

Site of Service Steerage Report FY19, 1st Quarter Update (for Incurred Claims through September 2018)

State of Delaware
February 2019



Emergency Room, Urgent Care and Primary Care Provider Utilization and Costs

Visits to Emergency Rooms, Urgent Care Centers and Primary Care Providers for Non-Emergent and Primary Care Treatable Conditions, Oct. 15 – Sep. 18*

Site of Service	Oct 15 – Sep 16			Oct 16 – Sep 17			Change		
	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount
Emergency Room	13,208	\$16,072,596	\$18,336,810	12,842	\$16,151,012	\$18,103,685	-366	\$78,416	-\$233,125
Urgent Care	42,938	\$4,135,292	\$5,394,125	49,015	\$5,070,945	\$6,173,976	6,077	\$935,653	\$779,851
Primary Care	161,287	\$14,532,320	\$17,078,292	154,715	\$13,407,010	\$15,749,882	-6,572	-\$1,125,310	-\$1,328,411
Total	217,433	\$34,740,207	\$40,809,228	216,572	\$34,628,966	\$40,027,543	-861	-\$111,241	-\$781,685

Site of Service	Oct 16 – Sep 17			Oct 17 – Sep 18			Change		
	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount
Emergency Room	12,842	\$16,151,012	\$18,103,685	12,541	\$16,704,774	\$18,466,284	-301	\$553,762	\$362,599
Urgent Care	49,015	\$5,070,945	\$6,173,976	52,548	\$5,547,088	\$6,621,425	3,533	\$476,144	\$447,449
Primary Care	154,715	\$13,407,010	\$15,749,882	148,414	\$12,928,745	\$14,973,513	-6,301	-\$478,265	-\$776,369
Total	216,572	\$34,628,966	\$40,027,543	213,503	\$35,180,608	\$40,061,222	-3,069	\$551,642	\$33,679

For visits for non-emergent and primary care treatable conditions during the three year rolling year period:

- Visits to emergency rooms declined by 5% from 13,208 to 12,541;
- Visits to urgent care facilities increased by 22% from 42,938 to 52,548, while visit to primary care providers declined by 8% from 161,287 to 148,414;
- Total visits for these conditions declined marginally by 1.8% from 217,433 to 213,503 and total net payment for these visits over the period declined by 1.8% from \$40.8 million to \$40 million despite an increase in the most recent 12 month period.

Net Pay per Visit by Site of Service, Oct. 15 – Sep. 18

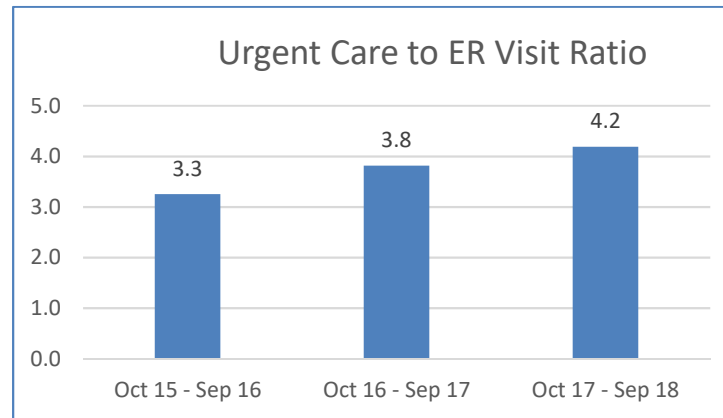
Site of Service	Period 1 Oct 15 – Sep 16	Period 2 Oct 16 – Sep 17	Period 3 Oct 17 – Sep 18	Change Period 1 to Period 2	Change Period 2 to Period 3
Emergency Room	\$1,217	\$1,258	\$1,332	3.4%	5.9%
Urgent Care	\$96	\$103	\$106	7.4%	2.0%
Primary Care	\$90	\$87	\$87	-3.8%	0.5%

For visits for non-emergent and primary care treatable conditions:

- Both emergency room visits and urgent care visits increased by about 9.4% in terms of net pay per visit during the three year rolling period. Net pay per visit to primary care providers decreased by 3.3 % during this time.
- Average cost per visit during the most recent 12 month rolling year period was over 10 times higher for ER visits compared to visits to urgent care facilities or a primary care provider.

