



# Mosaic for Accountable Care Organizations

Built on Medicare’s most recent and complete set of claims data for 60M+ patients, Mosaic’s proprietary analytics offer insights across the patient care continuum so you can thrive in value-based care.

## HOW CAN MOSAIC BENEFIT YOUR ACO?

### Define and understand your current network

- Discover where your assigned beneficiaries receive care at the care setting and provider level
- Optimize in-network referral pathways
- Identify and reduce out-of-network utilization

### Optimize your preferred partner network

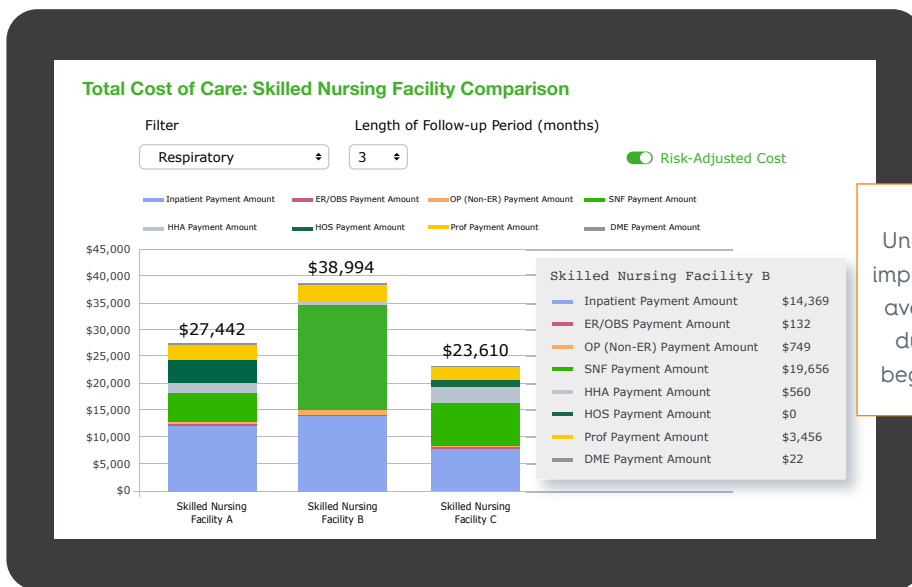
- Align with the right post-acute providers to improve quality and utilization while reducing total cost of care
- Target and recruit high-value clinicians

### Evaluate clinical and financial outcomes

- Compare metrics for providers in your service area
- Assess network deficiencies to better serve your beneficiaries across the continuum of care

### Manage relationships and performance

- Create a data-driven culture that rewards quality and cost improvement
- Drive accountability with standardized KPIs



