



**Site of Service Steerage Report
FY19, 3rd Quarter Update**
(for Incurred Claims through March 2019)

State of Delaware
August 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, Apr. 2016 – Mar. 2019*

Site of Service	Apr 16 – Mar 17			Apr 17 – Mar 18			Change		
	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount
Emergency Room	13,087	\$15,887,725	\$18,039,397	12,673	\$16,472,396	\$18,293,794	-414	\$584,671	\$254,398
Urgent Care	47,155	\$4,740,579	\$5,942,794	51,683	\$5,396,451	\$6,485,864	4,528	\$655,872	\$543,070
Primary Care	158,163	\$14,020,174	\$16,483,649	150,800	\$12,891,915	\$15,037,771	-7,363	-\$1,128,259	-\$1,445,878
Total	218,405	\$34,648,478	\$40,465,839	215,156	\$34,760,761	\$39,817,429	-3,249	\$112,284	-\$648,411

Site of Service	Apr 17 – Mar 18			Apr 18 – Mar 19			Change		
	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount
Emergency Room	12,673	\$16,472,396	\$18,293,794	13,108	\$16,998,474	\$18,876,082	435	\$526,079	\$582,287
Urgent Care	51,683	\$5,396,451	\$6,485,864	53,813	\$5,816,193	\$6,901,618	2,130	\$419,742	\$415,754
Primary Care	150,800	\$12,891,915	\$15,037,771	146,873	\$13,410,670	\$15,433,244	-3,927	\$518,755	\$395,473
Total	215,156	\$34,760,761	\$39,817,429	213,794	\$36,225,337	\$41,210,943	-1,362	\$1,464,576	\$1,393,514

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

- Visits to emergency rooms initially declined from the rolling year period April 2016 – March 2017 to the rolling year period April 2017 – March 2018, but rebounded to about the same overall starting volume (13,108 visits vs. 13,087 visits) in the latest rolling year period through March 2019.
- Visits to urgent care facilities increased by 14.1% from 47,155 to 53,813 while visit to primary care providers declined by 7.1% from 158,163 to 146,873; and
- Total visits for these conditions declined marginally by 2.1% from 218,405 to 213,794 and total net payment for these visits over the period increased by 4.6% from \$34.6 million to \$36.2 million.

Net Pay per Visit by Site of Service, Apr. 2016 – Mar. 2019

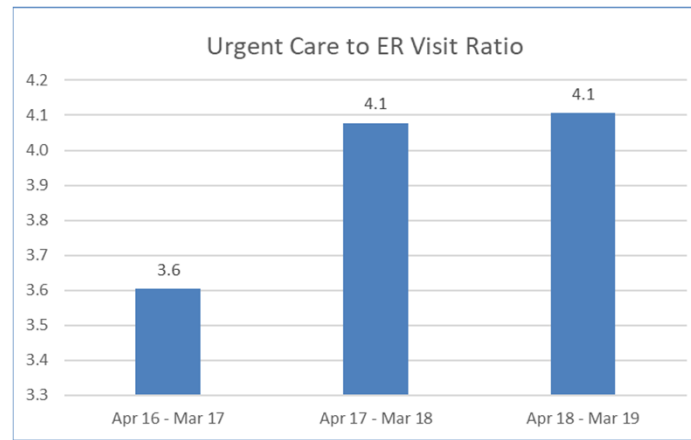
Site of Service	Period 1 Apr 16 – Mar 17	Period 2 Apr 17 – Mar 18	Period 3 Apr 18 – Mar 19	Change Period 1 to Period 2	Change Period 2 to Period 3
Emergency Room	\$1,214	\$1,300	\$1,297	7.1%	-0.2%
Urgent Care	\$101	\$104	\$108	3.9%	3.5%
Primary Care	\$89	\$85	\$91	-3.6%	6.8%

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

- Average cost per emergency room visit during the most recent 12 month rolling year period was over 12 times higher compared to visits to urgent care facilities and 14 times compared to visits at a primary care provider.
- The overall trend in net pay per visit during from April 2016 – March 2019 was similar for emergency room visits and urgent care visits (6.8% vs. 6.9%, respectively). The trend for PCP visits initially dropped by 3.6%, but increased in the latest rolling year (6.8%).