Visits to Emergency Rooms, Urgent Care Centers and Primary Care Providers for Non-Emergent and Primary Care Treatable Conditions

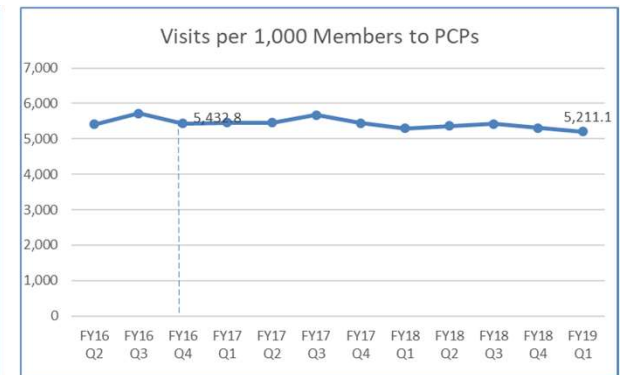
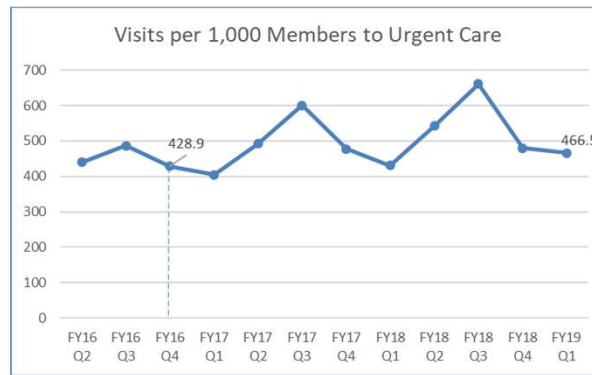
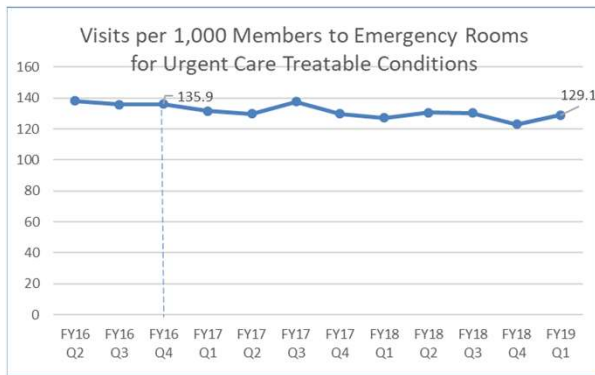
Total Emergent & Primary Care Treatable Conditions	Period 1 Oct 15 – Sep 16	Period 2 Oct 16 – Sep 17	Period 3 Oct 17 – Sep 18	Change Period 1 to Period 2	Change Period 2 to Period 3
Net Pay Per Visit	\$160	\$160	\$165	0.1%	3.1%
Allowed Amount Per Visit	\$188	\$185	\$188	-1.5%	1.5%



For visits for non-emergent and primary care treatable conditions:

- The average combined costs for non-emergent and primary care treatable conditions increased by \$5 (3.1%) per visit on a net payment basis.
- The ratio of visits to urgent care facilities to visits to emergency rooms conditions increased by about 27 percent from FY16 to FY18 (from 3.3 to 4.2).

Visits per 1,000 to Emergency Rooms, Urgent Care Centers and Primary Care Providers for Emergent and Primary Care Treatable Conditions



- In the latest quarter (July 2018 – September 2018), the rate of visits per 1,000 members increased for emergency rooms. While the rate decreased for urgent care facilities and primary care providers.
- There appears to be seasonal effect for visits to urgent care facilities with visits spiking in the 3rd Quarter of the respective fiscal years during the 36 month period.

Visits to Emergency Rooms and Urgent Care for Top 15 Primary Care Treatable Conditions Rolling Years Oct 16 – Sep 17 and Oct 17 – Sep 18

