

ASSESSMENTS and ASSESSMENTS Plus Prospective Assessments Program



The Cognisight Assessments Program is a targeted, multi-dimensional in-home evaluation by a CMS approved health care provider that accurately reflects the health status of your member and provides an opportunity to improve health plan quality measures.

While the Assessments Program is a comprehensive clinical service that simultaneously generates significant financial impact, it is also designed to meet both CMS and state requirements for diagnosis coding submitted for risk adjustment and clinical information to assess compliance with quality measures. The Cognisight assessment is unique in that it is not only a prospective risk-adjustment management solution, but it also offers the unparalleled ability to address pertinent quality measures for participating members.

As a client centric, provider owned organization, Cognisight is focused on offering high quality care and care management programs to those members of health plans that need it the most. That mission is visible throughout the assessments process as well. The Cognisight provider, who can be a physician, nurse practitioner or physician assistant, visits the member wherever they happen to reside to conduct this comprehensive medical evaluation that captures all of the member's health characteristics and provides a complete picture of their health status.

Improves quality, enables care management and optimizes revenue!

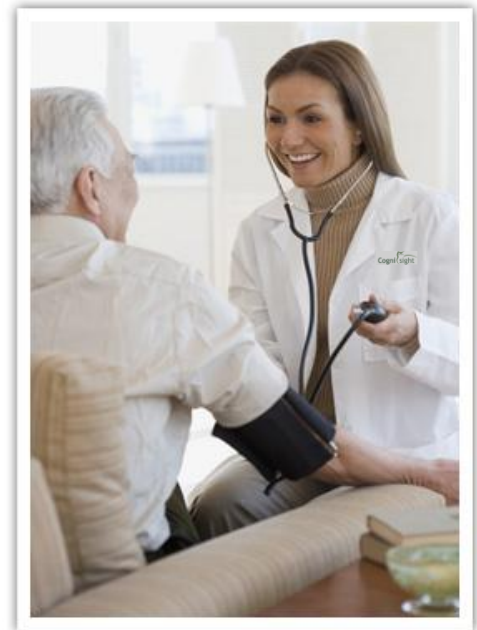
Cognisight works collaboratively with our clients to determine which members to target for assessments. Common criteria for member selection include:

- High probability of lapsed or under coding (based on claims analysis)
- Lack of PCP or health care system interaction for an extended period
- High-risk member based on risk score or past utilization
- New member to health plan
- Regulatory requirements
- Gaps in care (unmet quality measures)
- Care plan creation

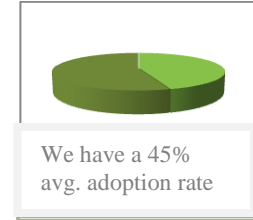
Member-Specific Data Analysis

Using claims and other specific data points, Cognisight creates an abstract of current active diagnoses and medications as well as recent procedures and hospitalizations. When multi-year claims data is available, diagnoses identified in a previous year but not yet submitted in the current year are identified as “expiring” diagnoses. In addition, possible or “suspect” diagnoses are identified by applying a series of logical algorithms to the available data. At the health plan's request, gaps in care that negatively impact the health plan's HEDIS scores and CMS' Five Star Quality Rating System may also be identified and highlighted for the clinician prior to the visit.

As a solution driven organization working with dozens of health plans across the country, Cognisight understands that each health plan has a specific manner in which it would like to work. Cognisight does nothing in a cookie-cutter fashion. Each of our programs are specific to each health plan partner. How we determine who is a good target for an assessment is something that the two organizations will do together. Cognisight can make clearly defined suggestions and provide direction but at the end of the day, the health plan needs to be an integral participant in the process.



ASSESSMENTS and ASSESSMENTS Plus Prospective Assessments Program



Engagement

The Cognisight Centralized Engagement Center has proven to be one of the most effective tools for the success of the Assessments Program. The highly trained and professional staff is charged with securing appointments and gaining the trust of the member, which can be a difficult and unwieldy task for the less experienced. The Cognisight Centralized Engagement Center targets Medicare Advantage participants and educates them about WHO Cognisight is, WHAT we are there to do, WHY we are calling and why the health plan is offering such a benefit.

Our Targeted Visit Includes:

- A comprehensive medical history
- A multi-dimensional needs assessment, with specific attention to physiological, psychosocial, behavioral, functional and environmental needs, including assessment of caregiver/family support and medication review
- A targeted physical examination
- Specific screening tools employed at the health plan's request, such as formal depression, mental status and fall risk screening, ankle:brachial indices, and monofilament sensation testing
- Documentation of active diagnoses and relevant historical diagnoses
- Documentation of the member's current treatment plan for each of the captured diagnoses all in an electronic capture format

Risk Adjustment Data Validation Ready:

- Cognisight clinicians are responsible for thorough and relevant documentation of member clinical status
- Actual ICD-9-CM coding is performed by certified coders, based solely on the provider's note and any laboratory data available
- A multilevel QA process ensures accurate, reproducible coding

Deliverables:

- Individual encounter data (\$0 statistical claims or actual claim for adjudication) transmitted electronically either directly to the plan or the plan's preferred claims clearinghouse
- Summary RAPS files submitted to the plan in the preferred format and intervals
- Electronic copy of the assessment to the health plan
- Electronic copy of the assessment to the member's preferred physician or PCP
- Summary of findings with a "Suggestions to Talk About With Your Physician" form left with member at close of visit

ASSESSMENTS and ASSESSMENTS Plus Prospective Assessments Program



Assessments Plus

As a provider owned, solutions based organization, Cognisight is leading the way in delivering new and innovative services that focus on the needs of the member AND the health plans. To that point, Cognisight has expanded the Assessments Program to include a deeply clinical approach through the introduction of *Assessments Plus*.

