

> Solution Brief

Business Impact

By 2023, health expenditures financed by federal, state, and local governments are projected to account for 48 percent of national health spending and to reach a total of \$2.5 trillion.

- National Health Expenditure Projections 2013-2023, Centers for Medicare and Medicaid Services



Challenges

- **Complexity.** Many Medicaid management technologies, such as MMIS, struggle to quickly and effectively analyze large diverse patient populations, track health trends, and provide insights in meaningful ways, for example, by accountable providers, programs or health conditions.
- **New service delivery models.** As the Affordable Care Act shifts health care to pay-for-performance, Medicaid must provide oversight and measure the performance of those providing care to their recipients in managed care.
- **Program performance/costs.** As a high-cost program, populations and services must be analyzed holistically to contain costs and improve quality of care.
- **Resource limitations.** State agencies have difficulty recruiting and keeping skilled programming staff to generate timely reports consumable for legislative and budgetary decision making.

Manage your Medicaid program and population for the best financial and health outcomes

The Issue

Health care's cost burden is a policy priority at both the national and state level, and Medicaid costs are one of states' largest budget items. States are pursuing Medicaid cost containment and quality improvement through a variety of initiatives - expansions, value-based payment models, changes in service delivery, and more - to bend the cost curve and improve care.

Currently legislators, managers and other key decision makers are challenged with gaining access to information on the fly to make fast, critical decisions. Technologies traditionally developed to manage Medicaid, such as MMIS, are frequently struggling to meet the requirements to support this new era of Medicaid management, as basic reporting capabilities are not effective in creating interactive, easily accessible reporting and analysis.

Our Approach

SAS can help your state support better population health, adopt new delivery models and use existing data to drive higher Medicaid program performance. We provide software and services to help you:

- **Use data to make measurable improvements in the health of your population.** Our analytics-ready solutions come with built-in health care metrics and reports, as well as the ability to easily create custom reports and do real-time analysis of both financial and medical outcomes. Legislators and other policymakers can

easily drill down from population-level analyses for more details. Business users can quickly analyze individual diseases and procedures all the way to the patient and provider level, find cohorts of similar patients, and identify correlations across factors. Gain useful insights with just claims data or expand to other data sources, including clinical, eligibility, social service, etc.

- **Implement and manage new pay-for-performance service delivery models.** Prebuilt reports and templates provide support for managed care oversight of Medicaid recipients, including treatment by MCOs, ACOs and PCMHs. Identify and assess the needs of specific populations for contracting using data-based decision making to set performance baselines and establish the right criteria for successful compliance.
- **Improve Medicaid programmatic performance and costs.** Built-in population health measures and dashboards let you quickly monitor and predict cost and utilization. Monitor populations to better understand how MCOs, populations and initiatives are performing and trending throughout the year. Understand how Medicaid costs are dispersed across the state and quickly answer virtually any question on the program and its costs through visual reporting.

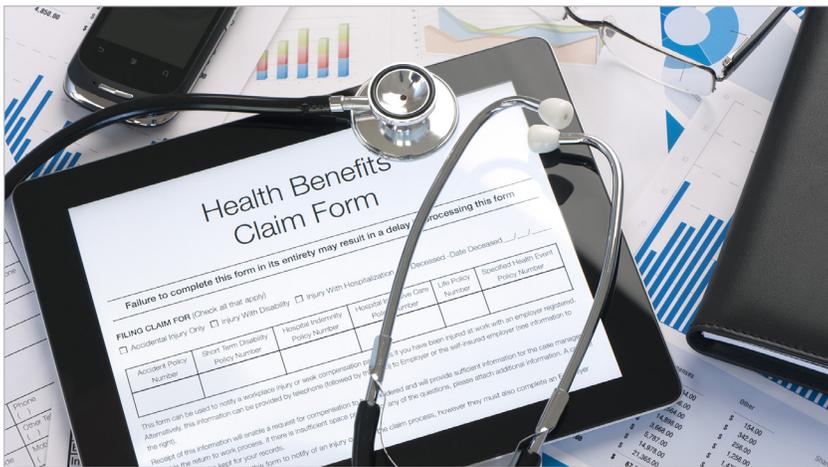
The SAS® Difference

Manage the complexities of state Medicaid programs in this era of reform with a solution that has the power and flexibility to handle them. With SAS, you can streamline the process to merge and convert data into useful information:

- **Manage vast amounts of data (not just a sample) and transform it into a repository for reporting and advanced analytics.**
SAS offers a system specifically engineered to address diverse data and use cases, allowing you to create an innovative foundation that supports decision makers' needs on data of any size with extremely fast performance.
- **Visually explore data easily and quickly.** Empower decision makers with interactive reporting, dashboards and reporting tools to make the right decisions for improving quality of care and

lowering costs. Our visual interface allows legislators to access and interact with specific reports and business users to go beyond pre-established analysis with ad hoc reporting capabilities. Having easy interactive access to the data no longer requires technical or programming skills, so more users can have important information at their fingertips without having to be experts in analytics.

- **Integrate with additional analytical modules.** SAS offers integrated modules to help you create more value and insights with your Medicaid claims data. Understand the significant relationships between Medicaid claims data and other data, such as clinical, social service, criminal justice data and more. Understand episodic care payment models, detect and deter fraud/waste/abuse, better support the well-being of children, and provide positive health outcomes for members.



What if you could ...

- Have legislators and other decision makers access interactive critical reports on their computers or tablets?
- Look across your Medicaid claims data to quickly identify trends and patterns and prevent costs from escalating?
- Fully understand a managed care population during negotiations, throughout the year and at contract renewals?
- Establish the best service delivery models for your Medicaid population that fulfill the unique needs of your state?

**You can. SAS gives you
THE POWER TO KNOW®.**

SAS Facts

- Gartner has positioned SAS in the Leaders quadrant in its **Magic Quadrant for Data Quality Tools**.
- Gartner has positioned SAS in the Leaders quadrant in its **Magic Quadrant for Advanced Analytics Platforms**.
- SAS is used by all 50 US state governments and the District of Columbia to solve their most complex problems with reliability and accuracy.

Learn more about SAS software and services for state government at: sas.com/MedicaidPopHealth

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