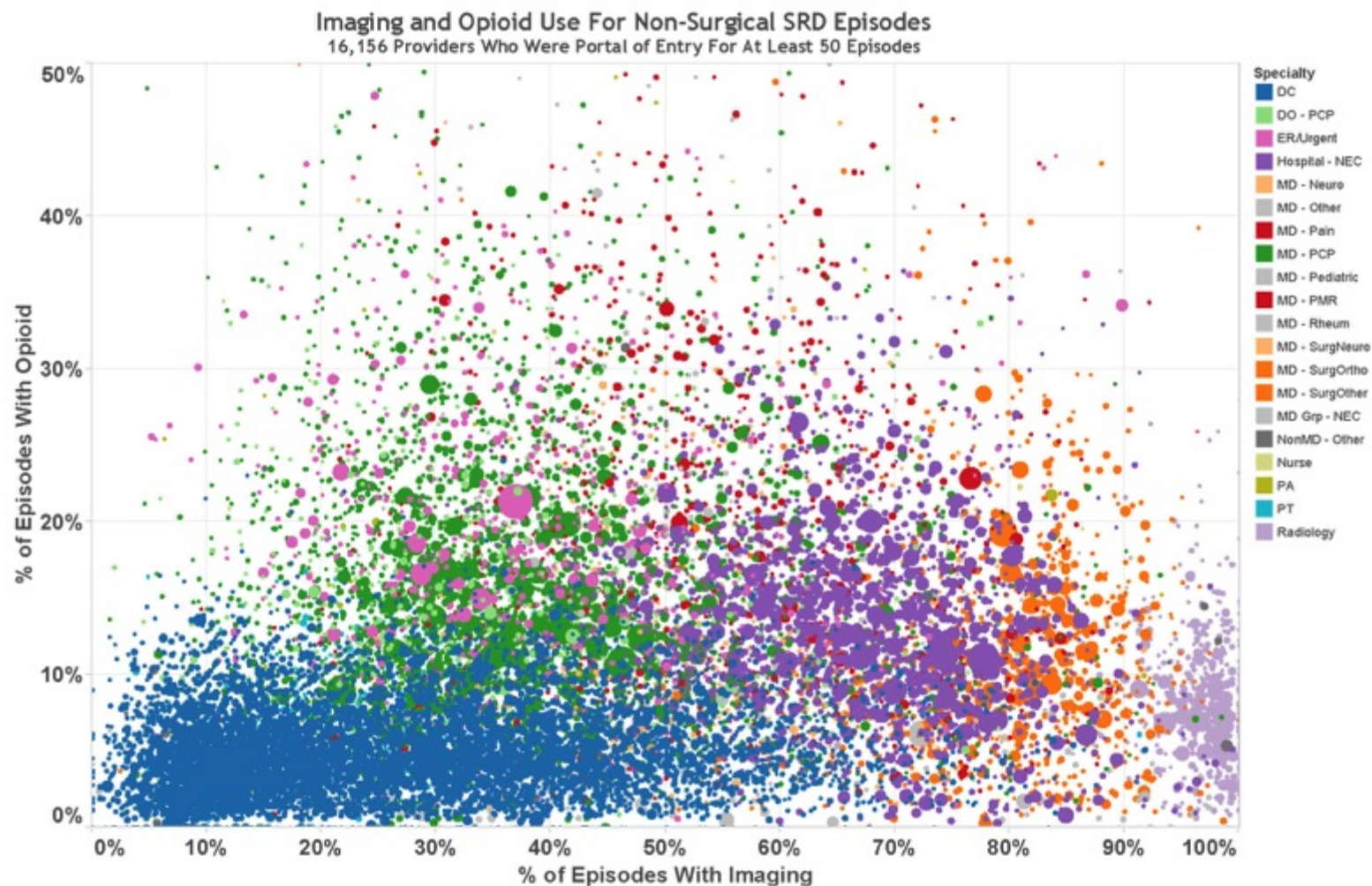
OptumLabs: Research and discovery

Partner investigators from across the health care system leverage robust data to make discoveries and solve complex problems with fresh insights.