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

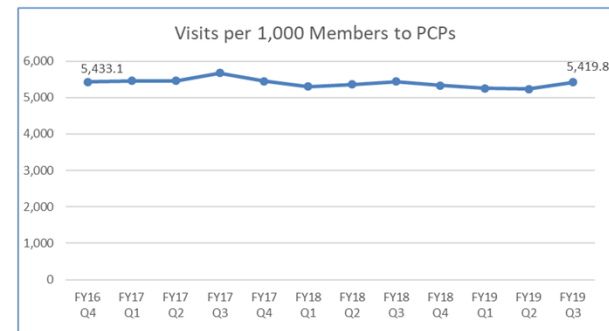
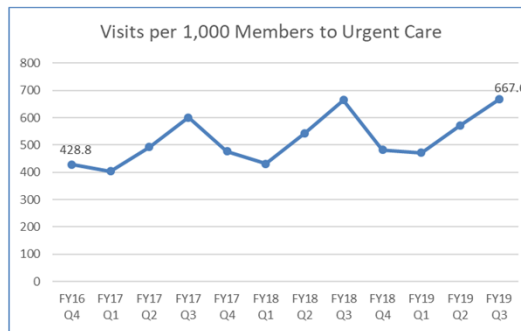
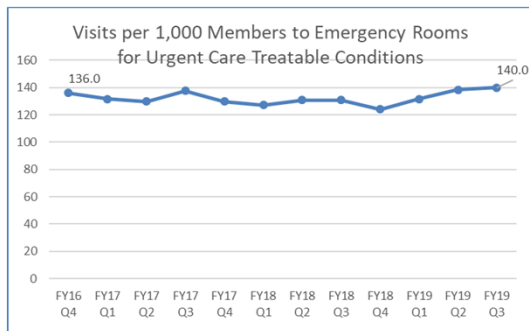
Total Non-Emergent & Primary Care Treatable Conditions	Period 1 Apr 16 – Mar 17	Period 2 Apr 17 – Mar 18	Period 3 Apr 18 – Mar 19	Change Period 1 to Period 2	Change Period 2 to Period 3
Net Pay Per Visit	\$159	\$162	\$169	1.8%	4.9%
Allowed Amount Per Visit	\$185	\$185	\$193	-0.1%	4.2%



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

- The average combined costs for non-emergent and primary care treatable conditions increased by \$10 (6.2%) per visit on a net payment basis.
- The ratio of visits to urgent care facilities to visits to emergency rooms conditions increased by 13.8 percent (from 3.6 to 4.1) initially, but has remained stable in the most recent rolling year period.

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



- In the latest quarter (January 2019 – March 2019), the rate of visits per 1,000 members increased marginally for emergency rooms (from 138.4 visits per 1000 to 140 visits per 1,000).
- There appears to be seasonal effect for visits to urgent care facilities with visits increasing from Q1 to Q3. In the previous two years, the third quarter marked a peak before a fourth quarter decline.

Visits to Emergency Rooms and Urgent Care for Top 15 Primary Care Treatable Conditions* Apr. 2017 – Mar. 2018 and Apr. 2018 – Mar. 2019

