



# Group Risk Analytics

OPTUM ADVISORY SERVICES

After a prolonged static period, a radical change in health care underwriting is rapidly advancing. The evolution of artificial intelligence and machine learning, combined with new intelligence and data sources, is infusing data and technology into everyday decision-making. It's a sophisticated and strategic approach to managing your business.

## What is Group Risk Analytics?

Optum® Group Risk Analytics provides an advantage to payers by predicting future risk, enabling competitive premium rates on the most attractive groups. We use de-identified, third-party data — including medical and pharmacy — and proprietary risk scoring to enable payers to better assess the risk of prospective employer group customers.

Group Risk Analytics assigns relative prospective risk values to new business groups based solely on the census of members quoted. It goes a step further by providing context, with each group's risk score accompanied by a variance assessment that reflects the breadth and depth of data. This is especially important at the smaller end of the large-group market, where claims experience is often not available.



### Secure, simple, streamlined

Leveraging our industry-leading Symmetry Risk Engine predictive models, Group Risk Analytics is fully HIPAA-compliant. It's a seamless solution, calibrating with renewal underwriting manuals and formulas and integrating with the Optum StepWise® platform. To better inform pricing decisions, the solution provides the variance of a group's risk score. Results and analysis are returned in minutes, and it offers detailed operational reporting.

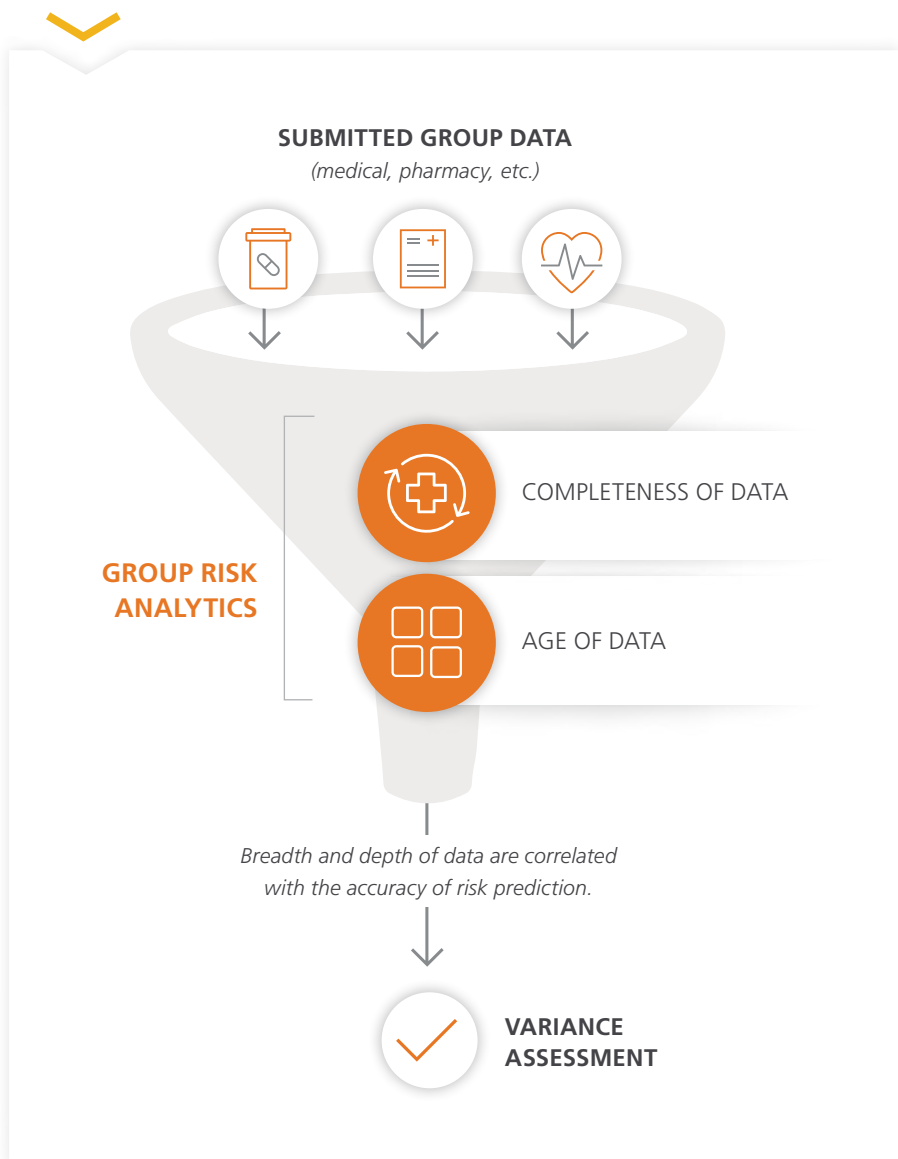


### ADVANTAGES

- Uses medical and pharmacy data, including specialty pharmacy
- Provides context with risk score variance
- Operates on our Symmetry Risk Engine and integrates with our StepWise platform
- Offers competitive pricing with volume-based discounts
- Calibrates with renewal underwriting manuals and formulas
- Improves performance time
- Provides best practice consulting

# Actionable group-level results measure risk and provide context

Group Risk Analytics calculates the variance for each group's risk score based on the breadth and depth of data that informs the scoring. This allows for more refined pricing than could be done with a risk score alone.



## REPORTING FEATURES

*System usage reports:*

- Volume by case
- Volume by membership
- Quote response times

*Operational reports show quantity of groups quoted and risk level categorized by:*

- Volume by case
- Volume by membership
- Quote response times

## A winning edge

Group Risk Analytics helps improve financial and operational performance. Case in point: Using unbiased bid simulations of groups of five or more, Group Risk Analytics outperforms manual rating by up to 15%.

### Getting started with Group Risk Analytics

We can begin by providing preliminary pharmacy and medical match rates for a set client population, if appropriate census data is available. This will show what information is available to inform the risk assessment of your specific population.

Implementation includes training and access to the Group Risk Analytics solution. To meet your specific needs, we can also recommend calibration options and use of the risk score output.



### IMPROVE FINANCIAL AND OPERATIONAL PERFORMANCE

- Lower cost for new business acquisition
- Rapid turnaround time
- Greater accuracy for new business quotes
- Enhanced new business quote monitoring

### ABOUT OPTUM

Optum is a leading health services innovation company dedicated to helping make the health system work better for everyone. With more than 160,000 people collaborating worldwide, Optum combines technology, data and expertise to improve the delivery, quality and efficiency of health care.

**Learn how Optum Advisory Services can help you determine and reach your organization's goals.**



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