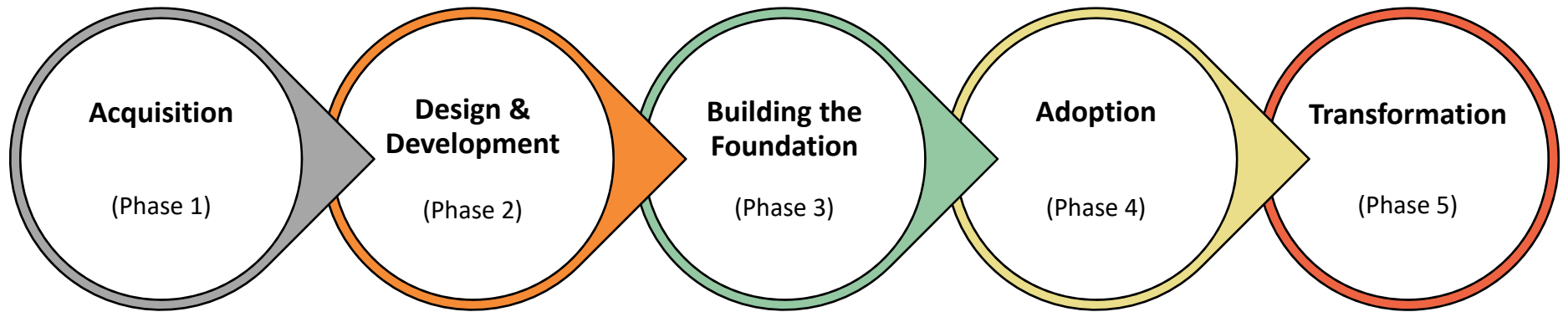
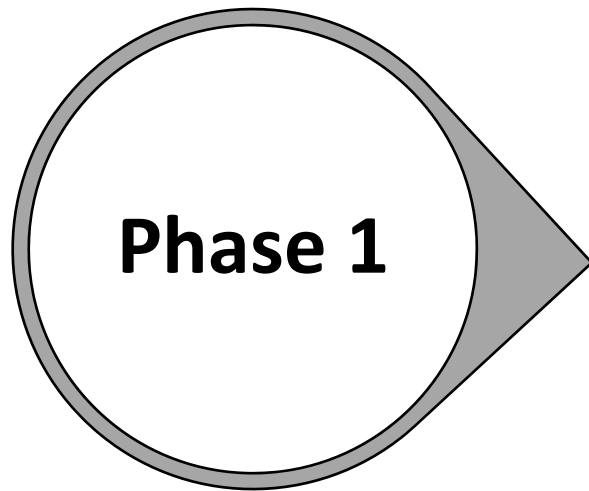




