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Ensuring Success in CHC-Centered, Value-Based Care Contracts through AI Analytics

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About Foresight Health Solutions

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- Healthcare analytics company dedicated to leveraging Artificial Intelligence (AI) and Machine Learning (ML) to optimize cost, quality and disparity impact and outcomes for organizations serving the most vulnerable in the community.

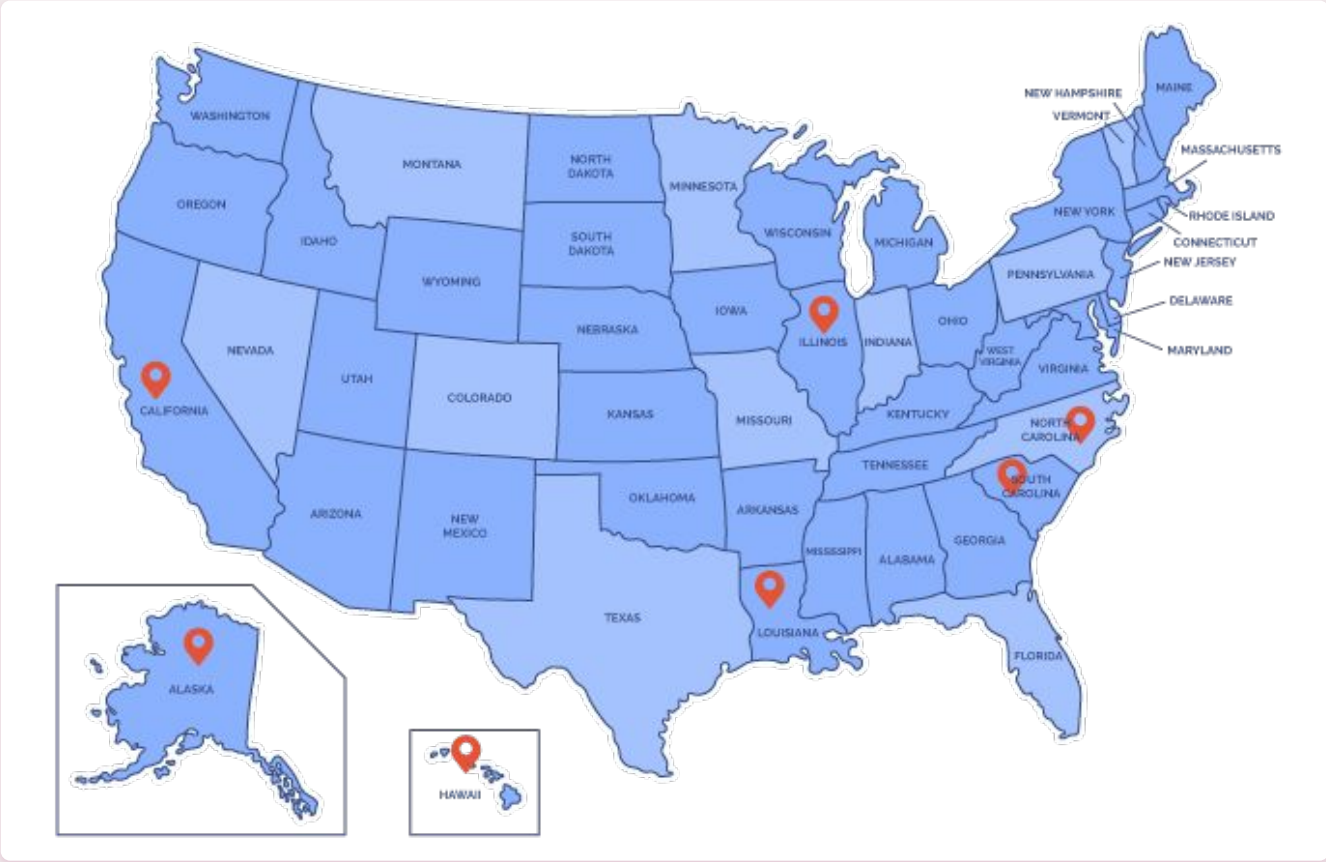
- Founded in 2020 in response to the health disparities exposed by the COVID Pandemic and the push toward Value-Based Care.

- 25 years of experience in risk management, managed care, AI-enabled analytics and technology solutions - across health plans, provider organizations and State Medicaid programs in multiple states

- Proven success in maximizing shared savings for clinics in Value-based contracts in multiple states and with multiple payers. Two years of experience working with NCCHCA in various analytics projects

Growing National Presence

Contracts with 12+ organizations in 7 states across both Medicaid and Medicare programs with focus on VBC contracts and SDoH/"in-lieu of" social services.



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About Caliper

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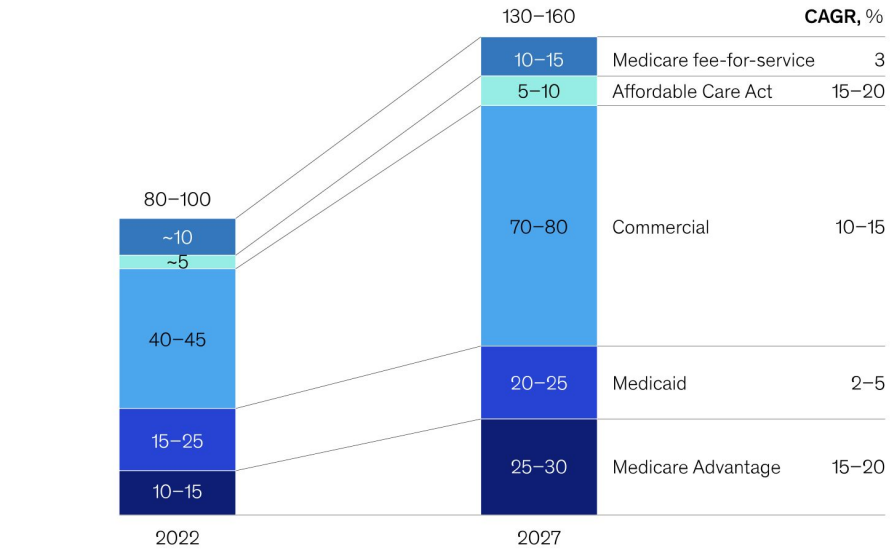
Caliper is an AI-enabled VBC risk and equity analytics suite, offering **affordable, accessible** and **actionable** insights designed to help community care organizations thrive in value-based care.

VBC models across the program continuum

"Value-based care investment quadrupled during the pandemic and may be on track to reach $1 trillion as the landscape matures"

Investing in the new era of value-based care, McKinsey & Company

Value-based care models are expected to grow across all lines of business.



[1]Includes pay-for-performance or quality to full capitation.

McKinsey & Company

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Challenges in Value-Based Care

Data Silos and Interoperability

Incomplete data and poor SDoH capture limit accurate risk profiling.

Fragmented Care Coordination

Siloed systems and poor coordination disrupt care continuity.

Patient Engagement

High-risk patients struggle to engage, reducing care effectiveness.

Misaligned Incentives

Misaligned financial incentives drive inefficiencies and cost waste.