	Oct 16 - Sep 17						Oct 17 - Sep 18						Change in ER Visits	% Change in ER Visits	Change in Urgent Care Visits	% Change in Urgent Care Visits	
	Emergency Room			Urgent Care Facility			Emergency Room			Urgent Care Facility							
	Visits	Net Pay per Visit	Net Pay	Visits	Net Pay per Visit	Net Pay	Visits	Net Pay per Visit	Net Pay	Visits	Net Pay per Visit	Net Pay					
Diagnosis Summary Group																	
Top 15 Primary Care Treatable Conditions	Abdominal and pelvic pain	2,553	\$1,579	\$4,031,800	455	\$101	\$46,122	2,467	\$1,566	\$3,864,184	676	\$107	\$72,465	-86	-3.4%	221	48.6%
	Pain in throat and chest	1,373	\$1,621	\$2,225,054	119	\$104	\$12,347	1,260	\$1,463	\$1,843,746	194	\$103	\$19,957	-113	-8.2%	75	63.0%
	Acute upper respiratory infections of multiple and unspecified sites	373	\$750	\$279,892	1981	\$98	\$194,679	421	\$910	\$383,011	2,986	\$100	\$299,840	48	12.9%	1,005	50.7%
	Cellulitis and acute lymphangitis	370	\$1,209	\$447,264	459	\$104	\$47,551	388	\$1,210	\$469,658	621	\$112	\$69,245	18	4.9%	162	35.3%
	Cutaneous abscess, furuncle and carbuncle	190	\$987	\$187,605	161	\$113	\$18,195	211	\$1,094	\$230,790	253	\$115	\$29,095	21	11.1%	92	57.1%
	Suppurative and unspecified otitis media	122	\$672	\$82,033	1142	\$95	\$108,393	145	\$547	\$79,328	1,339	\$99	\$131,936	23	18.9%	197	17.3%
	Other symptoms and signs involving the digestive system and abdomen	179	\$939	\$168,109	111	\$106	\$11,812	138	\$1,323	\$182,604	133	\$104	\$13,866	-41	-22.9%	22	19.8%
	Abnormalities of breathing	147	\$1,130	\$166,119	17	\$99	\$1,680	128	\$805	\$102,992	28	\$106	\$2,964	-19	-12.9%	11	64.7%
	Gastritis and duodenitis	141	\$1,725	\$243,270	40	\$108	\$4,321	115	\$2,126	\$244,469	42	\$105	\$4,416	-26	-18.4%	2	5.0%
	Acute bronchitis	134	\$1,057	\$141,634	857	\$93	\$79,694	95	\$1,117	\$106,086	1,169	\$95	\$111,551	-39	-29.1%	312	36.4%
	Bronchitis, not specified as acute or chronic	89	\$1,058	\$94,184	362	\$108	\$39,234	89	\$908	\$80,770	292	\$136	\$39,736	0	0.0%	-70	-19.3%
	Hemorrhage from respiratory passages	86	\$839	\$72,133	17	\$91	\$1,553	72	\$753	\$54,244	26	\$126	\$3,278	-14	-16.3%	9	52.9%
	Localized swelling, mass and lump of skin and subcutaneous tissue	69	\$249	\$17,215	18	\$110	\$1,987	63	\$485	\$30,531	35	\$120	\$4,200	-6	-8.7%	17	94.4%
	Gastro-esophageal reflux disease	65	\$1,049	\$68,215	36	\$100	\$3,601	62	\$1,199	\$74,328	50	\$111	\$5,537	-3	-4.6%	14	38.9%
	Diseases of pulp and periapical tissues	44	\$902	\$39,683	54	\$80	\$4,341	61	\$810	\$49,401	79	\$83	\$6,592	17	38.6%	25	46.3%
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Total Primary Care Treatable	5,935	\$1,392	\$8,264,210	5,829	\$99	\$575,509	5,715	\$1,364	\$7,796,142	7,923	\$103	\$814,679	-220	-3.7%	2,094	35.9%	

Among the top 15 primary care treatable conditions in terms of utilization, the largest decreases in visits for emergency rooms were noted for abdominal and pelvic pain and pain in the throat and the chest.

There was a large increase in visits to urgent care facilities for acute upper respiratory infections.

*Top conditions were determined by ranking disease summary groups by the volume of visits to emergency rooms during the latest rolling year period. Green highlighted fields indicate a decrease in ER Visits.

Visits to Emergency Rooms and Urgent Care for Top 15 Non-Emergent Conditions Rolling Years Oct 16 – Sep 17 and Oct 17 – Sep 18

Diagnosis Summary Group	Oct 16 - Sep 17						Oct 17 - Sep 18						Change in ER Visits	% Change in ER Visits	Change in Urgent Care Visits	% Change in Urgent Care Visits
	Emergency Room			Urgent Care Facility			Emergency Room			Urgent Care Facility						
	Visits	Net Pay per Visit	Net Pay	Visits	Net Pay per Visit	Net Pay	Visits	Net Pay per Visit	Net Pay	Visits	Net Pay per Visit	Net Pay				
Headache	796	\$1,073	\$854,374	163	\$106	\$17,256	704	\$1,186	\$834,803	258	\$115	\$29,557	-92	-11.6%	95	58.3%
Dorsalgia	754	\$944	\$712,124	383	\$95	\$36,438	676	\$1,202	\$812,830	551	\$103	\$57,007	-78	-10.3%	168	43.9%
Nausea and vomiting	683	\$1,111	\$758,973	203	\$95	\$19,320	636	\$1,171	\$744,473	304	\$103	\$31,451	-47	-6.9%	101	49.8%
Dizziness and giddiness	495	\$1,315	\$650,972	95	\$96	\$9,145	615	\$1,664	\$1,023,548	173	\$102	\$17,601	120	24.2%	78	82.1%
Other and unspecified soft tissue disorders, not elsewhere classified	659	\$533	\$351,548	596	\$99	\$59,104	614	\$615	\$377,833	735	\$99	\$72,956	-45	-6.8%	139	23.3%
Other joint disorder, not elsewhere classified	729	\$590	\$429,799	633	\$92	\$58,143	608	\$658	\$400,136	812	\$99	\$80,450	-121	-16.6%	179	28.3%
Cough	427	\$297	\$126,906	815	\$90	\$73,519	437	\$313	\$136,949	1,173	\$93	\$108,796	10	2.3%	358	43.9%
Essential (primary) hypertension	394	\$953	\$375,449	146	\$96	\$14,042	331	\$829	\$274,256	169	\$101	\$17,030	-63	-16.0%	23	15.8%
Acute pharyngitis	281	\$785	\$220,720	3546	\$96	\$339,516	291	\$900	\$262,045	5,215	\$99	\$513,928	10	3.6%	1,669	47.1%
Disturbances of skin sensation	192	\$1,098	\$210,791	26	\$109	\$2,842	215	\$1,818	\$390,824	34	\$100	\$3,409	23	12.0%	8	30.8%
Influenza due to unidentified influenza virus	112	\$915	\$102,473	221	\$104	\$23,076	211	\$877	\$185,023	681	\$112	\$76,496	99	88.4%	460	208.1%
Malaise and fatigue	206	\$1,098	\$226,117	50	\$92	\$4,606	207	\$1,380	\$285,665	70	\$81	\$5,676	1	0.5%	20	40.0%
Migraine	177	\$1,224	\$216,653	62	\$108	\$6,679	188	\$1,769	\$332,523	84	\$112	\$9,381	11	6.2%	22	35.5%
Influenza due to other identified influenza virus	143	\$1,361	\$194,561	150	\$105	\$15,713	185	\$1,194	\$220,818	117	\$108	\$12,660	42	29.4%	-33	-22.0%
Abnormal findings on diagnostic imaging of lung	155	\$341	\$52,855	4	\$52	\$207	164	\$69	\$11,349	7	\$101	\$708	9	5.8%	3	75.0%
Total Non-Emergent	6,203	\$884	\$5,484,314	7,093	\$96	\$679,608	6,082	\$1,035	\$6,293,075	#####	\$100	#####	-121	-2.0%	3,290	46.4%