CNYCC Population Health Management Journey

*Where We've Been & Where We're Going:
A Story by the Numbers*





Phase 1

**Acquisition:
System Selection**



5 Vendors

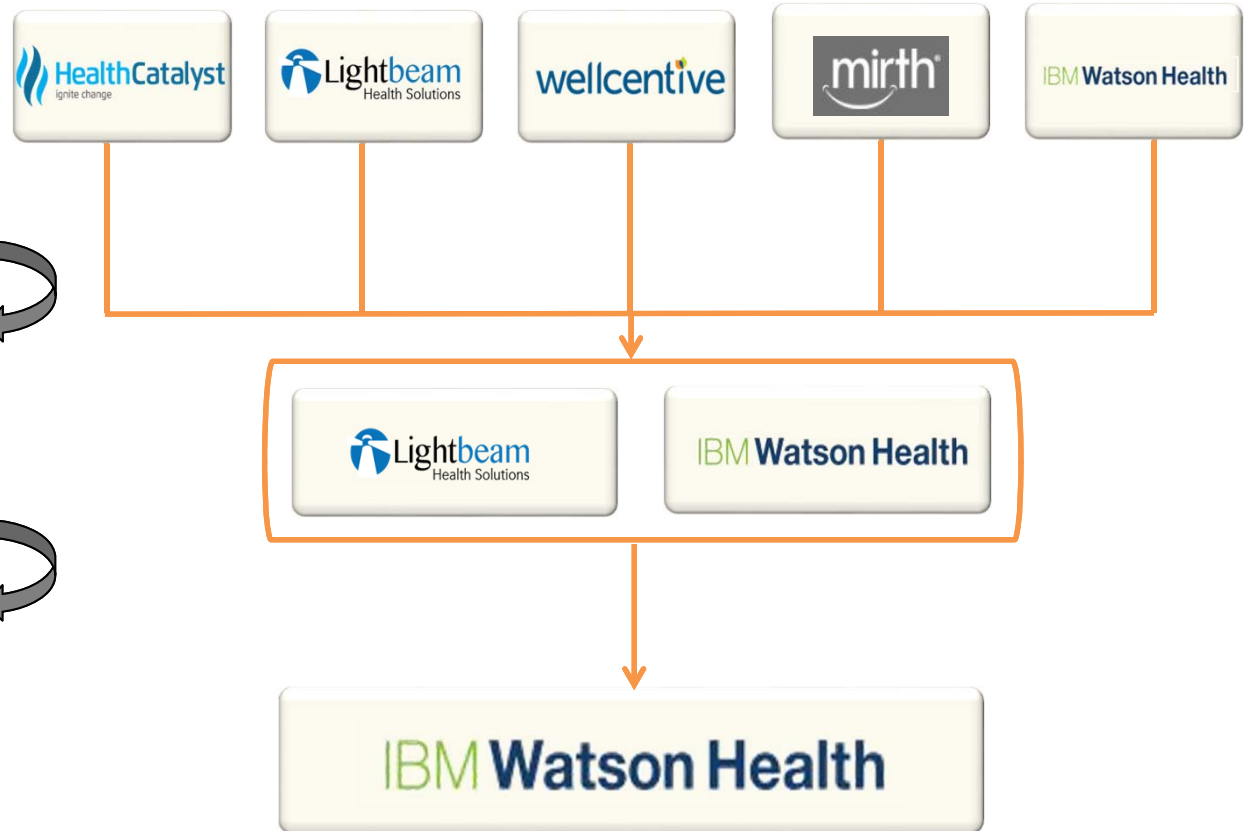
- 5 evaluation categories
- 100+ functional requirements
- 22 partner organizations represented in Selection and IT Committees

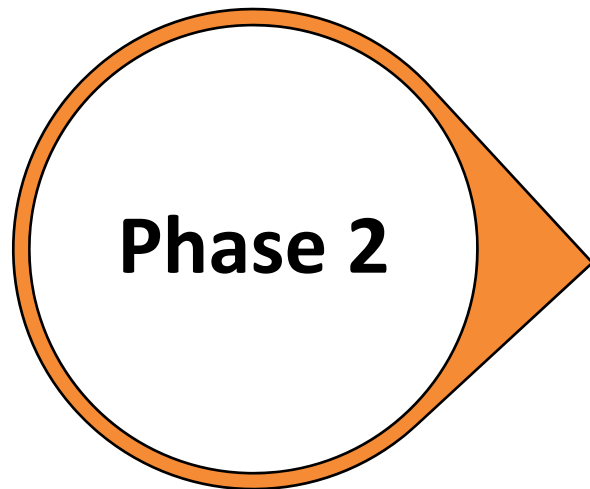
2 Finalist

- 35+ partner representatives at onsite “demo” day
- 2 Extensive due diligence efforts

1 Vendor of Choice

- > \$13,000,000 committed by CNYCC for the resources, vendor costs and third party support required to implement a regional PHM system