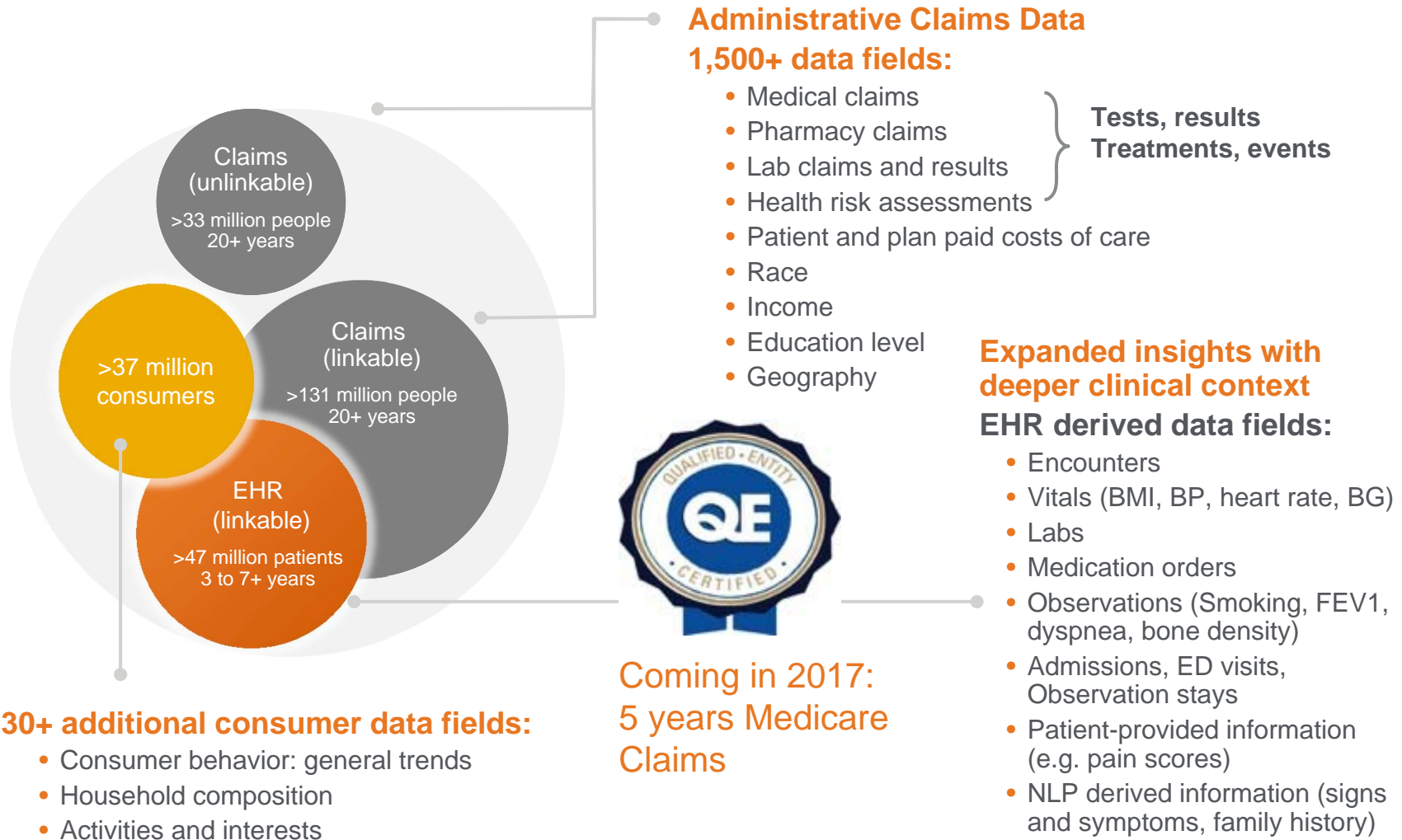


- 37 projects Using linked clinical-claims data set
- 50 Publications in high-impact journals
- 70+ Presentations at national and global conferences
- 125 projects Exploring diverse research categories and health domains
- 53 projects In analysis or reporting phase