Measuring Outcomes

Complex, inconsistent metrics hinder performance tracking.

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Caliper leverages AI across four dimensions to maximize impact

Cost

Actionable insights to reduce avoidable cost without compromising care.

Quality

Recommendations for targeted interventions to enhance care quality.

Engagement

Boosts patient engagement leading to improved health outcomes.

Disparity

Ensures value-based care delivery to marginalized populations.

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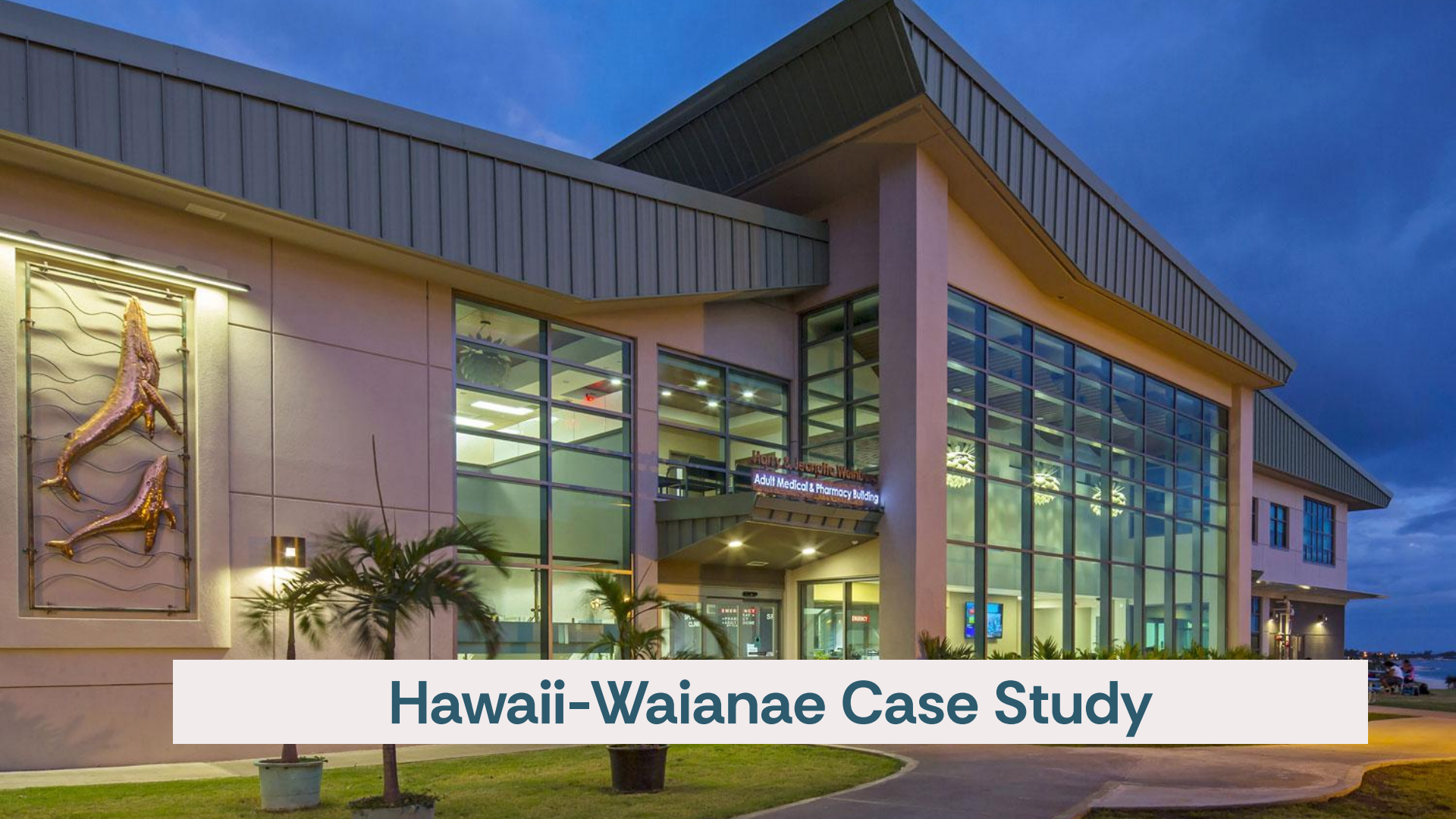


Hawaii-Waianae Case Study

About WCCHC

- Established in 1972 as a community initiative to address the shortage of healthcare providers on the West Coast of Oahu.
- Served over 36,000+ patients in 2024 with 197,000+ visits (in-person & virtual).
- 65% at or below federal poverty level, 4% uninsured, 11% Medicare/Dual Eligible, 57% Medicaid/QUEST coverage.
- Largest employer on the Waianae coast with 650+ employees, mostly local residents.

WAIANAE COAST COMPREHENSIVE HEALTH CENTER

Addressing SDoH

Long history in addressing SDoH

- Launched early social care efforts with a perinatal program (1991) and homeless outreach (1995).
- Integrated service coordinators into primary care to address social needs.
- Applied a “no wrong door” model to streamline referrals to case management.
- Captured over 200 services using enabling codes to document social interventions.
- Among four national sites to develop a standardized SDoH risk tool, including a streamlined PRAPARE survey.

WAIANAE COAST COMPREHENSIVE HEALTH CENTER

Hawaii's Early attempts at VBC

Reactive vs Predictive

- Complex patients: multiple comorbidities + BH conditions + SDoH
- Started work with Medicaid plans
- Costly focus on highER utilizers + hospital readmissions
- Adopted early utilization of ADT feeds
- Lag with claims based data
- Reactive vs Proactive
- Chasing our tail

WAIANAE COAST COMPREHENSIVE HEALTH CENTER

An SDoH-focussed VBC Contract

Using advanced AI to succeed

- Value-based contracts implemented with 2 Health Plans on March 1, 2021
- High risk/high impact socially vulnerable cohort populations were identified for each Health Plan
- Baseline risk levels and cost measured for cohorts for 2020
- Monthly claims combined with EMR data analyzed monthly to guide care coordination teams and monitor progress

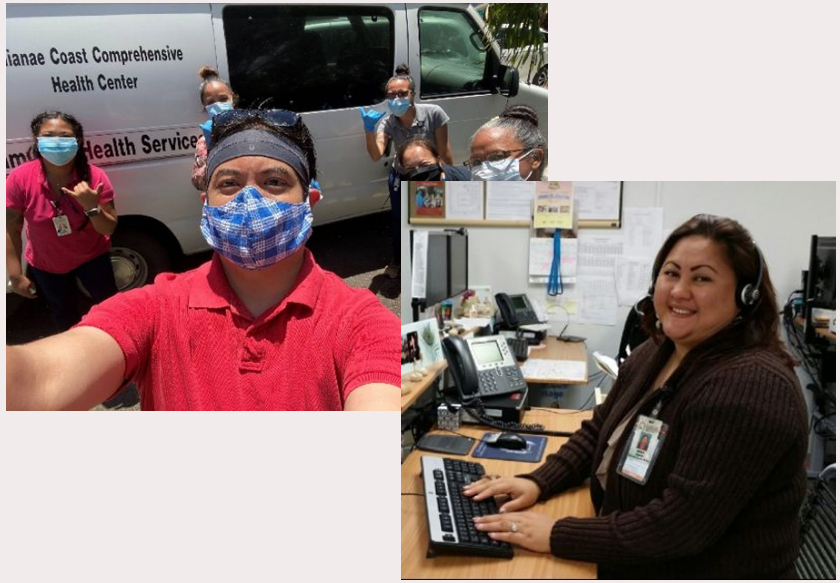
WAIANAE COAST COMPREHENSIVE HEALTH CENTER