Diagnosis Summary Group	Apr 17 - Mar 18						Apr 18 - Mar 19						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				
Acute upper respiratory infections of multiple and unspecified sites	427	\$883	\$376,996	2,941	\$100	\$293,556	476	\$731	\$347,893	2,909	\$103	\$299,842	49	11.5%	-32	-1.1%
Abdominal and pelvic pain	2,503	\$1,622	\$4,060,196	602	\$109	\$65,396	2,646	\$1,456	\$3,853,369	701	\$106	\$74,395	143	5.7%	99	16.4%
Pain in throat and chest	1,243	\$1,568	\$1,949,616	161	\$108	\$17,323	1,481	\$1,372	\$2,031,455	217	\$112	\$24,346	238	19.1%	56	34.8%
Suppurative and unspecified otitis media	124	\$600	\$74,375	1,318	\$97	\$128,167	147	\$529	\$77,767	1,456	\$100	\$144,948	23	18.5%	138	10.5%
Acute bronchitis	114	\$1,034	\$117,861	1,156	\$94	\$108,238	81	\$1,263	\$102,321	1,145	\$98	\$112,505	-33	-28.9%	-11	-1.0%
Cellulitis and acute lymphangitis	398	\$1,212	\$482,489	593	\$108	\$64,125	346	\$1,199	\$414,722	613	\$110	\$67,334	-52	-13.1%	20	3.4%
Cutaneous abscess, furuncle and carbuncle	230	\$1,056	\$242,911	214	\$117	\$24,940	194	\$1,069	\$207,443	266	\$117	\$31,075	-36	-15.7%	52	24.3%
Bronchitis, not specified as acute or chronic	93	\$1,098	\$102,142	277	\$133	\$36,706	83	\$851	\$70,608	267	\$144	\$38,416	-10	-10.8%	-10	-3.6%
Acute nasopharyngitis	35	\$558	\$19,518	336	\$102	\$34,389	28	\$461	\$12,913	304	\$108	\$32,772	-7	-20.0%	-32	-9.5%
Other symptoms and signs involving the digestive system and abdomen	144	\$1,134	\$163,249	118	\$107	\$12,638	137	\$1,204	\$164,913	153	\$104	\$15,885	-7	-4.9%	35	29.7%
Nonsuppurative otitis media	34	\$584	\$19,850	267	\$103	\$27,371	41	\$645	\$26,429	247	\$104	\$25,741	7	20.6%	-20	-7.5%
Gastritis and duodenitis	122	\$2,132	\$260,162	43	\$101	\$4,361	131	\$1,820	\$238,380	40	\$131	\$5,247	9	7.4%	-3	-7.0%
Diseases of pulp and periapical tissues	56	\$748	\$41,866	83	\$83	\$6,873	67	\$886	\$59,386	83	\$84	\$6,963	11	19.6%	0	0.0%
Abnormalities of breathing	146	\$790	\$115,301	28	\$109	\$3,045	120	\$842	\$101,085	25	\$106	\$2,653	-26	-17.8%	-3	-10.7%
Gastro-esophageal reflux disease	56	\$1,106	\$61,949	37	\$106	\$3,925	17	\$606	\$10,304	99	\$92	\$9,106	-39	-69.6%	62	167.6%
	5,725	\$1,413	\$8,088,482	8,174	\$102	\$831,053	5,995	\$1,288	\$7,718,988	8,525	\$105	\$891,228	270	4.7%	351	4.3%

For the latest 12 month period:

- Among the top 15 primary care treatable conditions in terms of utilization, the largest decreases in terms of volume of visits for emergency rooms were noted for cellulitis and acute lymphangitis, cutaneous abscess and gastro-esophageal reflux.
- The largest increases in terms of volume for visits to urgent care centers were noted for suppurative and unspecified otitis media and abdominal and pelvic pain.

*Top conditions were determined by ranking disease summary groups by the combined volume of visits to emergency rooms and urgent care centers during the latest rolling year period. Green highlighted fields indicate a decrease in ER Visits and an increase in Urgent Care Visits.

Visits to Emergency Rooms and Urgent Care for Top 15 Non-Emergent Conditions* Apr. 2017 – Mar. 2018 and Apr. 2018 – Mar. 2019

Diagnosis Summary Group	Apr 17 - Mar 18						Apr 18 - Mar 19						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				
Acute pharyngitis	286	\$798	\$228,340	4,759	\$97	\$461,633	267	\$827	\$220,825	5,173	\$101	\$524,298	-19	-6.6%	414	8.7%
Acute sinusitis	67	\$968	\$64,879	2,786	\$98	\$271,683	61	\$709	\$43,247	3,115	\$102	\$319,155	-6	-9.0%	329	11.8%
Cough	433	\$284	\$122,971	1,079	\$91	\$98,396	429	\$378	\$162,118	1,569	\$99	\$155,259	-4	-0.9%	490	45.4%
Other joint disorder, not elsewhere classified	659	\$623	\$410,333	751	\$95	\$71,341	655	\$590	\$386,766	895	\$103	\$92,385	-4	-0.6%	144	19.2%
Other and unspecified soft tissue disorders, not elsewhere classified	630	\$576	\$362,995	689	\$99	\$68,112	668	\$555	\$370,899	746	\$100	\$74,633	38	6.0%	57	8.3%
Dorsalgia	707	\$1,124	\$794,332	475	\$99	\$47,100	731	\$1,209	\$884,140	585	\$109	\$63,635	24	3.4%	110	23.2%
Headache	770	\$1,175	\$904,874	253	\$109	\$27,487	749	\$1,119	\$837,818	278	\$114	\$31,673	-21	-2.7%	25	9.9%
Nausea and vomiting	662	\$1,235	\$817,707	278	\$98	\$27,213	578	\$1,208	\$698,306	312	\$104	\$32,549	-84	-12.7%	34	12.2%
Chronic sinusitis	36	\$898	\$32,335	1,155	\$90	\$104,429	45	\$1,219	\$54,865	804	\$92	\$73,788	9	25.0%	-351	-30.4%
Dizziness and giddiness	564	\$1,593	\$898,567	131	\$96	\$12,512	620	\$1,636	\$1,014,328	201	\$110	\$22,113	56	9.9%	70	53.4%
Conjunctivitis	66	\$476	\$31,409	758	\$99	\$75,239	46	\$487	\$22,392	768	\$104	\$79,971	-20	-30.3%	10	1.3%
Influenza due to unidentified influenza virus	215	\$832	\$178,784	676	\$111	\$75,233	116	\$1,003	\$116,321	506	\$121	\$61,094	-99	-46.0%	-170	-25.1%
Pain associated with micturition	49	\$744	\$36,461	377	\$95	\$35,671	47	\$996	\$46,816	533	\$96	\$50,958	-2	-4.1%	156	41.4%
Essential (primary) hypertension	353	\$972	\$342,941	165	\$97	\$16,009	349	\$816	\$284,889	154	\$107	\$16,513	-4	-1.1%	-11	-6.7%
Otalgia and effusion of ear	38	\$566	\$21,491	329	\$90	\$29,493	59	\$463	\$27,328	375	\$95	\$35,523	21	55.3%	46	14.0%
	5,535	\$948	\$5,248,422	14,661	\$97	\$1,421,551	5,420	\$954	\$5,171,058	16,014	\$102	\$1,671,323	-115	-2.1%	1,353	9.2%

