



SAS® for Disease Management

Identifying members at risk, ensuring better outcomes

Overview

People with asthma, diabetes, hypertension, heart disease and cancer are more likely to experience a catastrophic event that requires long-term treatment. As a result, those with chronic illnesses account for at least 70 percent of health-care costs and managed healthcare providers, health insurers and other organizations that pay for healthcare feel this impact every day.

Ultimately, employer groups paying for healthcare coverage are pushing managed care organizations and insurers to demonstrate improved medical cost controls. To reduce these costs – and the pain of afflicted patients – it is critical to identify ill patients or those likely to develop a chronic illness and act to stave off the onset of expensive complications.

But how do you begin? Maybe all you have is a mountain of data from different sources. How do you identify at-risk individuals? How do you predict which members are likely to consume significant medical resources? How do you know which interventions make the most medical and financial sense? How can you determine if demand for medical resources will match supply? And how do you know if a disease management program is even working? SAS can help.

Healthcare providers and insurers are looking to disease management organizations or their own disease manage-



Challenges

- **Disparate data sources.** Huge volumes of data from multiple sources often overwhelm systems and processes, making it extremely difficult to glean any meaningful information from it.
- **Inefficient processes.** Report generation is often done manually, which is time-consuming and error-prone.
- **Resource constraints.** Providers and insurers are already dealing with shrunken budgets and cost control pressures, and they cannot afford to add additional resources to search for the answers they are looking for.

ment divisions for answers. They need a comprehensive, integrated approach to providing care – one that gathers all the information they need (including claims information, pharmacy records and lab results), then identifies and classifies at-risk members. Such a system would target intervention and prevention plans to improve quality of care, enhance quality of life and optimize resources, while reducing total costs.

How SAS Can Help

SAS® for Disease Management solutions use award-winning data integration and data mining to help you forecast risk and optimize interventions in order to improve patient outcomes *and* your competitive advantage. Only SAS enables you to:

- **Create a single view of the member or patient**, and act on the derived intelligence.
- **Access and integrate data from any source**, including medical algorithms for enhanced stratification of members, via the only fully scalable, flexible and open disease management solution.
- **Discover relationships among potential health risks** using predictive modeling capabilities that uncover new opportunities for improved care management.

Benefits

Walk the tightrope between cost and care

SAS delivers the information you need to predict risk, evaluate disease management programs via the Web, align early intervention with at-risk stratification, and demonstrate measurable ROI across the enterprise.

Predict diseases before they result in high costs

Historically, disease management programs have been rules-based, but now there is a great need to predict diseases before they wreak financial havoc. The comprehensive analytical capabilities of the SAS Business Analytics Framework enable you to accurately identify high-risk patients and predict which members are likely to incur the highest medical costs. Anticipating demand for member interventions can result in lower program expenses, better resource availability and improved overall customer satisfaction.

Analyze, collaborate and evaluate programs via the Web

Many disease management organizations are mired in slow and inefficient reporting processes that prevent employees and customers from reviewing results, leading to customer dissatisfaction. SAS helps you monitor the progress of management programs with Web-based reporting tools that are very simple to use. Report creation is quick and easy, which saves time for analysis of the data, tracking outcomes and program measurements. Communication is simplified, and performance measurements can be calculated and stored for future research.

Align early intervention with at-risk stratification

A key method of reducing medical claims and demonstrating savings is to align members and patients with the right intervention programs. Sometimes it's a guessing game – but not with industry-leading SAS analytics.

Combining and analyzing patient claims, demographic and intervention data, allows you to develop and target the perfect program. By establishing an end-to-end intelligence-delivery process, SAS addresses the full spectrum of program and outcomes management.

Sustain a measurable ROI through improved outcomes

Organizations that can't show how data affects outcomes are destined to lose customers and market share. SAS can identify members who are likely candidates for catastrophic events, help design the most effective interventions and align appropriate resources. The data reflects successes and failures in clinical quality improvement, patient satisfaction and cost savings. The sooner you can show results to customers and members, the more your program will thrive.

About SAS

SAS is the leader in business analytics software and services, and the largest independent vendor in the business intelligence market. Through innovative solutions delivered within an integrated framework, SAS helps customers at more than 45,000 sites improve performance and deliver value by making better decisions faster. Since 1976 SAS has been giving customers around the world THE POWER TO KNOW®.

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