Proactively predict risk and health outcomes with powerful analytics.

Dell Analytics Solutions

As capitated arrangements and outcomes-based reimbursement models become the norm, the power of unified, aggregated data and analytics for health plans is more critical than ever. Your ability to capture and compare risks and outcomes across member populations is key to setting competitive premiums and evaluating the quality and effectiveness of providers.

Dell Analytics Solutions can help you move beyond traditional descriptive analytics and unwieldy data warehouse strategies. We provide advanced business intelligence, analytics and strategic information management systems that can help you derive meaningful insights from your data to attract customers, as well as manage costs and risks.

We can guide you in these key areas:

- **Data integration, reporting and analytic insights** — Develop a foundational data warehouse to establish information governance, with a flexible framework for compliance reporting and integration with newer channels like insurance exchanges.
- **Core health plan analytics** — Implement analytics built on foundational data to deliver business insights focused on care and claims analytics, as well as financial, utilization and provider reporting.
- **Consumer-centric analytics** — Enhance consumer understanding by integrating behavior, demographic and medical data to drive consumer-centric business processes.

From understanding consumer market characteristics to predicting and managing medical risks for member populations, Dell Analytics Solutions enable you to succeed in a competitive, risk-based healthcare reimbursement environment.
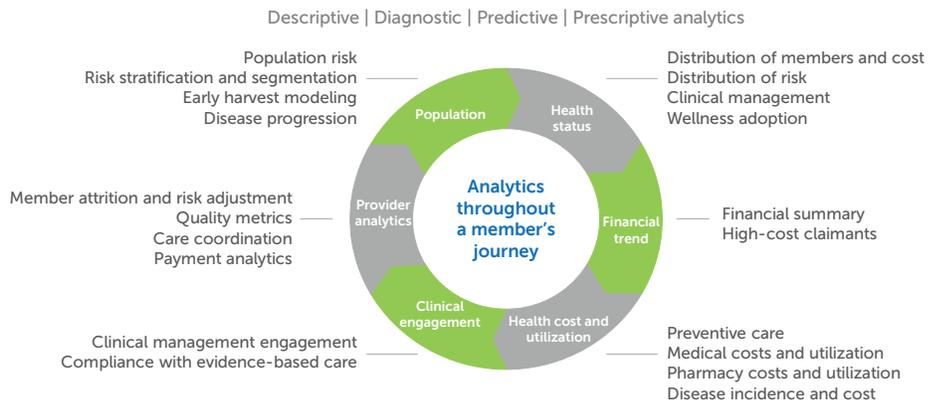
Key benefits:

- Integrate and manage large data sets to derive insights for better decision making
- Gain a 360-degree view of your members
- Personalize the consumer journey, from acquisition to retention and renewal
- Identify health risks and gaps in member care
- Predict reimbursement experience of value-based payments
- Measure member engagement efforts against population initiatives
- Improve financial and contract performance
- Evaluate quality and effectiveness of provider care
- Support accountable care organizations and provider-owned plans

Why Dell Services:

- Six of the largest health plans in the U.S. (by market share) are Dell Services customers

- 20 years providing enterprise-level business intelligence and analytics solutions

- More than 100 insurance organizations served, with support for 65 million policyholders

- More than 14,000 healthcare associates and more than 6,000 healthcare health plan associates globally

- More than 96 million claims processed annually, with 99 percent of claims processed within the service-level agreement

- More than 1.3 million enrollments per annum, with 98 percent of changes processed within 48 hours

- Positioned as Leader in Everest Group's PEAK Matrix 2015 Healthcare Payer BPO Report

- Proven experience running the Dell Private Exchange in Massachusetts — the country's first exchange

- Robust accountable care organization strategy providing a marketplace where providers and payers can communicate securely regarding claims

For more information about any of our service offerings, please visit Dell.com/healthplans or contact your Dell representative.

Proactively identify risk and member outcomes with integrated data from multiple sources to gain insights critical to your financial and health plan success.

Descriptive | Diagnostic | Predictive | Prescriptive analytics

Population risk
Risk stratification and segmentation
Early harvest modeling
Disease progression

Distribution of members and cost
Distribution of risk
Clinical management
Wellness adoption

Member attrition and risk adjustment
Quality metrics
Care coordination
Payment analytics

Financial summary
High-cost claimants

Analytics throughout a member's journey

Population | Health status | Financial trend | Health cost and utilization | Clinical engagement | Provider analytics

Clinical management engagement
Compliance with evidence-based care

Preventive care
Medical costs and utilization
Pharmacy costs and utilization
Disease incidence and cost

Offering	Solution highlights
Analytics platform, software and solutions	Implement a wide variety of analytics through our modular enterprise-wide analytics platform, such as: - Claims analytics - Financial analytics - Clinical analytics - Provider profiling and network performance analytics - Quality improvement and regulatory compliance - Predictive analytics - Population health
Data integration services	Standardize and integrate data from a wide array of sources for more accurate results. We can help with: - Data/information governance - Data integration - Data abstraction - Data cleansing - Master data management - Semantic interoperability - Standardized terminology mapping - Data security - Big data platform
Predictive analytics	Analyze data in member records to identify and mitigate risks. We can help with: - Readmission management - Early detection systems - Risk stratification modeling - Health risk assessment - Bundled payments performance - Value-based purchasing performance - Predictive analytics for Medicare's Hierarchical Condition Categories - Financial/contract performance
Consulting services	Our team includes more than 500 dedicated business analysts, data modelers, technologists and statisticians across the globe, along with business and technology professionals who intimately understand healthcare data. The team has in-depth experience with clinical implementations, technology solutions, healthcare operations and transformational change management.

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