Among the top 15 non-emergent conditions in terms of utilization, the largest decreases in visits for emergency rooms were noted for hypertension, headache and dorsalgia.

There was a large increase in visits to urgent care facilities for acute pharyngitis and influenza.

*Top conditions were determined by ranking disease summary groups by the volume of visits to emergency rooms during the latest rolling year period. Green highlighted fields indicate a decrease in ER Visits.

Visits to Primary Care Providers and Urgent Care for Top Primary Care Treatable Conditions

Rolling Years Oct 16 – Sep 17 and Oct 17 – Sep 18

Diagnosis Summary Group	Oct 16 - Sep 17						Oct 17 - Sep 18						Change T1 to T2: PCP Visits	% Change: PCP Visits	Change T1 to T2: Urgent Care Visits	%Change: Urgent Care Visits
	PCP Office Visits			Urgent Care Facility			PCP Office Visits			Urgent Care Facility						
	Visits	Net Pay per Visit	Net Pay	Visits	Net Pay per Visit	Net Pay	Visits	Net Pay per Visit	Net Pay	Visits	Net Pay per Visit	Net Pay				
Acute upper respiratory infections of multiple and unspecified sites	5,758	\$55	\$318,729	1,981	\$98	\$194,679	5,221	\$48	\$251,207	2,986	\$100	\$299,840	-537	-9.3%	1,005	50.7%
Acute bronchitis	2,170	\$55	\$120,399	857	\$93	\$79,694	1,721	\$49	\$84,290	1,169	\$95	\$111,551	-449	-20.7%	312	36.4%
Abdominal and pelvic pain	3,915	\$70	\$272,423	455	\$101	\$46,122	3,515	\$65	\$228,554	676	\$107	\$72,465	-400	-10.2%	221	48.6%
Noninflammatory disorders of ovary, fallopian tube and broad ligament	298	\$81	\$24,184	---	---	---	50	\$98	\$4,881	1	\$103	\$103	-248	-83.2%	---	---
Acute nasopharyngitis	1,302	\$59	\$76,583	227	\$94	\$21,250	1,120	\$62	\$69,164	341	\$104	\$35,624	-182	-14.0%	114	50.2%
Encounter for supervision of normal pregnancy	1,099	\$62	\$68,241	---	---	---	957	\$67	\$64,568	1	\$79	\$79	-142	-12.9%	---	---
Suppurative and unspecified otitis media	1,515	\$59	\$88,820	1,142	\$95	\$108,393	1,376	\$55	\$75,334	1,339	\$99	\$131,936	-139	-9.2%	197	17.3%
Pain in throat and chest	857	\$67	\$57,794	119	\$104	\$12,347	733	\$67	\$48,823	194	\$103	\$19,957	-124	-14.5%	75	63.0%
Gastro-esophageal reflux disease	1,407	\$67	\$93,847	36	\$100	\$3,601	1,301	\$63	\$81,340	50	\$111	\$5,537	-106	-7.5%	14	38.9%
Nonsuppurative otitis media	1,112	\$61	\$67,531	204	\$102	\$20,807	1,014	\$54	\$54,598	314	\$101	\$31,847	-98	-8.8%	110	53.9%

Among the top 10 primary care treatable conditions in terms of utilization, the largest decreases in visits for primary care were noted for acute upper respiratory infections, acute bronchitis and abdominal and pelvic pain.

There were large relative increases in visits to urgent care facilities for each of the conditions except noninflammatory disorders of the ovary and encounter for normal pregnancy.

*Top conditions were determined by ranking disease summary groups by absolute decreases in visits in primary care offices during the latest rolling year period. Highlighted rows indicate a decrease in PCP visits and an increase in urgent care visits.