How to Operationalize AI Analytics-Enabled Care

Assembling the Team

Cohort project personal

- Care Coordinators (CC) – RN
- Service Coordinators (SC)- LSW/RN/LPN
- Community Health Worker (CHW)
- Patient assigning & monitoring staff
- IT support
- The Caliper support team
- Behind the scene support staff



New Segmentation of patients

To receive care coordination services

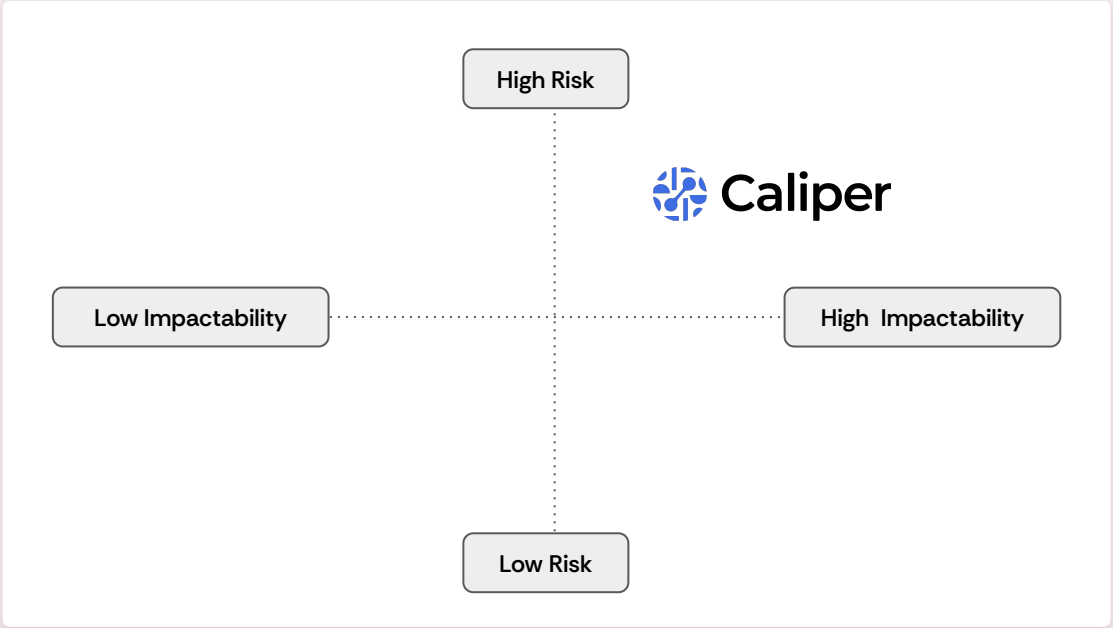
- **Level 4:** Highest-acuity patients with high risk and impact scores
- **Level 3:** Frequent inpatient/ER users with high impact scores
- **Level 2:** Patients with high SDOH risk
- **Level 1:** Rising-risk patients

WAIANAE COAST COMPREHENSIVE HEALTH CENTER

Key Metrics

Caliper segmentation of focus - High Risk+High Impactability

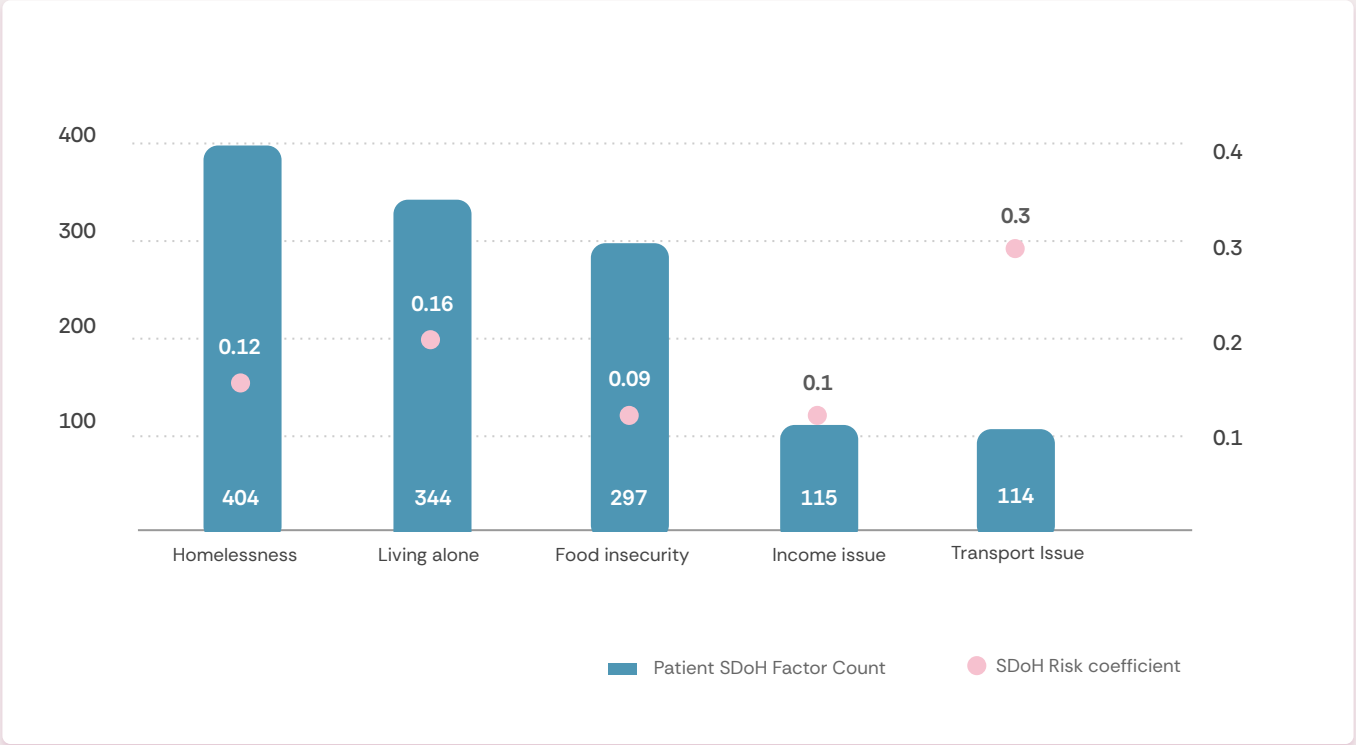
- **Comprehensive Scores:** Measures a patient's cost, quality, engagement risks vs. average, using clinical, demographic and social factors.
- **Impactability Score:** Predicts the effect of care interventions based on clinical history and social determinants.