For the latest 12 month period:

- Among the top 15 non-emergent conditions in terms of utilization, the largest decreases in terms of volume of visits for emergency rooms were noted for influenza and nausea and vomiting.
- The largest increases in terms of volume of visits to urgent care centers were noted for cough, acute pharyngitis and acute sinusitis.
- Emergency room utilization dropped by 2.1% and urgent care utilization increased by 9.2% for the top 15 non-emergent conditions.

*Top conditions were determined by ranking disease summary groups by the combined volume of visits to emergency rooms and urgent care centers during the latest rolling year period. Green highlighted fields indicate a decrease in ER Visits and an increase in Urgent Care Visits.

Visits to Primary Care Providers and Urgent Care for Top Primary Care Treatable Conditions* Apr. 2017 – Mar. 2018 and Apr. 2018 – Mar. 2019

Diagnosis Summary Group	Apr 17 - Mar 18						Apr 18 - Mar 19						Change: PCP Visits	% Change: PCP Visits	Change: 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	5,498	\$49	\$267,022	2,941	\$100	\$293,556	4,632	\$55	\$255,580	2,909	\$103	\$299,842	-866	-15.8%	-32	-1.1%
Pain in throat and chest	818	\$68	\$55,411	161	\$108	\$17,323	194	\$62	\$12,064	217	\$112	\$24,346	-624	-76.3%	56	34.8%
Acute bronchitis	1,884	\$49	\$92,199	1,156	\$94	\$108,238	1,428	\$56	\$80,411	1,145	\$98	\$112,505	-456	-24.2%	-11	-1.0%
Nonsuppurative otitis media	1,107	\$54	\$59,362	267	102.514	27371.12	870	\$61	\$53,487	247	\$104	\$25,741	-237	-21.4%	-20	-7.5%
Bronchitis, not specified as acute or chronic	681	\$54	\$36,914	277	\$133	\$36,706	522	\$60	\$31,148	267	\$144	\$38,416	-159	-23.3%	-10	-3.6%
Cellulitis and acute lymphangitis	951	\$51	\$48,943	593	\$108	\$64,125	845	\$57	\$48,014	613	\$110	\$67,334	-106	-11.1%	20	3.4%
Gastro-esophageal reflux disease	1,358	\$64	\$87,129	37	\$106	\$3,925	1,257	\$67	\$84,439	64	\$111	\$7,102	-101	-7.4%	27	73.0%
Acute nasopharyngitis	1,187	\$61	\$72,122	336	\$102	\$34,389	1,092	\$65	\$71,233	304	\$108	\$32,772	-95	-8.0%	-32	-9.5%
Abdominal and pelvic pain	3,659	\$66	\$242,774	602	\$109	\$65,396	3,583	\$72	\$259,017	701	\$106	\$74,395	-76	-2.1%	99	16.4%
Cutaneous abscess, furuncle and carbuncle	406	\$60	\$24,534	214	\$117	\$24,940	339	\$68	\$22,978	266	\$117	\$31,075	-67	-16.5%	52	24.3%
Total Primary Care Treatable	17,549	\$56	\$986,410	6,584	\$103	\$675,970	14,762	\$62	\$918,369	6,733	\$106	\$713,528	-2,787	-15.9%	149	2.3%

For the latest 12 month period:

- Among the top 10 primary care treatable conditions in terms of utilization, the largest decreases in terms of volume of visits to primary care were noted for upper respiratory infections, throat and chest pain and acute bronchitis.
- There were large relative increases in visits to urgent care facilities for throat and chest pain and gastro-esophageal reflux disease.
- For these conditions, utilization declined by 15.9% for primary care and increased by 2.3% for urgent care.