Visits to Primary Care Providers and Urgent Care for Top Non-Emergent Conditions Rolling Years Oct 16 – Sep 17 and Oct 17 – Sep 18

Diagnosis Summary Group	Oct 16 - Sep 17						Oct 17 - Sep 18						Change T1 to T2: PCP Visits	% Change: PCP Visits	Change T1 to T2: Urgent Care Visits	%Change: Urgent Care Visits
	PCP Office Visits			Urgent Care Facility			PCP Office Visits			Urgent Care Facility						
	Visits	Net Pay per Visit	Net Pay	Visits	Net Pay per Visit	Net Pay	Visits	Net Pay per Visit	Net Pay	Visits	Net Pay per Visit	Net Pay				
Acute sinusitis	5,162	\$56	\$288,077	2,000	\$96	\$192,856	4,327	\$47	\$202,102	2,915	\$100	\$291,080	-835	-16.2%	915	45.8%
Acute pharyngitis	7,098	\$62	\$441,376	3,546	\$96	\$339,516	6,292	\$59	\$369,342	5,215	\$99	\$513,928	-806	-11.4%	1,669	47.1%
Disorders of lipoprotein metabolism and other lipidemias	816	\$61	\$49,932	7	\$79	\$550	126	\$59	\$7,384	---	---	---	-690	-84.6%	-7	---
Type 2 diabetes mellitus	5,250	\$67	\$352,765	11	\$85	\$940	4,664	\$63	\$295,054	25	\$81	\$2,033	-586	-11.2%	14	127.3%
Vasomotor and allergic rhinitis	1,859	\$45	\$84,033	214	\$95	\$20,362	1,541	\$44	\$67,190	203	\$92	\$18,638	-318	-17.1%	-11	-5.1%
Encounter for screening for infectious and parasitic diseases	2,038	\$9	\$18,802	40	\$38	\$1,530	1,763	\$8	\$14,949	80	\$20	\$1,572	-275	-13.5%	40	100.0%
Unspecified lump in breast	283	\$59	\$16,715	4	\$110	\$438	29	\$64	\$1,854	---	---	---	-254	-89.8%	---	---
Malaise and fatigue	1,977	\$64	\$126,915	50	\$92	\$4,606	1,760	\$60	\$105,173	70	\$81	\$5,676	-217	-11.0%	20	40.0%
Chronic sinusitis	1,275	\$59	\$75,487	1,343	\$93	\$125,012	1,110	\$55	\$60,639	1,031	\$90	\$92,988	-165	-12.9%	-312	-23.2%
Dorsalgia	4,094	\$61	\$251,086	383	\$95	\$36,438	3,940	\$54	\$212,814	551	\$103	\$57,007	-154	-3.7%	168	43.6%

Among the top 10 non-emergent conditions in terms of utilization, the largest decreases in visits for primary care were noted for acute sinusitis and acute pharyngitis.

There were large relative increases in visits to urgent care facilities for diabetes, screening for infections, acute pharyngitis, acute sinusitis, dorsalgia, and malaise and fatigue.

*Top conditions were determined by ranking disease summary groups by absolute decreases in visits in primary care offices during the latest rolling year period. Highlighted rows indicate a decrease in PCP visits and an increase in urgent care visits.

Hospital Affiliated Outpatient and Freestanding Facility High Tech Imaging Utilization and Costs

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Visits to Hospitals and Freestanding Facilities for Outpatient High-Tech Imaging Services* Oct. 15 – Sep. 18

	<u>Oct 15 – Sep 16</u>			<u>Oct 16 – Sep 17</u>			<u>Change</u>		
Site of Service	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount
Hospital Outpatient	12,851	\$15,113,602	\$15,684,865	11,332	\$12,725,553	\$13,284,880	(1,519)	\$(2,388,049)	\$(2,399,985)
Freestanding Facility	7,525	\$3,094,687	\$3,420,373	7,769	\$3,257,277	\$3,417,471	244	\$162,590	\$(2,902)
Total	20,376	\$18,208,289	\$19,105,238	19,101	\$15,982,830	\$16,702,351	(1,275)	\$ (2,225,460)	\$(2,402,887)

	<u>Oct 16 – Sep 17</u>			<u>Oct 17 – Sep 18</u>			<u>Change</u>		
Site of Service	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount
Hospital Outpatient	11,332	\$12,725,553	\$13,284,880	11,948	\$16,915,175	\$17,443,726	616	\$4,189,622	\$4,158,846
Freestanding Facility	7,769	\$3,257,277	\$3,417,471	7,435	\$3,328,451	\$3,445,684	(334)	\$71,174	\$28,213
Total	19,101	\$15,982,830	\$16,702,351	19,383	20,243,626	20,889,410	282	\$4,260,796	\$4,187,059

For visits for high tech imaging during the three year rolling year period:

- Visits to hospital affiliated outpatient facilities decreased by 7% from 12,851 to 11,948;
- Visits to freestanding facilities decreased by 1.2% from 7,525 to 7,435.
- Total visits for these conditions increased 4.8% from 20,376 to 19,383 and total net payment for these visits over the period increased by 11.2% from \$18.2 million to \$20.2 million.