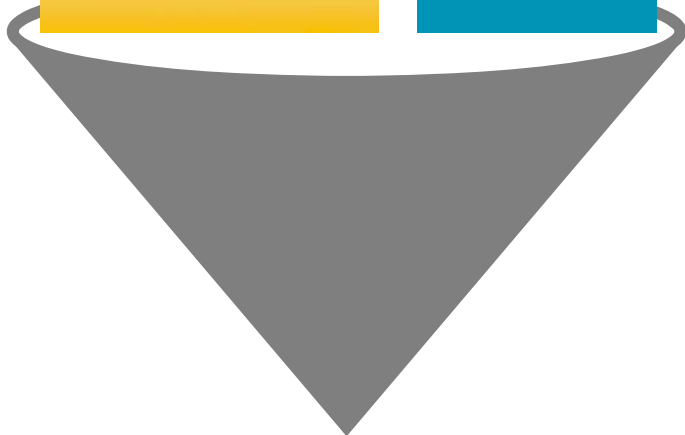




Phase 2

Design & Development: Forging New Paths





IBM Watson Health

IBM has invested well over

\$1B (\$1,000,000,000)

acquiring assets and investing to integrate and extend the assets that comprise our Population Health Managed platform

IBM has invested

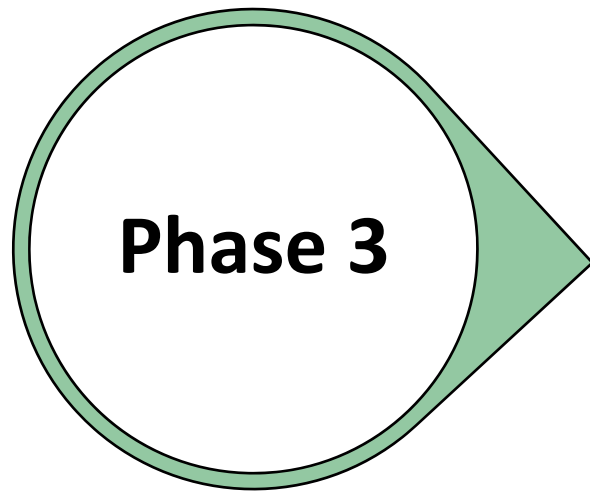
Millions of \$s

Integrating data and customizing solutions for CNYCC



CNYCC is the *first* IBM client to implement their PHM platform as a community asset





Phase 3

Building the Foundation: Data, Content & Security



Building the Foundation: Data

Integrations by the Numbers

- **36** Partner Organizations Currently Integrating
 - 43 unique data sources
 - **~\$5.8M in incentives paid**
- **24** Newly Incentivized Integration Partners
 - **~\$2.4M in incentives available**
- **73** Partner organizations to be enabled through Medicaid claims data

Data by the Numbers

- **4+ Million** Patient Demographic records
- **100+ Million** Patient Encounters & Related Clinical Details
- **~5,000 hrs.** spent on data Q/A and validation by CNYCC, IBM and partner resources, to-date