Assessments Plus is designed for those plans that find there is a gap in care for the most vulnerable and needy members, an increased focus on Star Rating and HEDIS, or because it is the just the right thing to do.

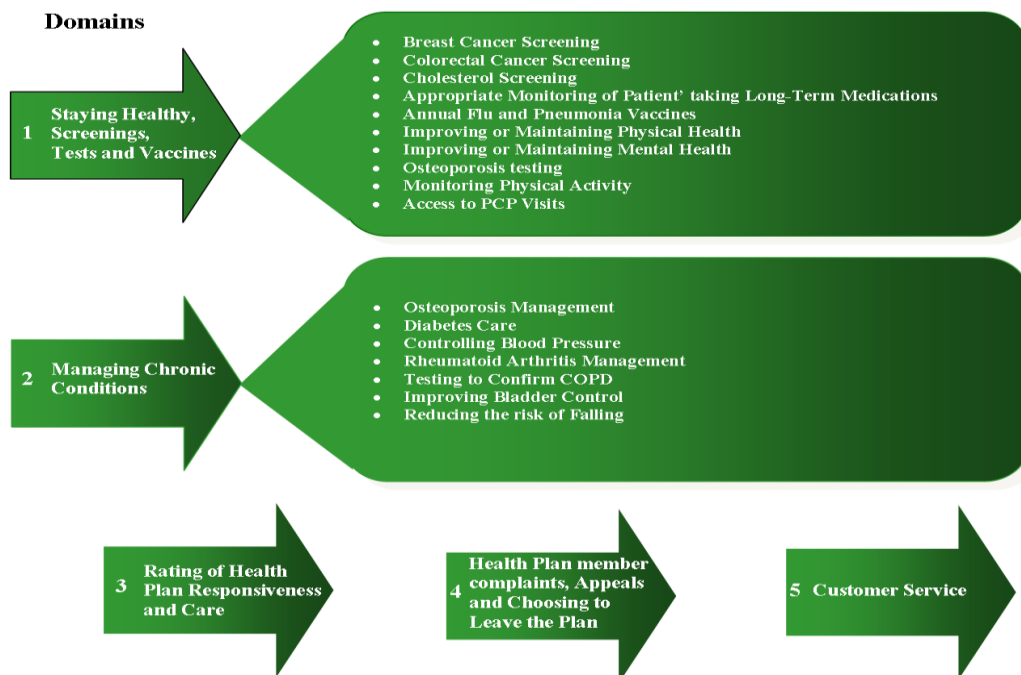
Taking advantage of industry leading engagement rate for Assessments, Cognisight can:

- Capture additional clinical information to address HEDIS measures and other Star Rating elements and their selected clinical measures
- Perform or schedule laboratory tests and other tests and procedures and administration of vaccinations to close gaps in care, such as:
 - Influenza and/or pneumococcal vaccines
 - Glycohemoglobin and urinary microalbumin tests on diabetics
 - Fecal occult blood testing
 - Scheduling fasting lipid panels and serum drug levels
 - Scheduling mammograms, glaucoma screens, diabetic retinal exams, bone density screens
- Provide copies of laboratory and other test results to member and member's designated physician
- Same-day clinical review and action as appropriate for "critical" test results

CMS 5 Star Rating System

Often referred to as the new "risk adjustment" for Medicare Advantage plans, the CMS 5 Star Rating System's 5 domains allow health plans to improve quality and outcomes by delivering opportunities for care, monitoring and gathering data and encouraging member participation. Cognisight is uniquely qualified to significantly impact at least two of those domains directly and the other three indirectly as the Cognisight providers will represent the health plan in a direct, face to face environment.

Assessments Plus Impact on Star Rating Metrics



ASSESSMENTS and ASSESSMENTS Plus Prospective Assessments Program



Unparalleled Benefits

Quantifiable ROI for both clinical quality and financial initiatives!

- Provides a clinical baseline for the purpose of enhanced care planning
- Quickly establishes a risk profile of new members
- Provides a measureable improvement in revenue
- Accurate resource planning

Cognisight's experience in reviewing member-level data prior to an assessment ensures that the Provider will be fully aware of what to look for initially and what other opportunities there might be to enhance member care. Cognisight will only take credit for those codes that are submitted exclusively by Cognisight.

While results may vary slightly from health plan to health plan it is not unusual for a Cognisight client to achieve a 5X to 10X ROI.

We are happy to answer any questions you have about our services. For more information, please contact Steve Coan, Vice President of Business Development at 585.662.4294 or scoan@cognisight.com

Cognisight, LLC. it all adds up to better health care

Cognisight™ is a limited liability corporation focusing on clinical process and financial innovations that enable our clients to improve the quality of health care while maximizing efficiency and revenue. We were founded by senior executives from Greater Rochester Independent Practice Association (GRIPA).

Our organization understands your business. We are physicians, hospitals, Medicare and Medicaid policy and process experts, certified coders, case managers, clinical analysts, actuaries, disease management leaders, CPAs, and technology innovators.

We understand you, we understand your members, and we can help.

Our corporate offices are located in Rochester, NY. We provide our services to Medicare Advantage organizations throughout the United States.