Net Pay per Visit by Site of Service, Oct. 15 – Sep. 18

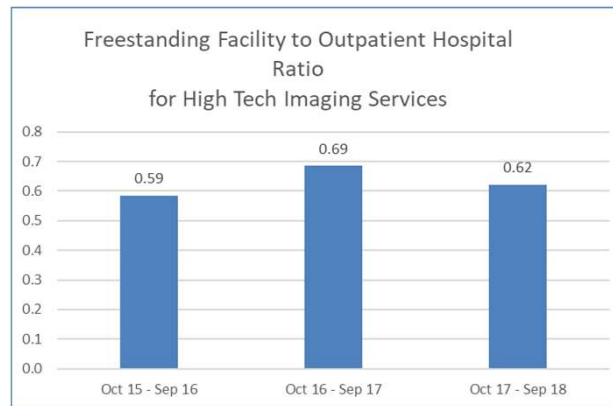
Site of Service	Period 1 Oct 15 – Sep 16	Period 2 Oct 16 – Sep 17	Period 3 Oct 17 – Sep 18	Change Period 1 to Period 2	Change Period 2 to Period 3
Hospital Outpatient	\$1,176	\$1,123	\$1,416	-4.5%	26.1%
Freestanding Facility	\$411	\$419	\$448	1.9%	6.8%

For high tech imaging visits during the three year rolling period:

- Net pay per visit at hospital affiliated facilities increased from 1,176 to \$1,416 (an overall 20.4% increase) and from \$411 to \$448 at freestanding facilities (an overall 9% increase).

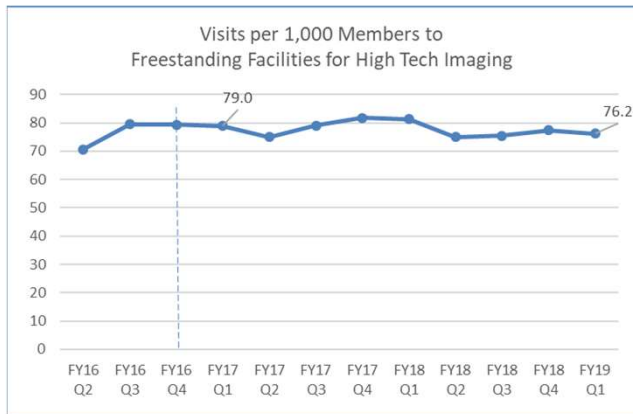
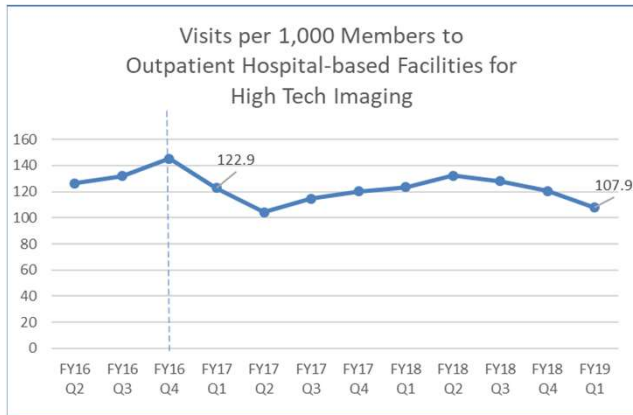
Visits to Hospitals and Freestanding Facilities for Outpatient High-Tech Imaging Services

Total High-Tech Imaging Services	Period 1 Oct 15 – Sep 16	Period 2 Oct 16 – Sep 17	Period 3 Oct 17 – Sep 18	Change Period 1 to Period 2	Change Period 2 to Period 3
Net Pay Per Visit	\$894	\$837	\$1,044	-6.4%	24.8%
Allowed Amount Per Visit	\$938	\$874	\$1,078	-6.7%	23.2%



- Average combined costs for high-tech imaging services increased by 16.8% (from \$894 per visit during Oct 15 to Sep 16 to \$1,044 per visit during Oct 17 – Sep 18) on a net payment basis.
- During the three rolling year period, the ratio of visits to freestanding facilities to visits to hospital outpatient facilities for outpatient high-tech imaging services increased by about 5% from 0.59 to 0.62.

Visits per 1,000 to Hospitals and Freestanding Facilities for Outpatient High-Tech Imaging Services



- For the latest quarter (July 2018 – September 2018) visits to hospital based facilities for high-tech imaging ticked down to 107.9 visits per 1,000 members and visits to freestanding facilities declined slightly to 76.2 visits per 1,000 members.