The Opportunity – Variation in Treatment of Spine Related Disorders



Our data today: OptumLabs Data Warehouse



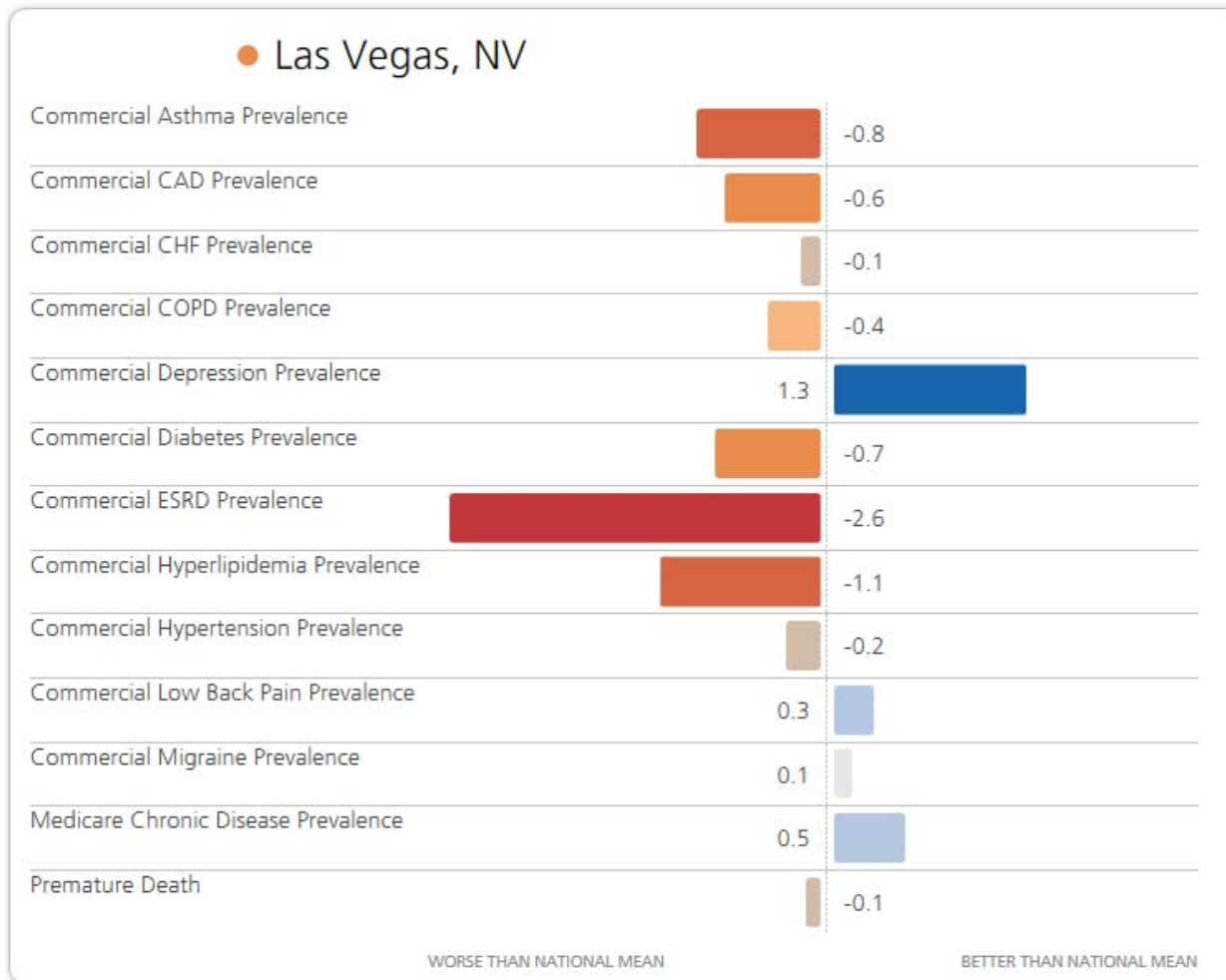
Optum CommunityHealth

Communities where your employees live can influence your outcomes