The Results

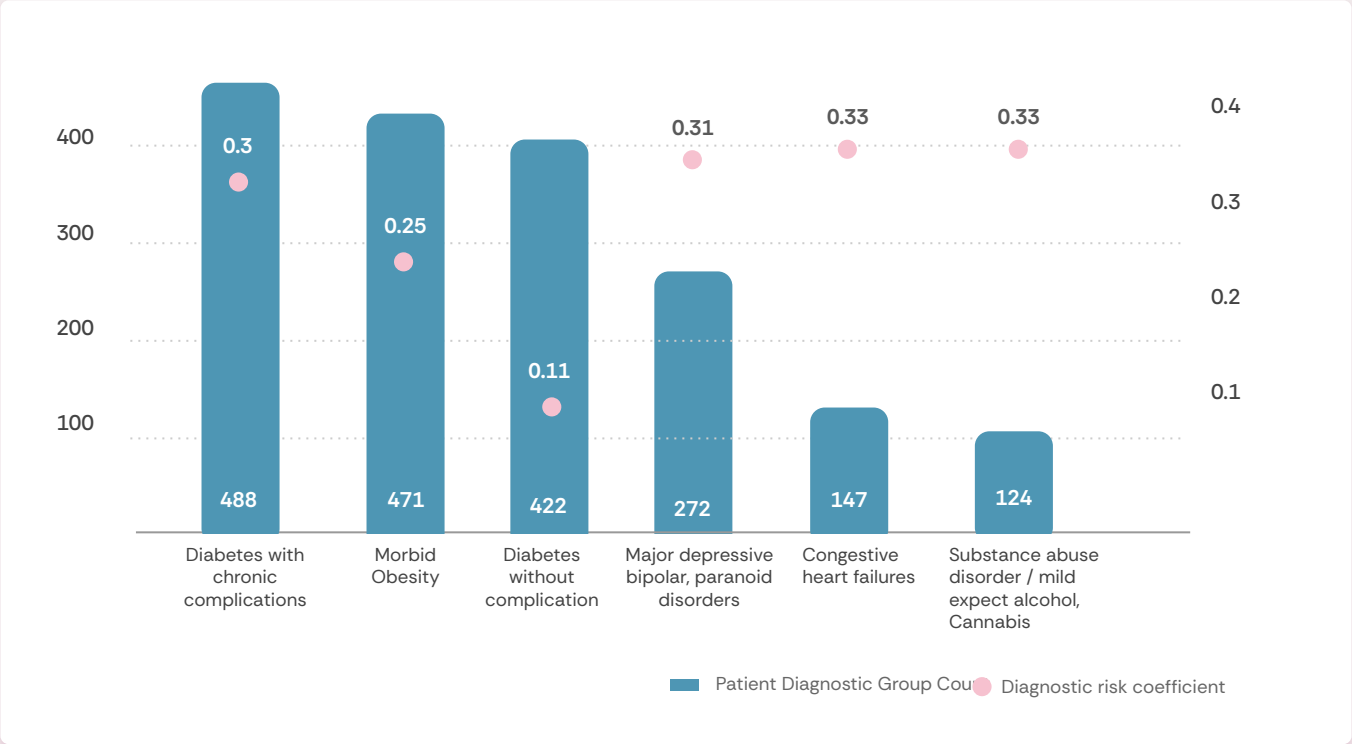
Quantifying SDoH Risks

Top SDoH Risk Contributors



Quantifying Diagnostic Risks

Top Diagnostic Risk Contributors



Care Management Services Impact Optimization

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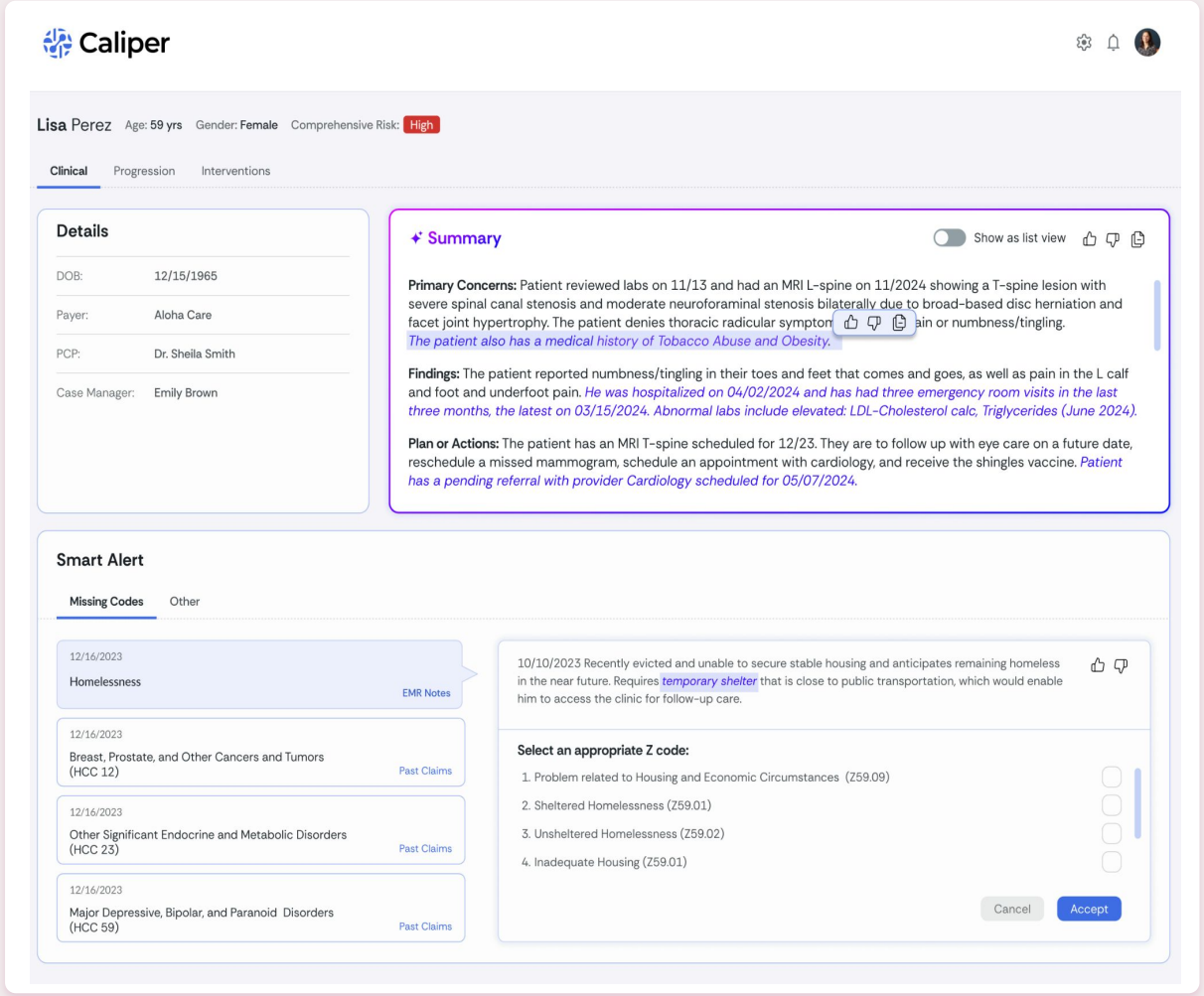
Interventions