*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* Apr. 2017 – Mar. 2018 and Apr. 2018 – Mar. 2019

Diagnosis Summary Group	Apr 17 - Mar 18						Apr 18 - Mar 19						Change: PCP Visits	% Change: PCP Visits	Change: 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 pharyngitis	6,670	\$57	\$380,568	4,759	\$97	\$461,633	5,668	\$67	\$377,375	5,173	\$101	\$524,298	-1,002	-15.0%	414	8.7%
Acute sinusitis	4,640	\$47	\$219,057	2,786	\$98	\$271,683	3,616	\$56	\$200,882	3,115	\$102	\$319,155	-1,024	-22.1%	329	11.8%
Conjunctivitis	896	\$47	\$41,779	758	\$99	\$75,239	745	\$58	\$43,052	768	\$104	\$79,971	-151	-16.9%	10	1.3%
Cough	2,930	\$55	\$162,471	1,079	\$91	\$98,396	2,711	\$58	\$158,310	1,569	\$99	\$155,259	-219	-7.5%	490	45.4%
Disorders of lipoprotein metabolism and other lipidemias	511	\$58	\$29,474	3	\$54	\$163	5	\$53	\$265				-506	-99.0%	-3	-100.0%
Dorsalgia	4,082	\$55	\$225,540	475	\$99	\$47,100	3,934	\$58	\$227,595	585	\$109	\$63,635	-148	-3.6%	110	23.2%
Encounter for other special exam w/o complaint, suspected or reported dx	592	\$297	\$175,784	12	\$79	\$952	370	\$236	\$87,300	15	\$76	\$1,147	-222	-37.5%	3	25.0%
Influenza due to unidentified influenza virus	879	\$49	\$42,849	676	\$111	\$75,233	419	\$70	\$29,378	506	\$121	\$61,094	-460	-52.3%	-170	-25.1%
Other and unspecified soft tissue disorders, not elsewhere classified	2,109	\$57	\$120,079	689	\$99	\$68,112	1,851	\$57	\$104,764	746	\$100	\$74,633	-258	-12.2%	57	8.3%
Other joint disorder, not elsewhere classified	3,856	\$62	\$237,368	751	\$95	\$71,341	3,700	\$65	\$241,793	895	\$103	\$92,385	-156	-4.0%	144	19.2%
Total Non-Emergent	27,165	\$60	\$1,634,968	11,988	\$98	\$1,169,852	23,019	\$64	\$1,470,713	13,372	\$103	\$1,371,575	-4,146	-15.3%	1,384	11.5%

For the latest 12 month period:

- Among the top 10 non-emergent conditions in terms of utilization, the largest decreases in terms of volume of visits to primary care were noted for acute sinusitis and acute pharyngitis and acute sinusitis. These decreases corresponded to an increase visits to urgent care for these conditions.
- There was a large increase in visits to urgent care facilities for cough (an additional 490 visits marking an increase of 45.4%).

*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* Apr. 2016 – Mar. 2019

Site of Service	Apr 16 – Mar 17			Apr 17 – Mar 18			Change		
	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount
Hospital Outpatient	11,925	\$13,600,722	\$14,116,912	12,328	\$15,769,031	\$16,290,828	403	\$2,168,310	\$2,173,917
Freestanding Facility	7,647	\$3,133,592	\$3,361,306	7,669	\$3,420,242	\$3,564,986	22	\$286,649	\$203,681
Total	19,572	\$16,734,314	\$17,478,218	19,997	\$19,189,273	\$19,855,815	425	\$2,454,959	\$2,377,597

Site of Service	Apr 16 – Mar 17			Apr 17 – Mar 18			Change		
	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount	Visits	Net Payment	Allowed Amount
Hospital Outpatient	12,328	\$15,769,031	\$16,290,828	11,689	\$17,311,739	\$17,973,723	-639	\$1,542,707	\$1,682,894
Freestanding Facility	7,669	\$3,420,242	\$3,564,986	7,489	\$3,223,556	\$3,325,216	-180	-\$196,685	-\$239,770
Total	19,997	\$19,189,273	\$19,855,815	19,178	20,535,295	21,298,939	-819	\$1,346,022	\$1,443,124

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

- Overall, utilization declined from 19,572 visits to 19,178 visits. The overall decline is attributable to a decline in the latest rolling year as visits to hospital-based facilities fell by 5.1% (639 visits) and visits to freestanding facilities fell by 2.3% (180 visits).