Building the Foundation: Content

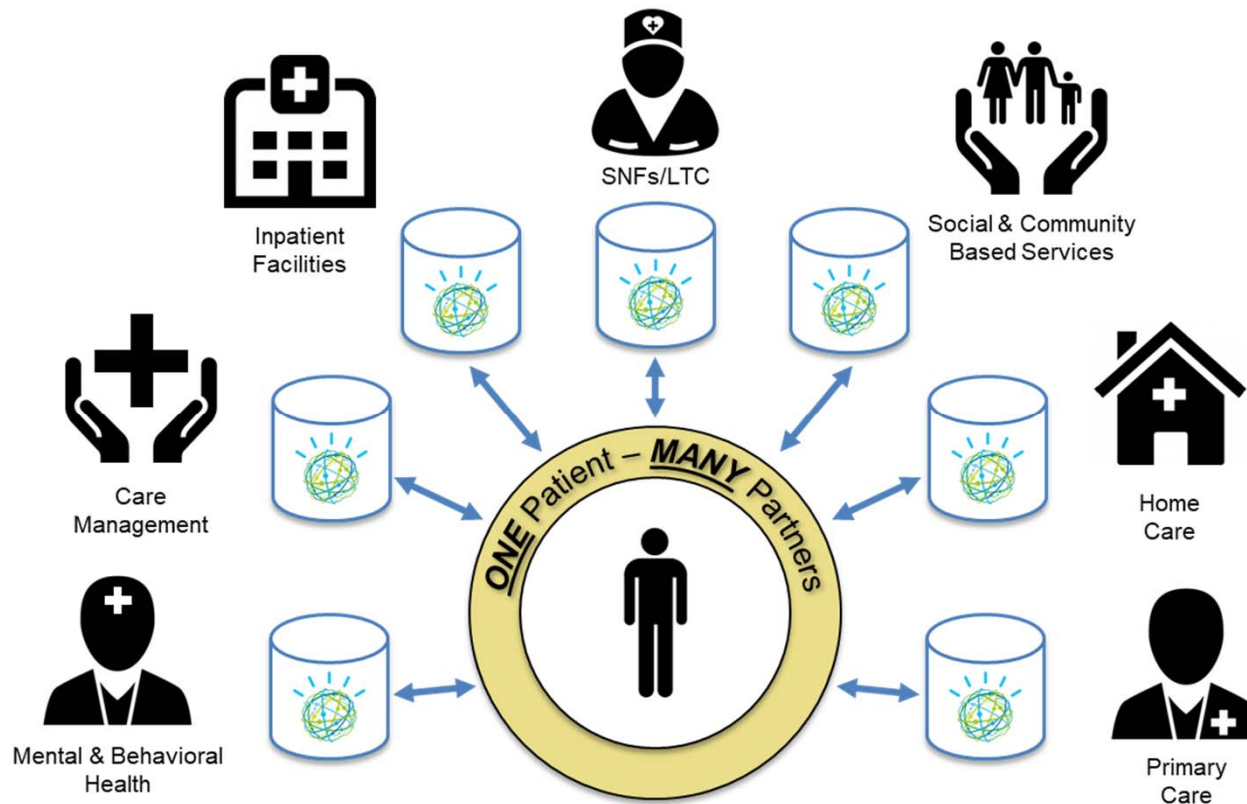
Content by the Numbers

- 27 DSRIP Measures (Finalizing)
- 24 VBP Measures (In-Progress)
 - 600+ Measures Available
 - 4 Patient Registries Containing 119 Data Elements
- 28 Pre-Built Patient Outreach Protocols
- 4 Standard Care Management Programs



Building the Foundation: Compliance

Consent Driven Access to Information *and* Insights



Building the Foundation: CNYCC Security

2 Years

Elapsed time
CNYCC spent
gaining
“production”
approval

50%

Percentage of PPS
that have achieved
“production”
approval State-
Wide

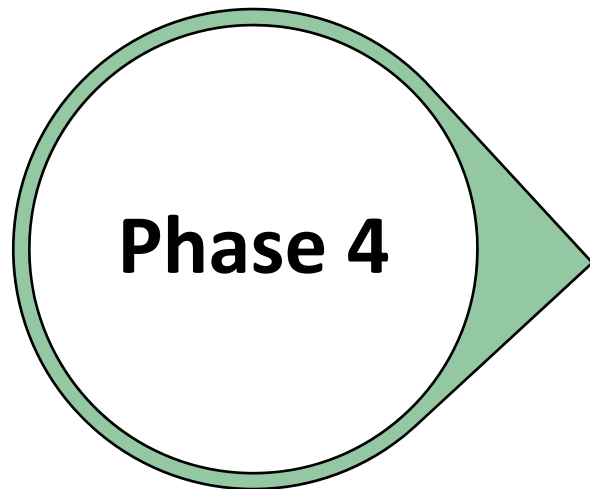
218

Number of
security controls
and artifacts
evaluated in
CNYCC’s successful,
external audit