	Member Count	Savings PMPM	Cost Before Intervention	Annual Savings (Individual)
Medical Mangement	132 / 1689	$181	$442	$2,172
Crisis Stabilization	120 / 1689	$95	$442	$1,140
Transportation	42 / 1689	$76	$442	$912
Encounter Telephone	696 / 1689	$69	$442	$828
Food Program	155 / 1689	$43	$948	$516
Case Management	240 / 1689	$29	$442	$348
Case Mgmt: Monitoring	503 / 1689	$29	$442	$348

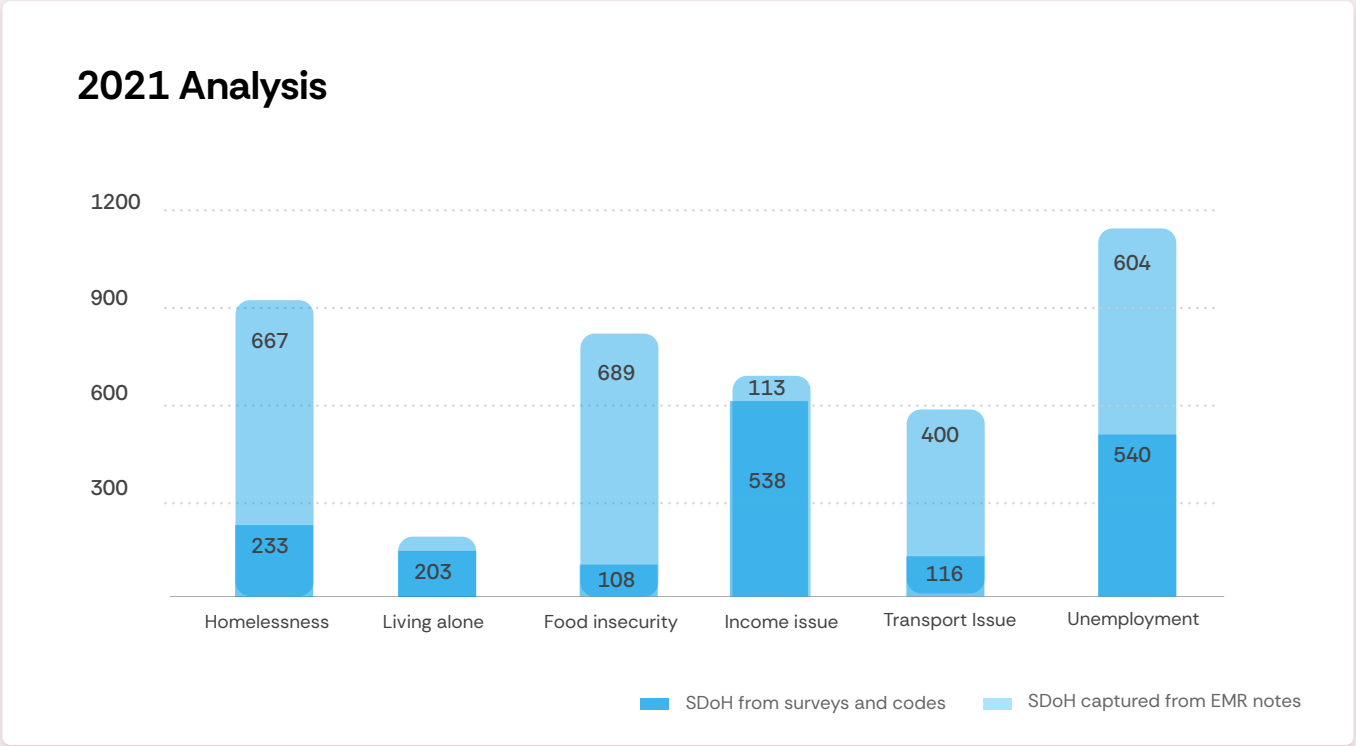
AI pre-visit Clinical Summary

- Deployed in ER and Adult Medicine at WCCHC
- NLP and GenAI to cut pre-visit chart prep time
- AI-driven missed code detection for better risk adjustment
- All clinical details on a single page