Net Pay per Visit by Site of Service Apr. 2016 – Mar. 2018

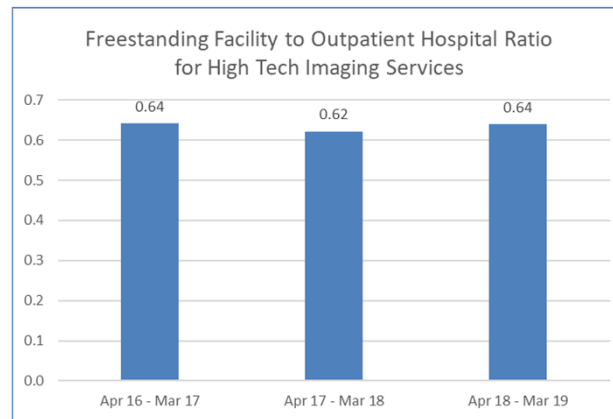
<u>Site of Service</u>	<u>Period 1 Apr 16 – Mar 17</u>	<u>Period 2 Apr 17 – Mar 18</u>	<u>Period 3 Apr 18 – Mar 19</u>	<u>Change Period 1 to Period 2</u>	<u>Change Period 2 to Period 3</u>
Hospital Outpatient	\$1,141	\$1,279	\$1,481	12.2%	15.8%
Freestanding Facility	\$410	\$446	\$430	8.8%	-3.5%

For high tech imaging visits during the three year period:

- Net pay per visit at hospital affiliated facilities increased from 1,141 to \$1,481 (an overall 29.8% increase).
- Net pay per visit at freestanding facilities increased initially, but declined by 3.5% to \$430 per visit in the most recent rolling year.

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

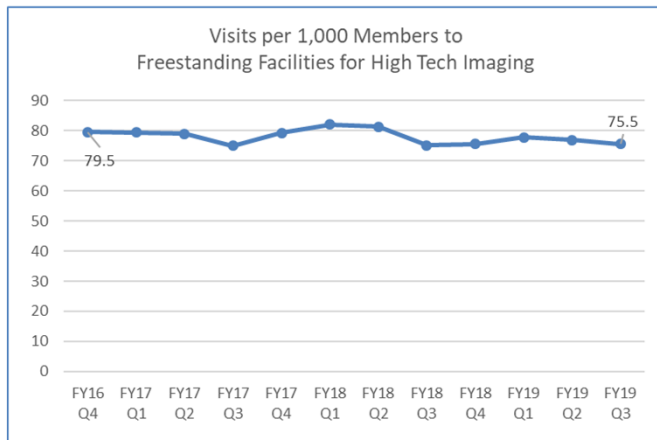
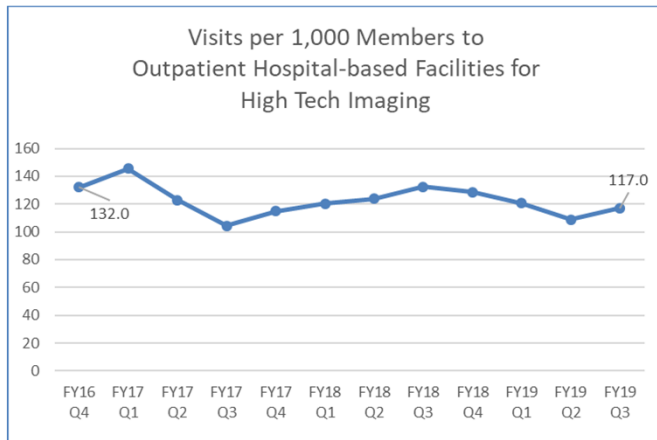
Total High-Tech Imaging Services	Period 1 Apr 16 – Mar 17	Period 2 Apr 17 – Mar 18	Period 3 Apr 18 – Mar 19	Change Period 1 to Period 2	Change Period 2 to Period 3
Net Pay Per Visit	\$855	\$960	\$1,071	12.2%	11.6%
Allowed Amount Per Visit	\$893	\$993	\$1,111	11.2%	11.8%



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

- Average combined costs per visit for high-tech imaging services increased by 25.3% (from \$855 per visit to \$1,071 per visit) on a net payment basis.
- During the three rolling year period, the ratio of visits to freestanding facilities to visits to hospital outpatient remained relatively stable.