98

Number of
partners whose
PHM security
readiness has been
evaluated by
CNYCC





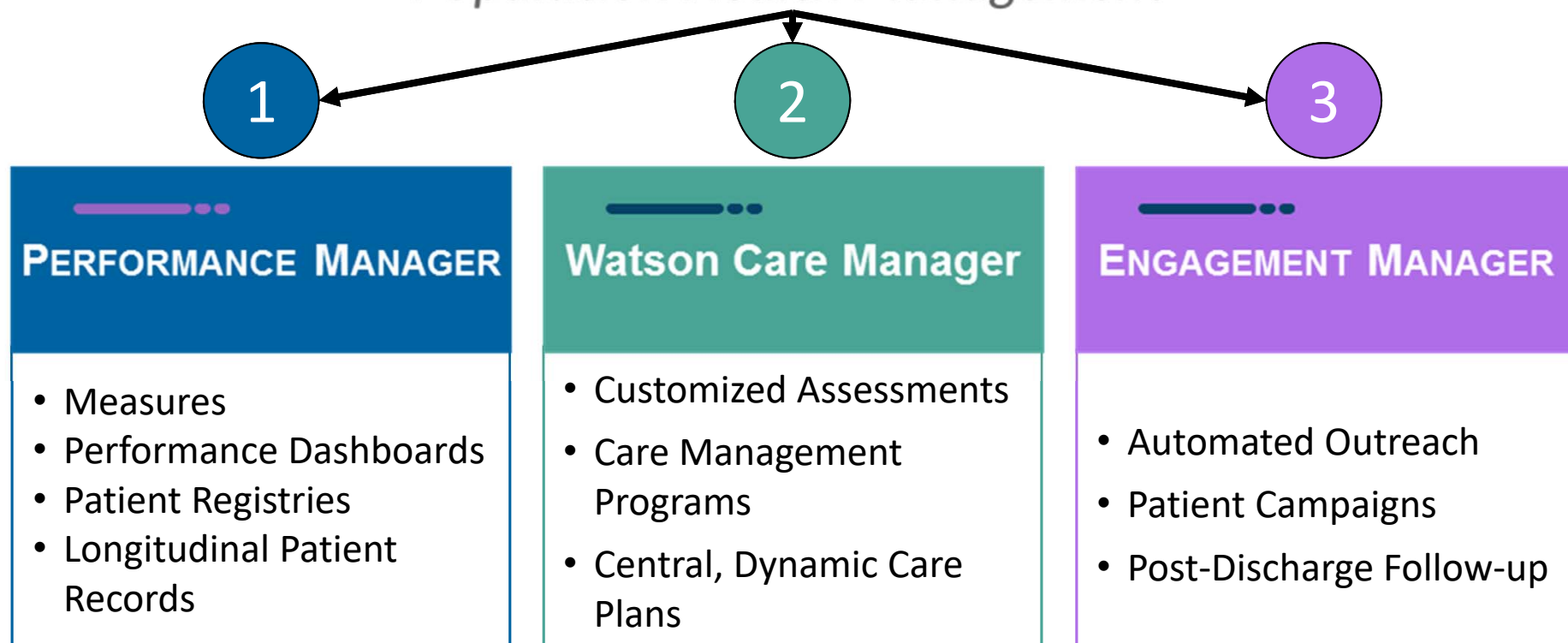
Phase 4

Adoption:
Enabling Actionable Insights

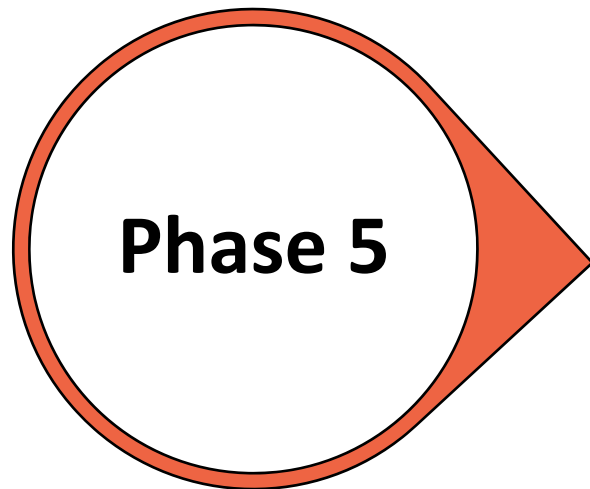




CNYCARES
Population Health Management



93 Partners Offered Adoption Incentives in Phase 3 Funds Flow worth **\$8.5 M**



Phase 5

Transformation: From Theory to Practice





AUBURN COMMUNITY
HOSPITAL

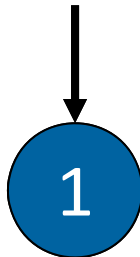
Quick Facts

- PPS Member Organization
- PHM Pilot Site
- Started Data Integration Pre-Incentives

PHM Goals

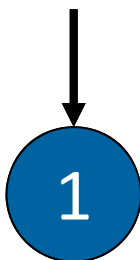
- ID & Close Care Gaps
- Support Strategic Initiatives (i.e. PCMH & VBP Readiness)
- Improve Data Governance





Performance Management Use Cases

- Create comprehensive patient records from inpatient enterprise systems (Paragon/ Medent), billing & claims data
- Analytics engine to ID gaps in care
- Align all payer quality management and FFS opportunities



Data Governance Use Cases