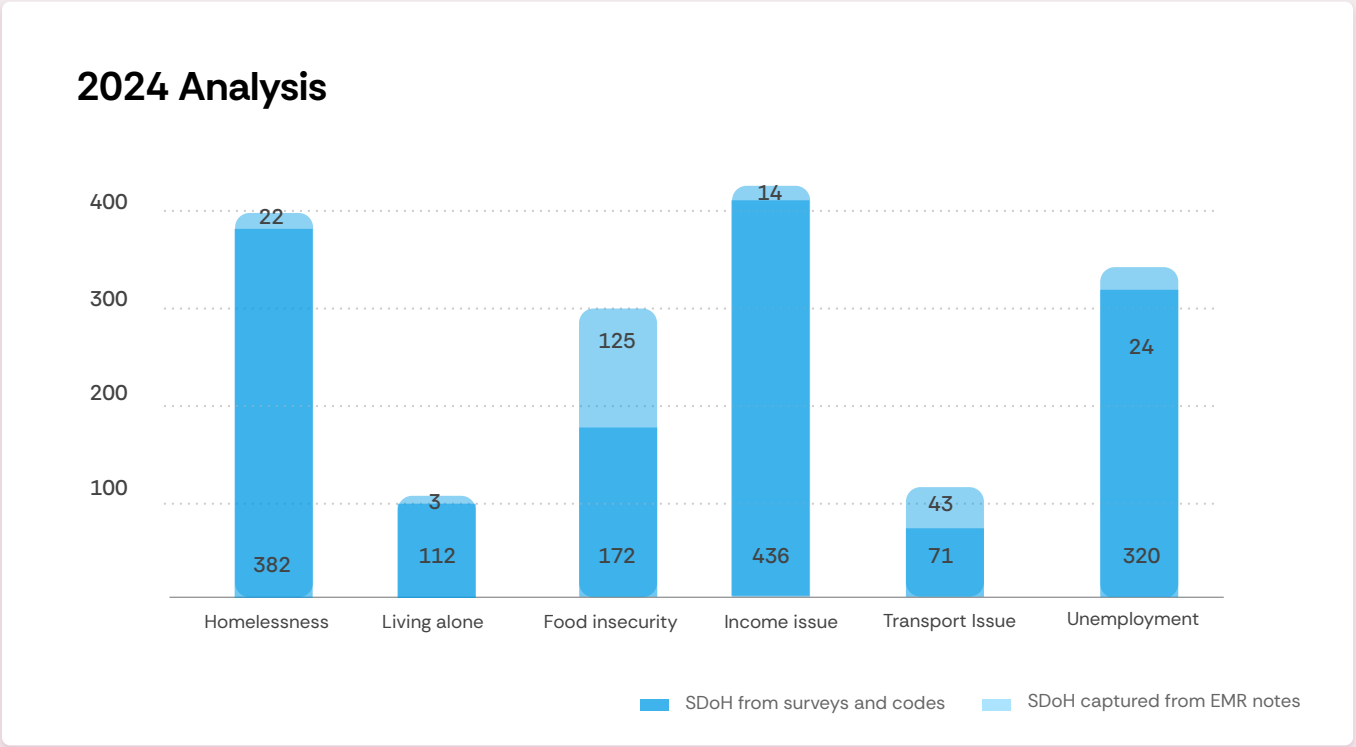
NLP Unlocked Hidden SDoH Insights

From unstructured EMR notes



NLP helps converts insights in notes to improved coding

From unstructured EMR notes



VBC Cohort Engagement Optimization

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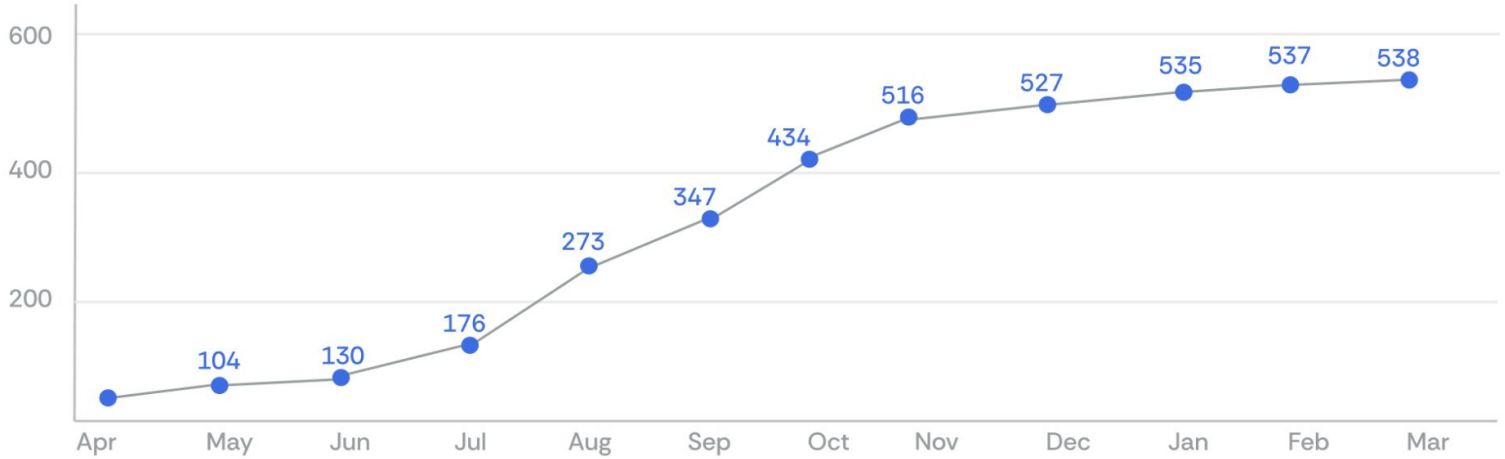
Patient Engagement Rate: 60.4% (538 out of population of 891 eligible patients)



Impact Case Study

Shared savings of $3.4 million
within year 1 of AI-enabled VBC cost management.

Achieved **16.4% reduction** from the baseline costs of care through AI-enabled care insights.