Hospital Affiliated Outpatient and Freestanding Facility High Tech by Location and Procedure

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Key Findings by County of Residence

County	Freestanding	Hospital	% Completed at Hospital	Average per Visit at Freestanding	Average per Visit at Hospital
New Castle	1,987	1,554	43.9%	\$401	\$522
Kent	1,201	1,229	50.6%	\$341	\$962
Sussex	768	1,208	61.1%	\$360	\$763

For visits for the ten high tech imaging procedures most frequently utilized in Delaware from October 2017 to September 2018, members residing in:

- New Castle County had the lowest percentage of visits that occurred at a hospital affiliated facility and the highest average cost at freestanding facilities.
- Sussex County had the highest percentage of visits that occurred at hospital affiliated facility.
- Kent County had the highest average cost at hospital affiliated facilities and the lowest average cost at freestanding facilities.

Patient Visits, Net Payments & Average Cost Freestanding Facilities vs. Hospital by Procedure Group for High Tech Imaging October 2017 – September 2018

Freestanding Facility	MRI - lower extremities			CT - abdomen			MRI - brain			MRI - spine, lumbar		
	Patients	Net Pay	Net Pay Per Patient	Patients	Net Pay	Net Pay Per Patient	Patients	Net Pay	Net Pay Per Patient	Patients	Net Pay	Net Pay Per Patient
1	122	\$45,368	\$372	7	\$2,676	\$382	30	\$13,403	\$447	61	\$19,214	\$315
2	11	\$4,437	\$403	6	\$1,746	\$291	2	\$544	\$272	6	\$1,992	\$332
3	7	\$2,613	\$373	---	---	---	224	\$121,611	\$543	27	\$10,384	\$385
4	134	\$44,059	\$329	---	---	---	---	---	---	52	\$16,122	\$310
5	7	\$2,510	\$359	---	---	---	4	\$1,214	\$303	17	\$4,615	\$271
6	261	\$97,794	\$375	169	\$61,804	\$366	45	\$17,998	\$400	149	\$45,364	\$304
7	4	\$1,114	\$278	---	---	---	9	\$3,629	\$403	9	\$2,364	\$263
8	13	\$8,393	\$646	---	---	---	8	\$5,749	\$719	4	\$2,782	\$696
9	21	\$9,008	\$429	57	\$23,935	\$420	15	\$6,278	\$419	18	\$7,360	\$409
10	78	\$27,538	\$353	---	---	---	25	\$8,667	\$347	45	\$12,753	\$283
11	37	\$24,496	\$662	47	\$16,117	\$343	40	\$31,264	\$782	24	\$18,129	\$755
12	267	\$156,197	\$585	223	\$88,864	\$398	153	\$97,828	\$639	103	\$52,630	\$511
Hospital Outpatient	309	\$376,961	\$1,220	745	\$1,444,396	\$1,939	318	\$755,222	\$2,375	132	\$133,181	\$1,009
Total	1,271	\$800,487	\$630	1,254	\$1,639,539	\$1,307	873	\$1,063,406	\$1,218	647	\$326,891	\$505
% at Hospital	24.3%	47.1%		59.4%	88.1%		36.4%	71.0%		20.4%	40.7%	

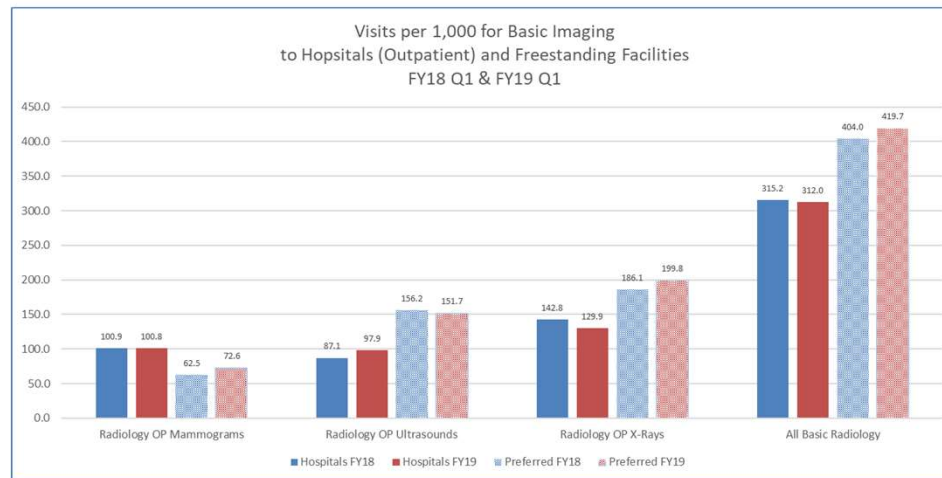
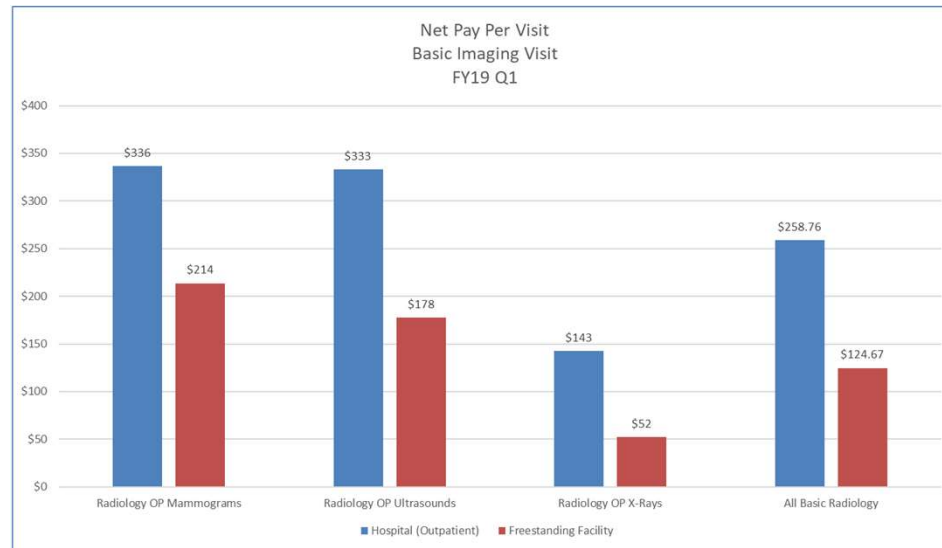
Hospital Affiliated Outpatient and Freestanding Facility Basic Imaging Utilization and Costs