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



For the latest quarter (January 2019 – March 2018):

- Visits per 1000 to hospital based facilities increased after 3 straight quarters of decline.
- Visits per 1,000 to freestanding facilities continued to trend marginally downward for the second straight quarter.

Hospital Affiliated Outpatient and Freestanding Facility Basic Imaging Utilization and Costs

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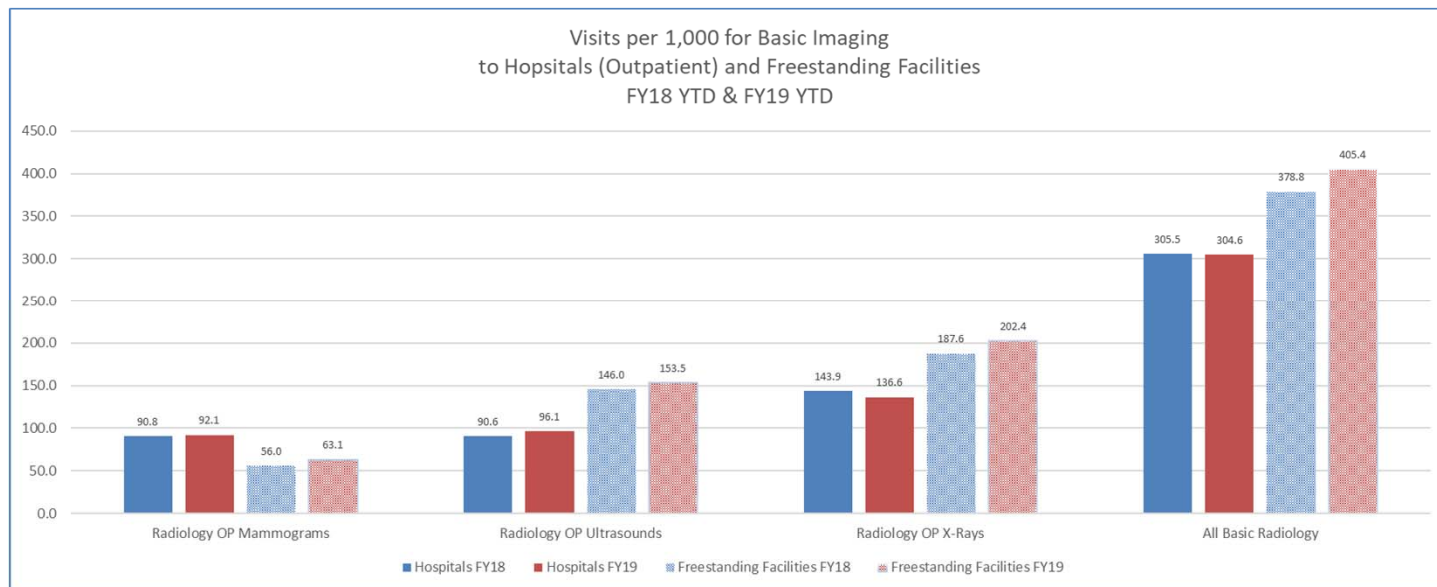
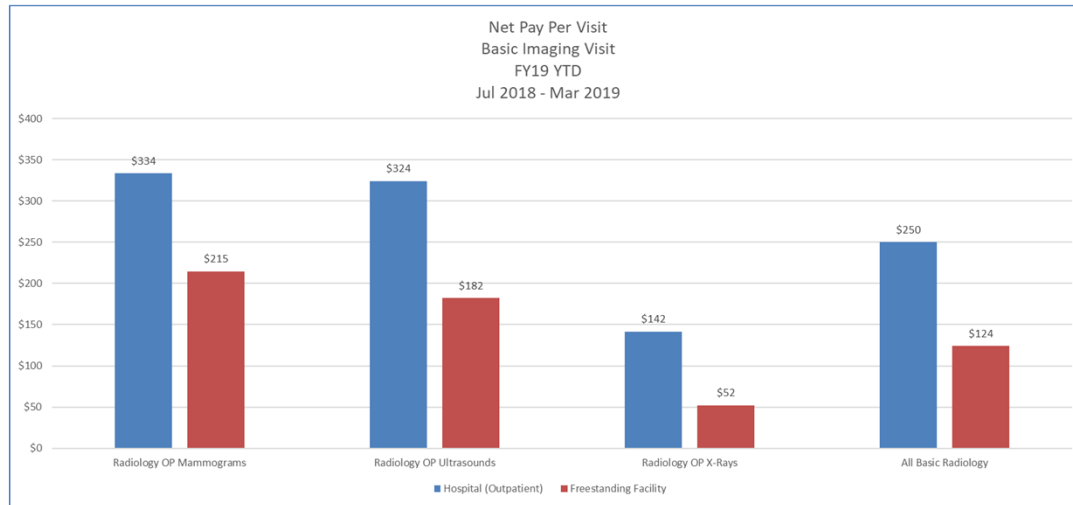