- Evaluate gaps in care vs gaps in documentation
- Drive collaboration between provider offices, IT & leadership regarding EMR workflows



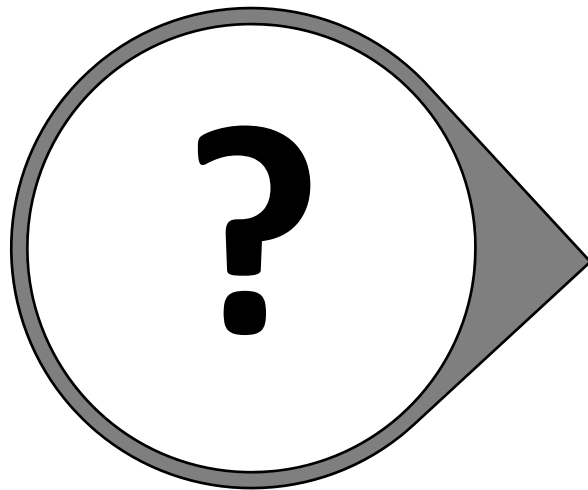
Patient Outreach Use Cases

- Automate identification & engagement of patients regarding recommended tests, procedures & follow-ups
- Leverage evidence-based protocols that reflect the most up-to-date standards of care
- Strengthen preventative care & chronic disease management



2

ENGAGEMENT MANAGER



What Happens After DSRIP?





CNYCARES

Population Health Management

1156 Days

Amount of time remaining in CNYCC's licensing contract with IBM (1/4/2022)

\$0.66

CNYCC *initial estimate* for per member per month (PMPM) licensing cost of PHM after 1/4/2022

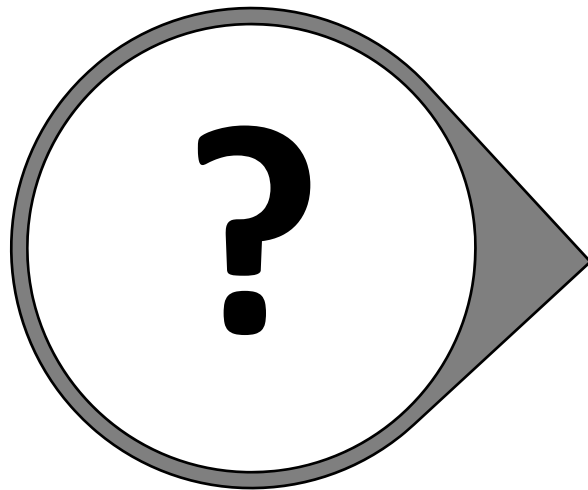
\$1.28

Industry average for per member per month (PMPM) licensing cost of "equivalent" PHM tools

56%

Percentage of responding partners that have indicated an interest in leveraging PHM investment post-DSRIP, to-date





**What Other Questions
Do You Have?**