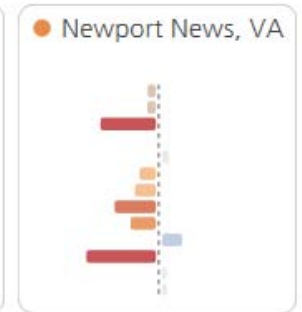
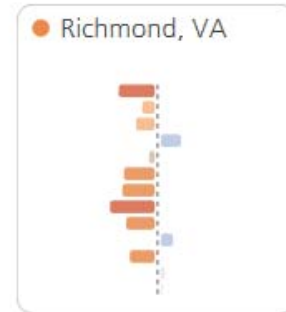


Optum CommunityHealth

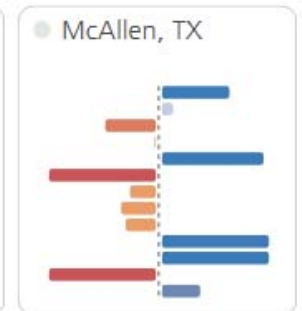
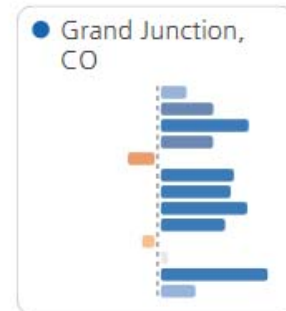
Communities where your employees live can influence your outcomes



