



# How many members are in line to become high cost?

## Chronic and complex medical conditions can put members at greater risk. Identify them before they cross the line.

How many surprises will you find in your top 5%? If your current predictive model is under-performing, you could be in for an expensive surprise. Once the costs are incurred, your chances to mitigate them are gone.

Chronically ill, medically complex, and functionally compromised patients account for up to 75% of healthcare spending in any given year. The top 2% may be on your radar, but did you know the top 5% consume nearly 50% of annual healthcare resources?\*

The healthcare needs of this population are also likely to be more manageable when identified early.

Arm your medical management staff with the top-performing health risk assessment models in the industry. Milliman Advanced Risk Adjusters (MARA) is better suited for predicting risks at the high end of the cost spectrum. In an independent analysis of health risk assessment results for a large commercially insured health plan, MARA outscored a nationally recognized predictive modeling vendor by providing models that offer broader risk score ranges. In addition, MARA offers more intelligent scoring and clinical risk drivers to help you make better, more confident decisions about managing your population.

## We'll help you identify the members that have the biggest impact on your bottom line.

Prospective model using medical and pharmacy data	Average Risk Score	Model Predicted Score (Most Expensive Case)	Predicted costs for the most expensive case
Risk Adjuster A	1.0	50.1	\$220,000 (11%)
Milliman MARA DxAdjuster	1.0	<b>285.3</b>	\$1,222,000 (61%)
Milliman MARA CxAdjuster	1.0	<b>315.5</b>	\$1,348,000 (67%)

Other risk adjusters predicted only 11% of actual spending for the most expensive member while MARA's models performed significantly better, predicting 67% of actual costs for this member. MARA results gave the client the confidence it needed to switch risk adjusters.

**If you want greater confidence in your predictions, choose MARA. To learn more, please contact [MARA@Milliman.com](mailto:MARA@Milliman.com) or call 203.256.9900.**

\* Agency for Healthcare Research and Quality, Percent of Total Health Care Expenses Incurred by Different Percentiles of U.S. Population: 2002. <http://www.ahrq.gov/research/findings/factsheets/costs/expriach/expriach1.html>