

Medicare Advantage Revenue Management and Reporting



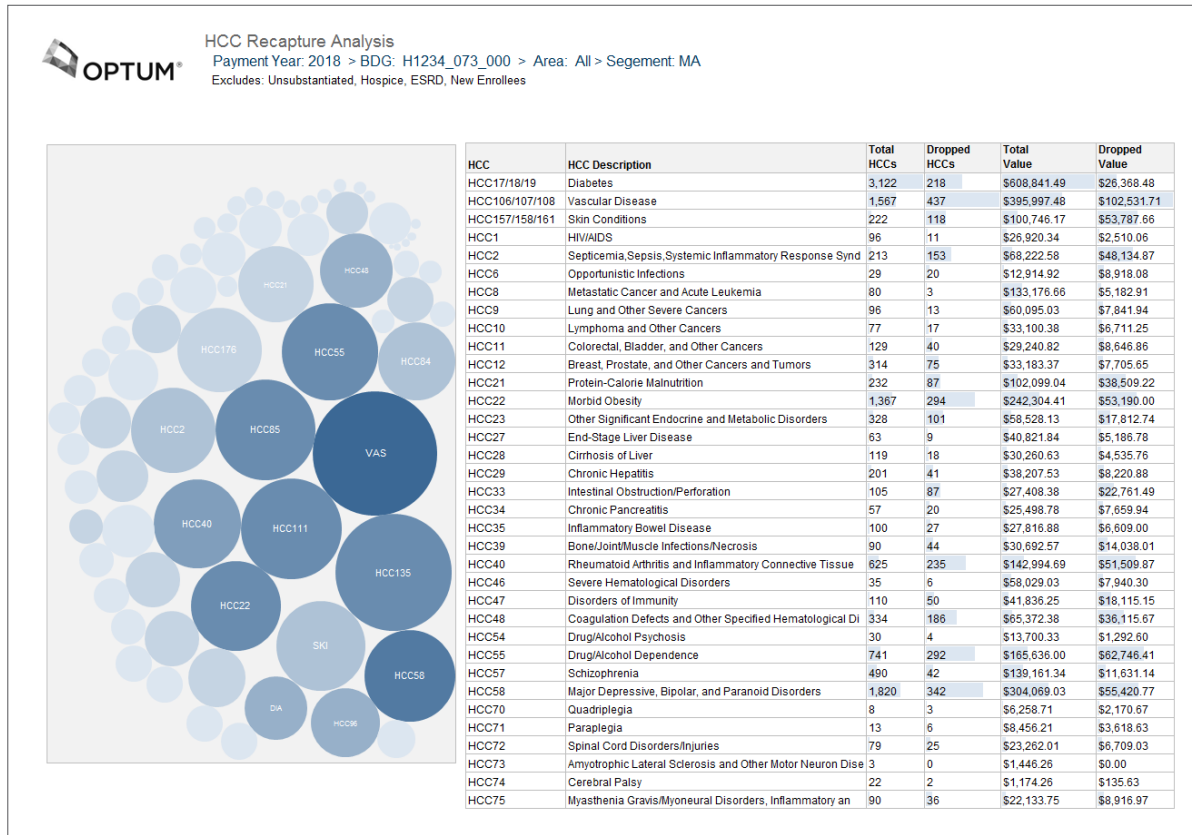
The Medicare Advantage Revenue Management & Reporting (RMR) solution helps health plans optimize the revenue cycle for Medicare Advantage (MA) products, both Part C and Part D. Medicare's risk-adjusted revenue cycle is a complicated process involving multiple transfers of data and extensive rules and regulatory requirements. MA plans need expert analytic and operational support to maintain compliance with revenue-cycle requirements and ensure accurate, timely and complete MA risk-adjusted revenue documentation.

The RMR solution combines the detailed analytics and rigorously developed methodologies health plans need — to ensure accuracy and compliance in revenue reporting and to maximize results by identifying the gaps in MA plan processes and documentation. Addressing the gaps can help plans ensure that quality care is provided to their members, unnecessary costs are reduced and the revenue cycle is optimized. RMR helps plans — or their risk adjustment and coding vendors — achieve these goals by identifying member-specific, actionable information that allows plans to take the steps necessary to directly address coding and funding gaps.

Medicare Advantage challenges

- Monitoring revenues and risk scores
- Projecting ultimate revenues and risk scores
- Risk score vendor management and evaluation
- Comparison of plan's HCC prevalence to benchmarks
- Identifying missing HCCs
- Producing actionable information on how to improve coding accuracy and completeness

RMR provides the insights health plans need to address these challenges.



Combining financial and operational analytics

The RMR solution is based on the Optum Medicare data warehouse and analytic platform. Developed by experienced Medicare actuaries and other risk-adjustment experts, the platform efficiently manages all the data elements relevant to Medicare revenue, including RAPS, EDS, MOR and MMR data. The platform is kept up to date with the most recent risk models and ensures compliance with all rules and regulations.

Based on a solid platform, the RMR solution provides health plans with the accurate and timely analytics necessary to execute effectively on several revenue management functions, including:

- **Financial valuation:** Measure the revenue impact of RAPS and EDS submissions by vendor and underlying initiative.
- **Financial forecasting:** Project risk scores and revenue by month through the end of the sweep cycles, based on available data.
- **Vendor/initiative evaluation:** Measure the effectiveness of specific initiatives, such as chart review or retrospective review, or measure the ROI of your risk adjustment vendors.
- **HCC Recapture:** Identify potential gaps in care or dropped diagnosis codes between data collection periods.
- **HCC prevalence benchmarking:** Compare HCC prevalence by provider or by subgroups of your member population and compare your plan’s performance relative to benchmarks.
- **Analyze differences in risk models:** Compare risk scores for all applicable risk adjustment models: HCC, RXHCC and ESRD-HCC, and data sources RAPS, EDS and blended.

The RMR solution and Optum risk adjustment expertise provide MA plans with a ready-made essential component for successful risk assessment and an invaluable tool in identifying opportunities for revenue optimization. Further, individual modules can be purchased separately, so the tool can be adapted to those specific aspects of the revenue cycle process that are needed by your plan, thereby avoiding unnecessary costs.

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The core of the RMR solution is an Excel-based decision-support tool. Consisting of customizable and dynamic exhibits, the decision-support tool provides the detailed analytics and drill-down capability to identify gaps and opportunities. The exhibits are designed by actuarial and risk-adjustment experts and are based on rigorously developed methodologies and techniques. Supplementing the core decision-support tool are target lists that identify the specific enrollees and their providers for which gaps in care or uncaptured diagnoses may be present. This information allows plans to take specific steps to directly address these gaps.

Optum risk-adjustment expertise and the RMR solution can assist a health plan that has questions about the efficacy of its current revenue cycle management or needs empirically supported, actionable solutions to remedy its processes. RMR will optimize your Medicare revenue, improve compliance with federal regulations and, most importantly, maximize the value and quality of care your members receive.

Learn how Optum Advisory Services can support your revenue management and reporting processes.

Visit: [optum.com](https://www.optum.com)

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