NLP of unstructured EMR notes enhanced patient **risk identification by 40%**

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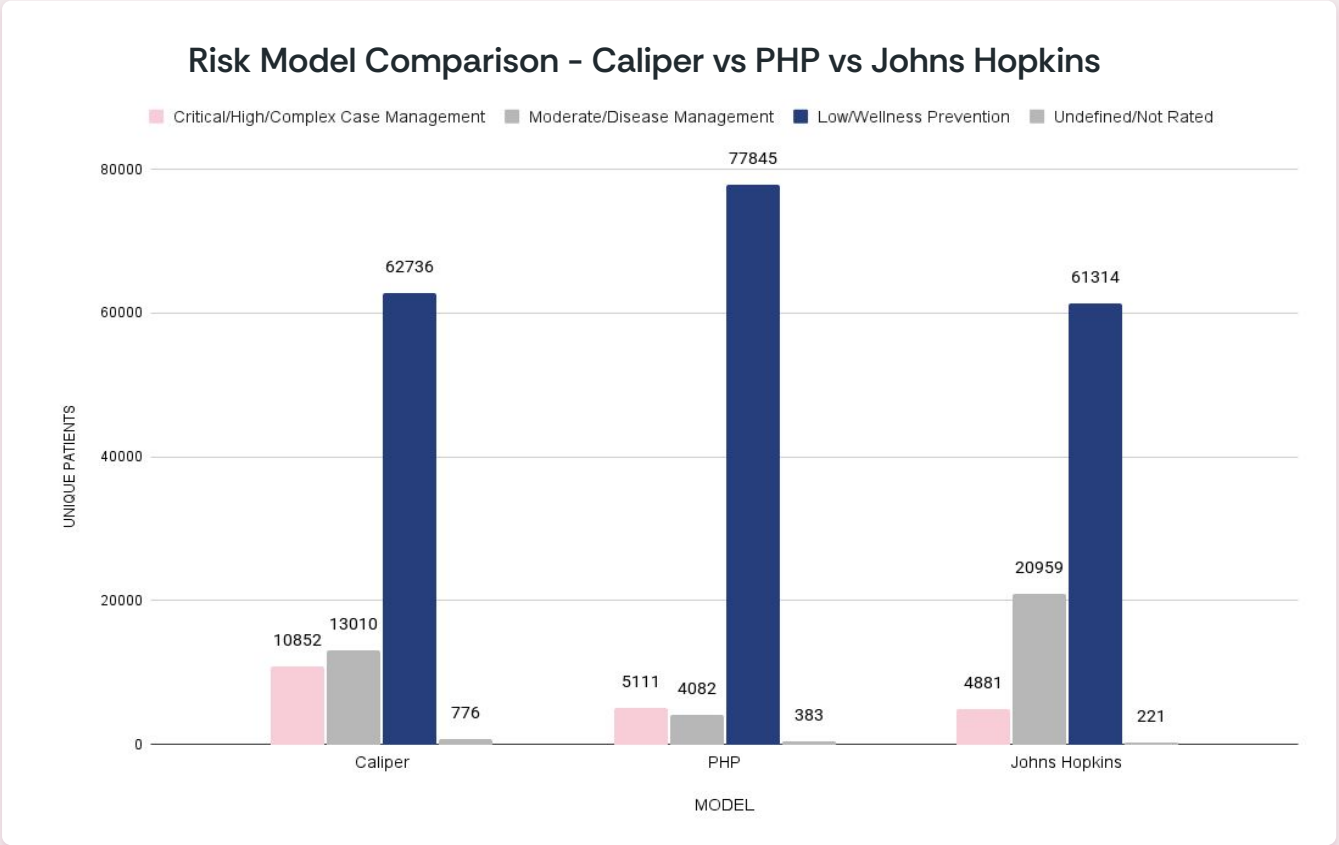
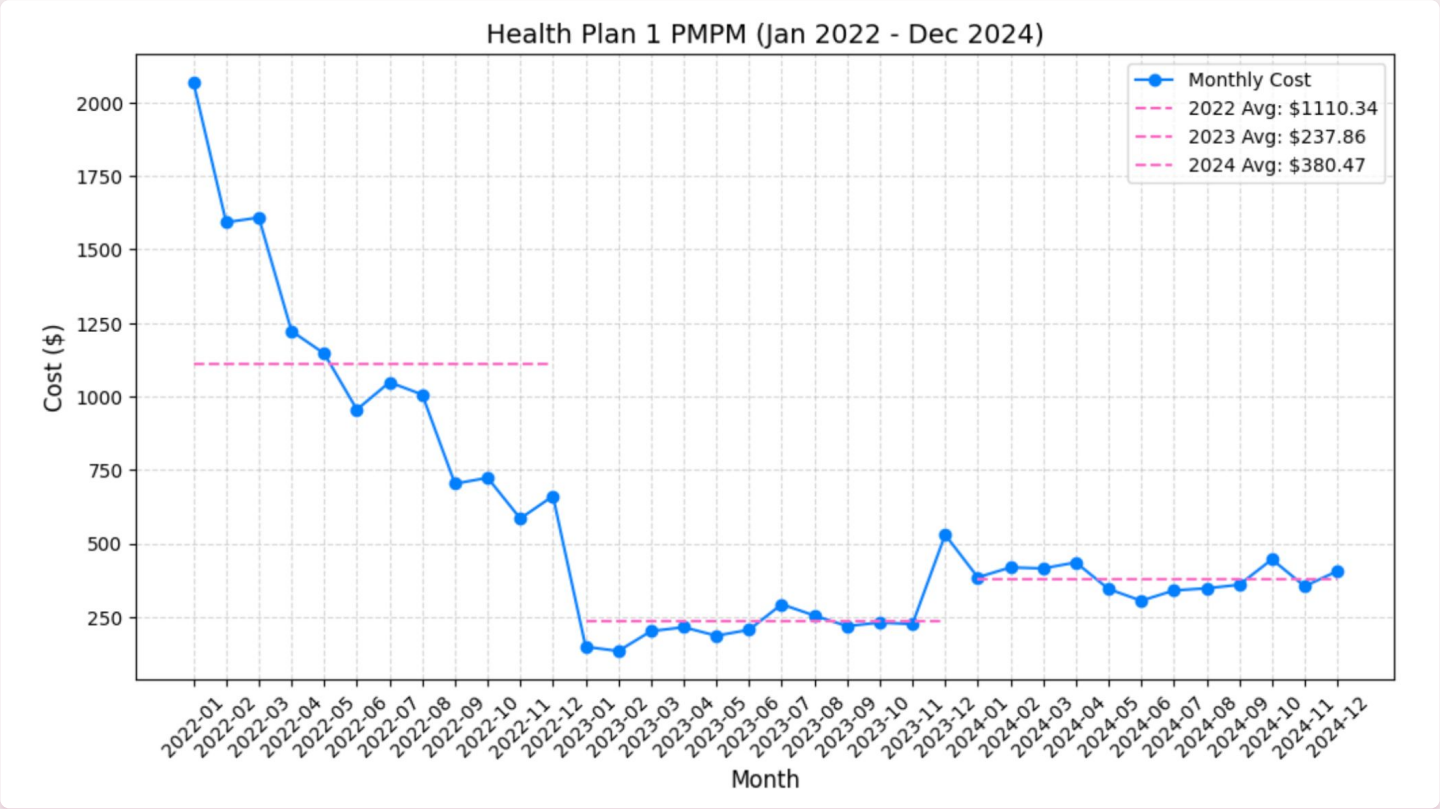
North Carolina Community Health Center Association (NCCHCA)

Industry Standard vs Caliper



Cost Trends in NC Medicaid CHC patients

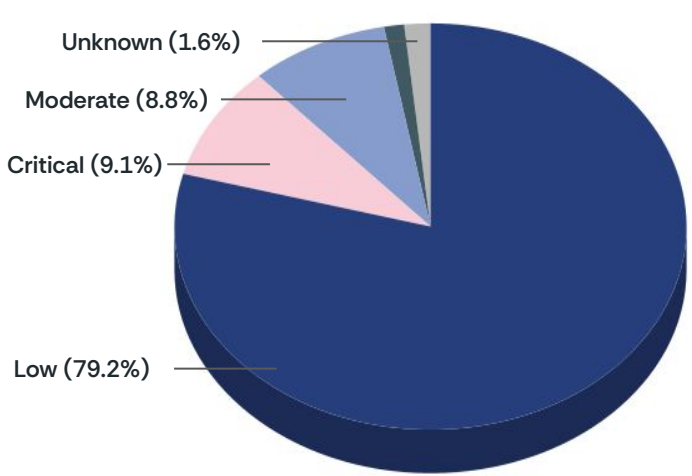
One Health Plan Experience



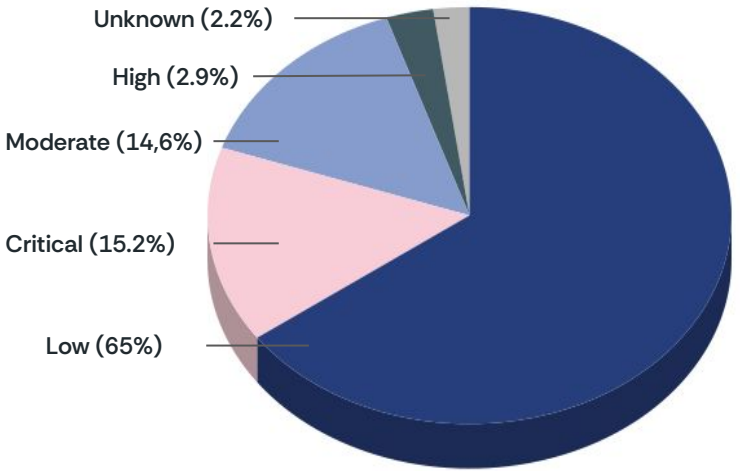
Risk Stratifications Comparisons (Comprehensive Risk)