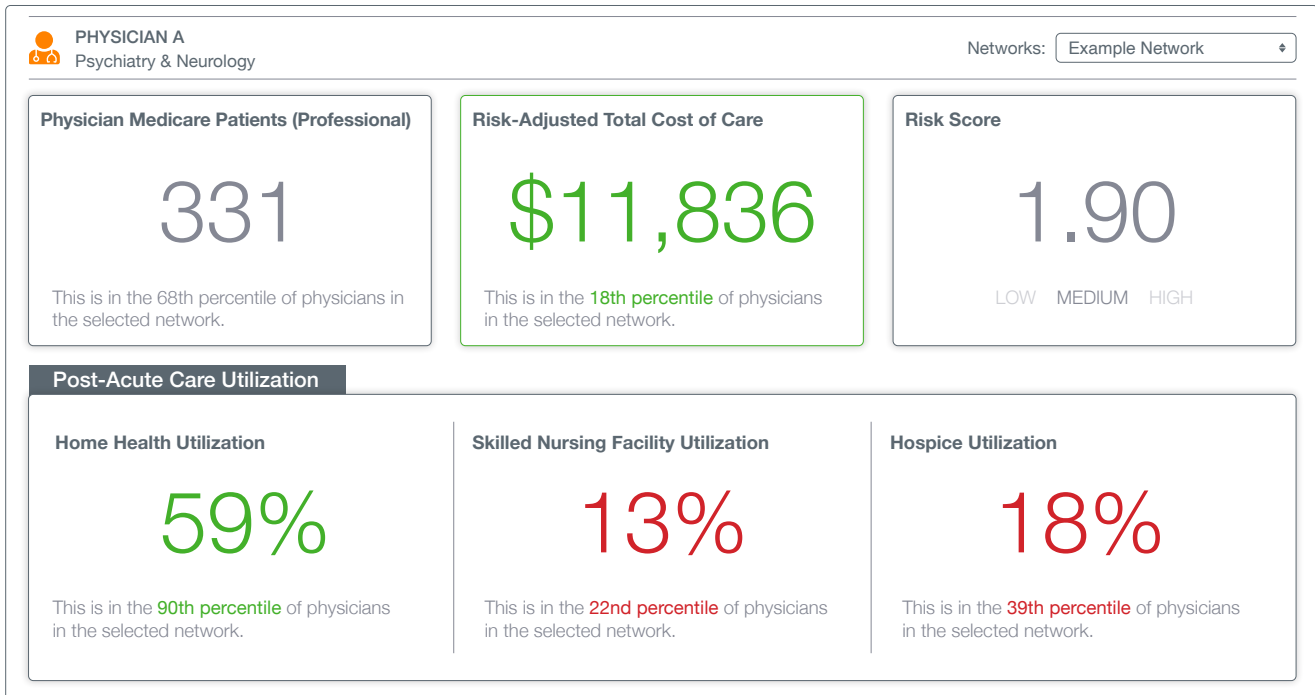
Understand how post-acute providers impact downstream costs. Compare the average total cost of care per patient during a selected follow-up period, beginning with care setting admission.

### Key Observations for Respiratory Patients During a Three-Month Follow-up Period

- SNF B’s total cost of care is approximately \$15k higher than SNF C’s and \$11.5k higher than SNF A’s.
- Inpatient payment amounts for SNF B are nearly 75% higher than for SNF C.
- SNF B is utilizing home health at a much lower rate than SNFs A and C, which may account for higher rates of ER visits and inpatient stays for its patients.

## Physician Insights

Evaluate potential physicians to partner with based on your beneficiaries' characteristics and needs.



## Physician Sources

View physician referral patterns for specific post-acute care providers.

**HOME HEALTH AGENCY A**

Physician Name	Specialty	Total Patients – This HHA	Market Share	Patient Admits			
				2019 Q1	2019 Q2	2019 Q3	2019 Q4
Physician A	Cardiology	887	57.37%	183	285	276	240
Physician B	Physical Surgery	380	59.19%	79	118	115	105
Physician C	Cardiology	225	9.82%	35	66	67	69
Physician D	Podiatry	204	45.64%	66	54	49	40
Physician E	Family Medicine	169	39.67%	37	38	56	44
Physician F	Physical Medicine & Rehab	162	66.94%	38	47	41	44
Physician G	Internal Medicine	144	29.75%	36	28	42	39
Physician H	Physical Medicine & Rehab	142	60.94%	37	37	36	38
Physician I	Cardiology	140	61.13%	24	45	40	36
Physician J	Physical Medicine & Rehab	130	48.87%	32	36	35	33

## About Trella Health

Trella Health provides acute, ambulatory, and post-acute organizations with the most complete picture of care activity in their service areas. As one of only a few companies in the country deemed an Innovator under the Centers for Medicare and Medicaid Services' Virtual Research Data Center Program, Trella has access to 100% of Medicare Part A and Part B claims data. Trella analyzes 1.2 billion claims annually and presents relevant insights to nearly 10,000 users so they can build higher performing care networks, serve more patients, and reduce the cost of care.

To schedule a call or see Mosaic in action, visit [trellahealth.com](http://trellahealth.com)