FY18 Baseline and FY18 YTD - FY19 YTD Basic Imaging Utilization and Cost by Site of Service and Service Category

		FY18 (Baseline Year)			FY18 YTD (Jul 2017-Mar 2018)		FY19 YTD (Jul 2018-Mar 2019)		Trend	
		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	6,639	\$239	6,779	\$334	2.1%	39.8%
	Ultrasounds	8,991	\$2,510,353	\$279	6,624	\$280	7,077	\$324	6.8%	16.0%
	X-Rays	13,994	\$1,525,672	\$109	10,527	\$107	10,058	\$142	-4.5%	31.9%
	Total	31,807	\$6,115,626	\$192	23,790	\$192	23,914	\$250	0.5%	30.3%
Freestanding Facility	Mammograms	5,487	\$947,053	\$173	4,094	\$172	4,650	\$215	13.6%	24.5%
	Ultrasounds	14,213	\$2,277,521	\$160	10,679	\$162	11,303	\$182	5.8%	12.7%
	X-Rays	18,710	\$769,149	\$41	13,722	\$41	14,904	\$52	8.6%	28.1%
	Total	38,410	\$3,993,723	\$103	28,495	\$105	30,857	\$124	8.3%	18.4%

For the first three quarters of FY19 (July 2018 – March 2019) compared to the first three quarters of FY18 (July 2017 – December March 2018):

- Visits to hospital facilities for basic imaging services increased by a half of a percent. This increase was mitigated by a 4.5% decrease in visits for x-rays.
- Visits to freestanding facilities increased by 8.3%.
- On a net pay per visit basis, average cost for mammograms and x-rays increased markedly for both outpatient hospital visits and freestanding facility visits.



Hospital Affiliated Labs and Preferred Labs Utilization and Costs

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

		FY18 (Baseline Year)			FY18 YTD (Jul 2017-Mar 2018)		FY19 YTD (Jul 2018-Mar 2019)		Trend	
		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	16,406	\$113	15,939	\$117	-2.8%	3.4%
	Hematology	14,558	\$513,816	\$35	10,869	\$35	10,577	\$35	-2.7%	-0.4%
	Immunology	3,610	\$433,865	\$120	2,732	\$118	2,595	\$126	-5.0%	6.3%
	Microbiology	7,448	\$932,581	\$125	5,857	\$132	5,688	\$154	-2.9%	16.9%
	Pathology	5,320	\$1,161,025	\$218	3,985	\$219	4,313	\$206	8.2%	-5.7%
	Urinalysis	1,843	\$46,209	\$25	1,376	\$20	1,307	\$22	-5.0%	11.5%
	Total	54,841	\$5,593,221	\$102	26,649	\$171	25,980	\$177	-2.5%	3.8%
Preferred Lab	Chemistry	61,498	\$1,940,949	\$32	45,517	\$31	48,763	\$31	7.1%	0.5%
	Hematology	23,430	\$140,564	\$6	17,259	\$6	18,606	\$6	7.8%	1.5%
	Immunology	12,283	\$437,737	\$36	9,082	\$35	9,752	\$36	7.4%	0.6%
	Microbiology	23,836	\$1,072,832	\$45	17,946	\$45	19,090	\$47	6.4%	4.9%
	Pathology	9,102	\$698,136	\$77	6,757	\$79	6,948	\$76	2.8%	-4.9%
	Urinalysis	11,974	\$38,066	\$3	8,926	\$3	9,509	\$3	6.5%	0.4%
	Total	142,123	\$4,328,285	\$30	65,805	\$50	70,047	\$50	6.4%	0.9%

For the first three quarters of FY19 (July 2018 – March 2019) compared to the first half of FY18 (July 2017 – March 2018):

- There was an overall 2.5% decrease in outpatient visits to hospitals for lab services with visits for chemistry, hematology, immunology, microbiology and urinalysis lab services contributing to the downward trend.
- On a net pay per visit basis, average cost for lab services increased by 3.8% for outpatient visits to hospitals and by just under one percent for visits to independent preferred labs.