One Health Plan Experience

Comprehensive Risk - Continuing Patients

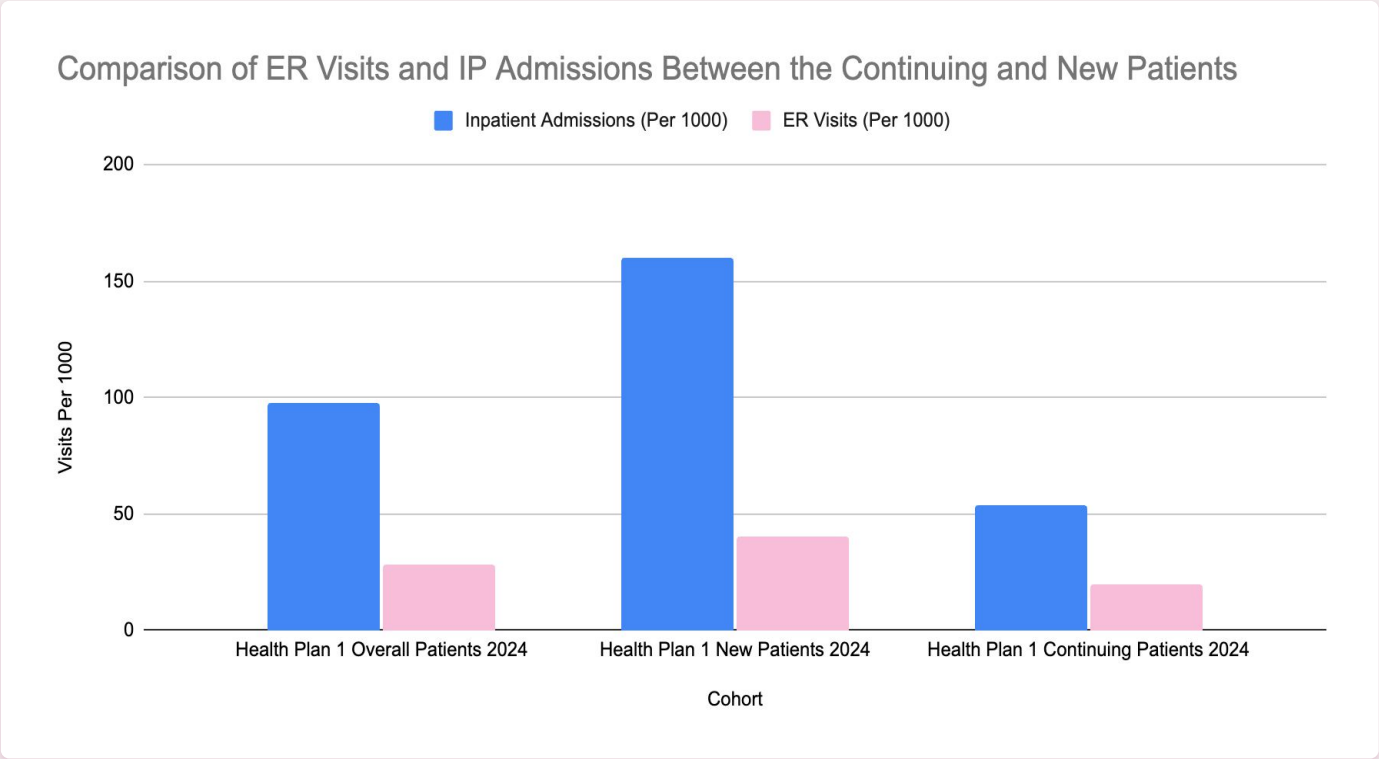


Comprehensive Risk - New Patients



Comparison of IP / ER visits in 2024

One Health Plan Experience

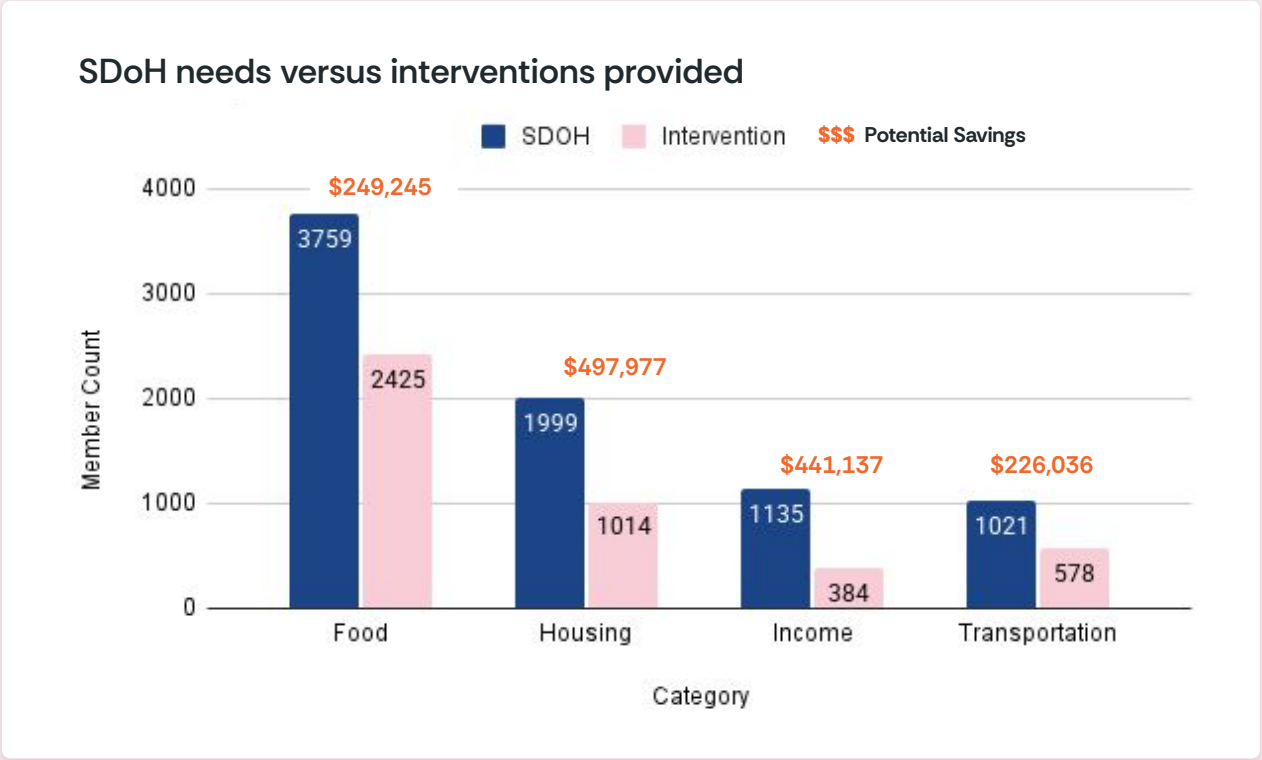


Cost Impact of Interventions Provided - One Health Plan

Interventions	Savings PMPM	Annual Savings (PM)
Case Mgmt: Care Planning	$17.64	$211.68
Food Assistance (Food bank/Pantry/Delivery)	$14.56	$174.72
Medication Adherence	**$33.16**	**$397.92**
Food Assistance (Food Delivery/Meal Services)	$16.58	$198.96
Medication Reconciliation	**$41.74**	**$500.88**
Case Mgmt: Care Coordination	$29.28	$351.36
Housing Assistance	**$42.13**	**$505.56**
Smoking Cessation	$13.55	$162.60
Child Care Services	**$33.71**	**$404.52**
CM Risk Assessment	**$41.87**	**$502.44**
Language Support	$21.59	$259.08
Transportation Services	**$42.52**	**$510.24**

Interventions Provided & Potential Savings

One Health Plan Experience



A patient story from the field

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Questions?

For more details email: demo@caliper.care

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