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FY18 Baseline and FY18 - FY19 Q1 Basic Imaging Utilization and Cost by Site of Service and Service Category

		FY18 (Baseline Year)			FY18 Q1		FY19 Q1		Trend (Quarter Over Quarter)	
		Visits	Net Pay (Total)	Net Pay per Visit	Visits	Net Pay per Visit	Visits	Net Pay per Visit	Visits	Net Pay Per Visit
Hospital (Outpatient Imaging)	Mammograms	8,822	\$2,079,603	\$236	2,459	\$256	2,468	\$336	0.4%	31.3%
	Ultrasounds	8,991	\$2,510,353	\$279	2,121	\$281	2,397	\$333	13.0%	18.5%
	X-Rays	13,994	\$1,525,672	\$109	3,478	\$106	3,181	\$143	-8.5%	34.1%
	Total	31,807	\$6,115,626	\$192	8,058	\$198	8,046	\$259	-0.1%	30.7%
Freestanding Facility	Mammograms	5,487	\$947,053	\$173	1,523	\$176	1,777	\$214	16.7%	21.3%
	Ultrasounds	14,213	\$2,277,521	\$160	3,806	\$156	3,715	\$178	-2.4%	13.6%
	X-Rays	18,710	\$769,149	\$41	4,533	\$42	4,893	\$52	7.9%	25.2%
	Total	38,410	\$3,993,723	\$103	9,862	\$107	10,385	\$125	5.3%	16.9%



Hospital Affiliated Labs and Preferred Labs Utilization and Costs

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FY18 Baseline and FY18 - FY19 Q1 Lab Services Utilization and Cost by Site of Service and Service Category

		FY18 (Baseline Year)			FY18 Q1		FY19 Q1		Trend (Quarter Over Quarter)	
		Visits	Net Pay (Total)	Net Pay per Visit	Visits	Net Pay per Visit	Visits	Net Pay per Visit	Visits	Net Pay per Visit
Hospital (Outpatient Lab)	Chemistry	22,062	\$2,505,724	\$114	5,514	\$115	5,341	\$115	-3.1%	0.3%
	Hematology	14,558	\$513,816	\$35	3,535	\$33	3,484	\$36	-1.4%	8.8%
	Immunology	3,610	\$433,865	\$120	959	\$112	865	\$131	-9.8%	17.2%
	Microbiology	7,448	\$932,581	\$125	1,457	\$106	1,621	\$102	11.3%	-4.0%
	Pathology	5,320	\$1,161,025	\$218	1,337	\$223	1,443	\$208	7.9%	-6.5%
	Urinalysis	1,843	\$46,209	\$25	457	\$20	436	\$19	-4.6%	-3.9%
	Total	54,841	\$5,593,221	\$102	13,259	\$100	\$13,190	\$101	-0.5%	1.2%
Preferred Lab	Chemistry	61,498	\$1,940,949	\$32	15,108	\$31	16,591	\$31	9.8%	2.1%
	Hematology	23,430	\$140,564	\$6	5,633	\$6	6,418	\$6	13.9%	3.7%
	Immunology	12,283	\$437,737	\$36	3,157	\$35	3,442	\$35	9.0%	0.8%
	Microbiology	23,836	\$1,072,832	\$45	5,654	\$47	6,294	\$49	11.3%	3.1%
	Pathology	9,102	\$698,136	\$77	2,436	\$78	2,404	\$75	-1.3%	-3.3%
	Urinalysis	11,974	\$38,066	\$3	2,927	\$3	3,112	\$3	6.3%	3.8%
	Total	142,123	\$4,328,285	\$30	34,915	\$31	\$38,261	\$31	9.6%	0.1%

