Health and Human Services Committee

UnitedHealthcare Community Plan

January 15, 2015





UnitedHealth Group



Helping people live healthier lives



Kansas Footprint

| Business | Employees | Covered Lives |
|---------------------------|-----------|------------------|
| Corporate | 3 | |
| Optum | 1,594 | |
| UHC Community & State | 172 | 124,771 |
| UHC Corporate | 189 | |
| UHC Employer & Individual | 29 | 236,537 |
| UHC Medicare & Retirement | 5 | 35,409 |
| UHC Military & Veterans | 14 | 125,859 |
| Total | 2,006 | 522,576 |
| + 1,420 Contractors | | |

\$200M in annual financial investments (wages, withholding, taxes, bonds, etc)

+\$750K in annual charitable contributions

Over 19,000 contracted providers across all lines of business



Our Patient Centered Care Model



A Holistic Approach to Care:



Driven by:



Provider Collaboration



Member Engagement



Data, Analytics and Technology



UHC KanCare Outcomes

Utilization Management

Hospital Inpatient Management: All Products *For claims paid as of September 2014*

| | 2013 | 2014 | |
|----------|---------|---------|---------|
| | Q1 - Q2 | Q1 - Q2 | Change |
| Days/K | 573.5 | 515.8 | -10.05% |
| Admits/K | 295.5 | 276.2 | -6.56% |

Quality Outcomes

| Category | Successes | |
|---------------------------------|---|--|
| Physical Health | 10.21% reduction in Preterm Births | |
| Waiver/ Behavioral Health | 23.89% increase in employment of members with behavioral health needs (SPMI)* | |
| | 99.6% of SUD members are successfully avoiding criminal activity during treatment.* | |
| Long Term Care | 13.96% reduction in nursing facility falls** | |

^{*}State provided data through Q3 2014

Provider Satisfaction

KanCare Provider Experience SurveySurvey Conducted by KDHE / Wichita State

Q3) "Overall, I am satisfied with UHC:"

| | 2013 | 2014 | Change |
|---------------------------|--------|--------|---------|
| Agree / Strongly Agree | 35.29% | 52.61% | 17% pts |
| | S=323 | S=306 | |

Member Satisfaction

UHC 2014 CAHPS Results
Overall Health Plan Rating (8, 9 and 10)

| | NCQA | | |
|--------|----------|---------|------------|
| | UHC 2014 | Average | Diff |
| Adults | 73.33% | 73.53% | 20% pts |
| Child | 86.17% | 82.89% | 3.28% pts* |

^{*} Statistically significant difference

^{**}State provided data through Q2 2014. Reflects NF falls resulting in major injury.



Provider Collaboration

Tele-monitoring Pilot

Objective: In partnership with Windsor Place, expand tele-monitoring services to PD and ABD Members to show ER and inpatient cost reduction and improved health outcomes

Status: 38 PD members enrolled, 6 more scheduled, 25 ABD members identified for enrollment in tele-monitoring services



SMI Health Homes

Objective: Support SMI members through high-touch care coordination delivered in the community by provider health home partners

Status: Over 7,500 member enrolled with 50+ health home providers, supported with member data analysis and best practices sharing through UHC Clinical Practice Consultants



Provider A/R Support

Objective: Eliminate accounts receivable (A/R) balances, in partnership with Kansas Hospital Association

Status: Partnered with ~30 hospitals to provide education and/or to reprocess claims, and continue follow-up with others as needed



Provider Collaboration in Practice:







Practice Support

UHC Clinical Practice Consultant provides data analysis and consultation, focused on at-risk members



Population Health Tools / Technology

Population Registry available with real time hospital admissions notifications



Member Outreach UHC outreach to support appointment scheduling, with warm-hand offs with clinic front office staff

Outcomes:

- Practice growth
- Improved access to preventive services
- Reduction in IP and ER admits
- Better quality outcomes





UnitedHealthcare Community Plan of Kansas

We are committed to helping Medicaid recipients in Kansas live healthier lives by simplifying health care, meeting consumer health and wellness needs and building trusted relationships with care providers.

Contact Information

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