Most similar



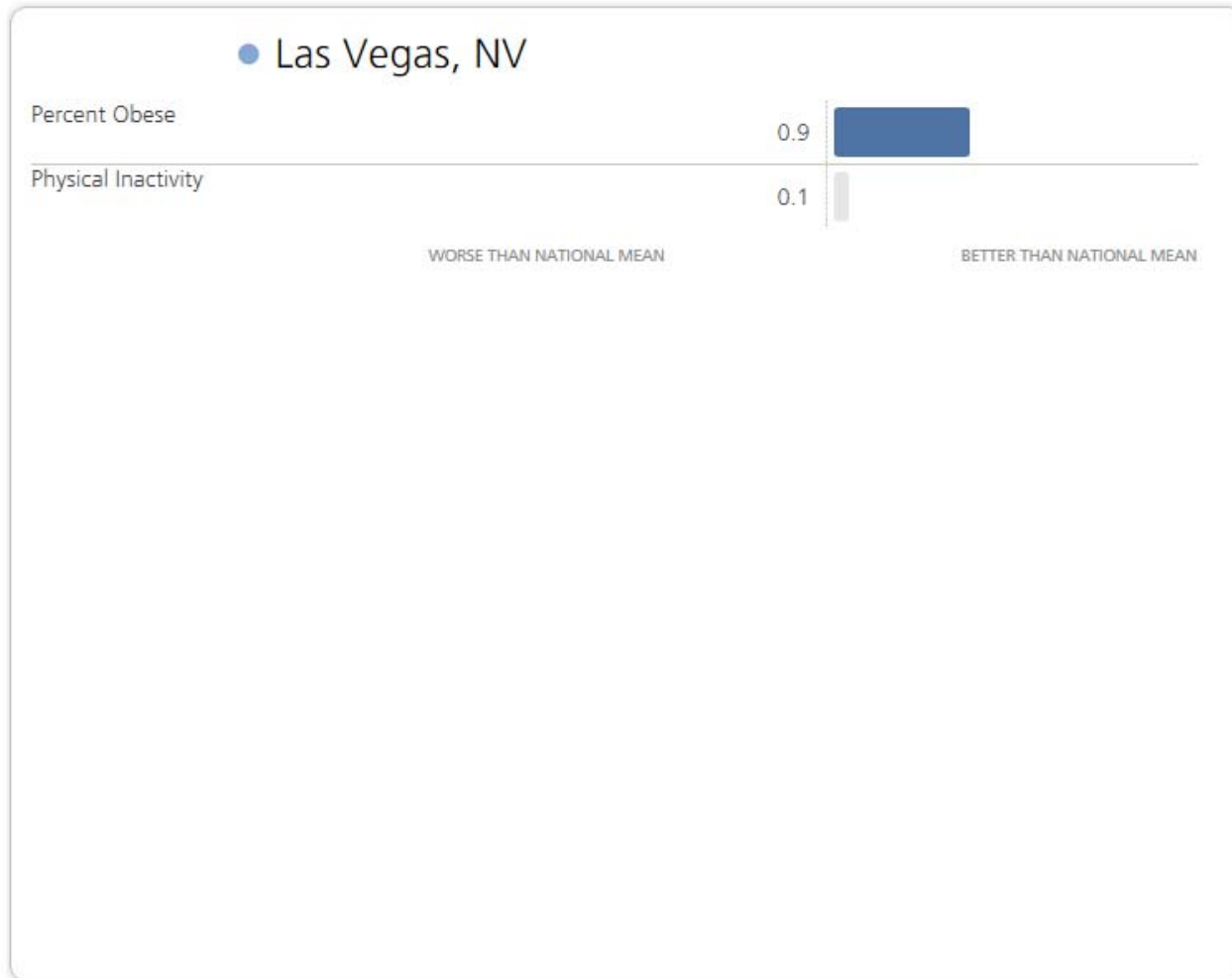
Least similar



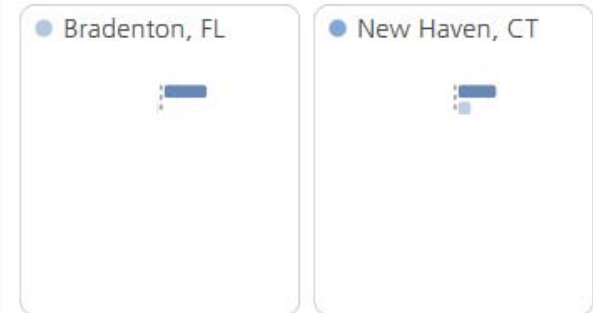
📖 Explore other markets by their similarity relative to this one.

Optum CommunityHealth

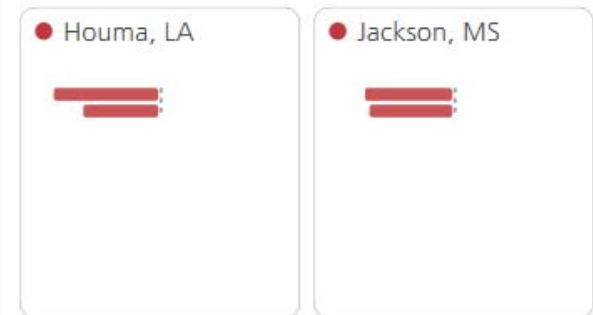
Communities where your employees live can influence your outcomes



Most similar



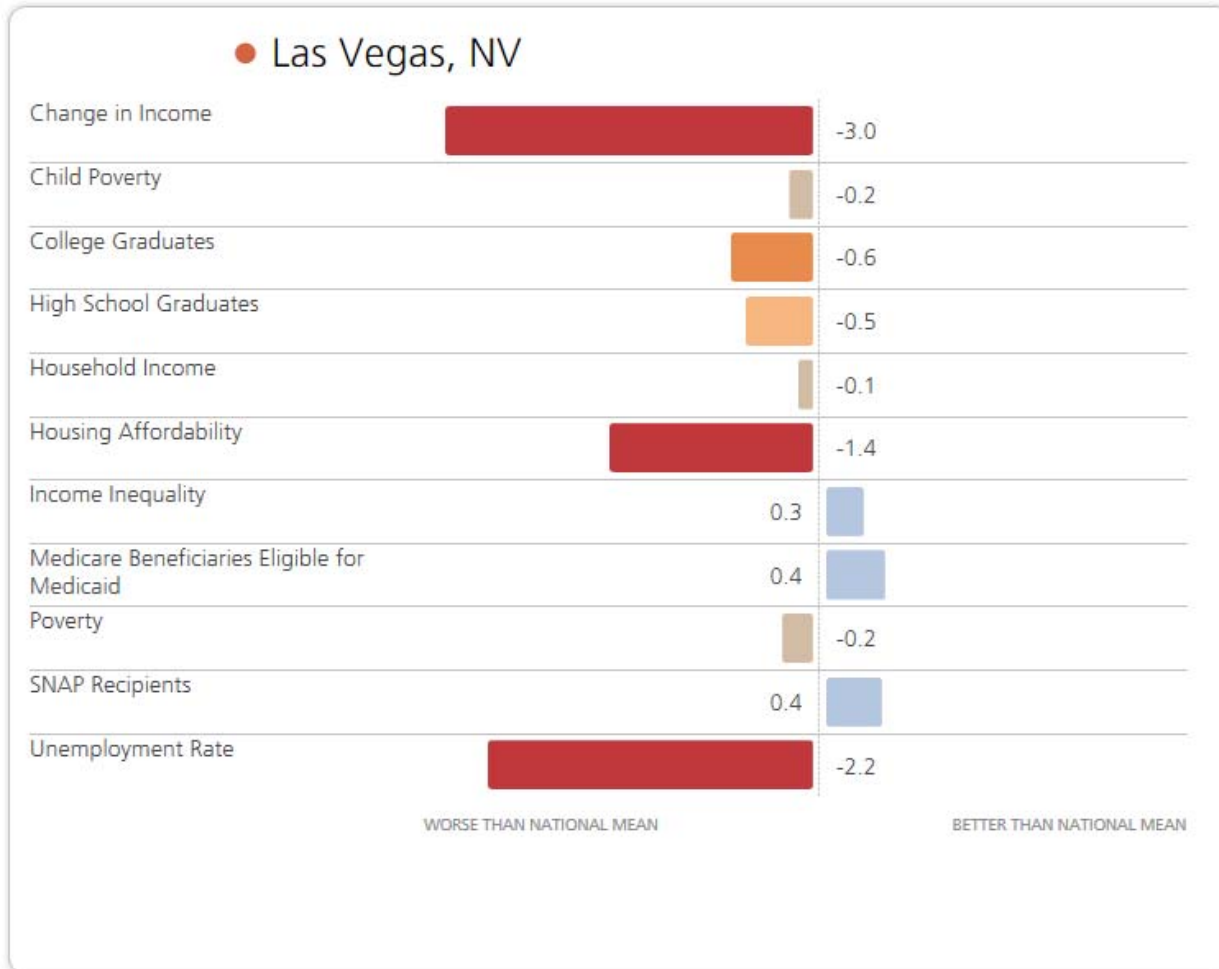
Least similar



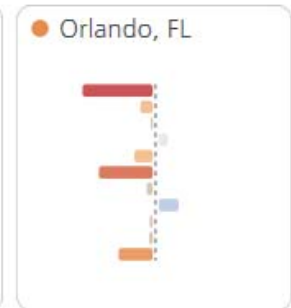
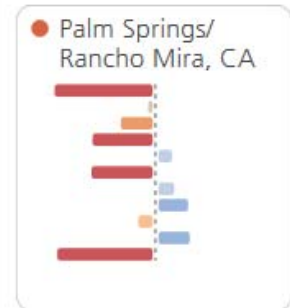
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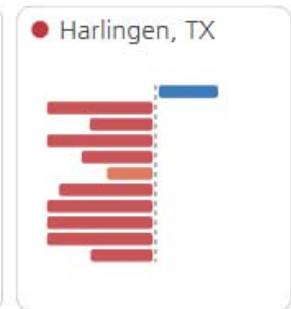
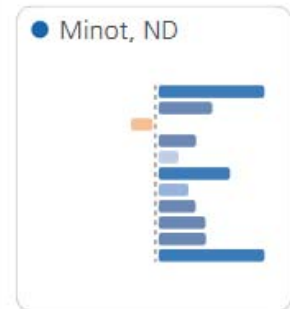
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Most similar



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