



ValidationInstitute

2022 Validation Report

Review for: Apta Health
Validation Achieved: Savings
Valid through: March 2023

Company Profile



Category:	Care Coordination
Website:	http://www.apta-health.com
Public or Private:	Private
Year Established:	2014
CEO:	Michael E. Poelman
Company contact:	info@apta-health.com

Description:

Apta Health is the first company of its kind to offer self-funded Guided Healthcare to midsize employers, creating a comprehensive solution that makes self-funding easy and takes care of members at the same time. **Apta Health** offer benefits, that were historically only offered to Fortune 500 companies, to mid-market employers. By leveraging their best-in-class Guided Healthcare programs, **Apta** offer solutions that fit the needs of companies looking to make the switch to high-performance benefit plans. Report a 94% member satisfaction rate after implementing **Apta Health**.

Claim Assertion for Validation

Groups that use Apta's Care Coordination services have lower than industry average cost increases, year-to-year.

Method / Calculation / Examples

The analysis calculated the Per Employee Per Month (PEPM) medical and pharmacy costs for a 12-month baseline period before Apta services began, and for two later 12-month periods.

Four credible sources of health insurance rate trends were summarized for the 2016 - 2019 period. See Table 1. Since the employers' baseline years ranged from 2016 to 2019, the average industry trend for the 2016 to 2019 period was taken. To set a low and a high industry trend, the standard deviation was added (or subtracted) from the average.

The PEPM cost was set at \$100 for the baseline period.

Published Health Insurance Rate Increases

	2016	2017	2018	2019
Aon	8.1%	8.2%	8.4%	7.8%
WTW	9.1%	6.7%	7.1%	7.6%
PWC	6.2%	5.5%	5.7%	5.7%
Segal	6.8%	6.7%	6.6%	7.5%
Average 2016 - 2019				7.1%
Standard deviation				1.02%

Findings & Validation

Chart 1 shows Apta Health clients' actual PEPM medical and pharmacy costs from a baseline year and two subsequent years. The industry trend shows what the PEPM would have been if Apta clients' costs had risen by the industry average trend for two consecutive years.

In Year 1, Apta groups beat the industry rate trend by \$8 to \$10 dollars PEPM; in Year 2, the savings was \$10 to \$14 PEPM.

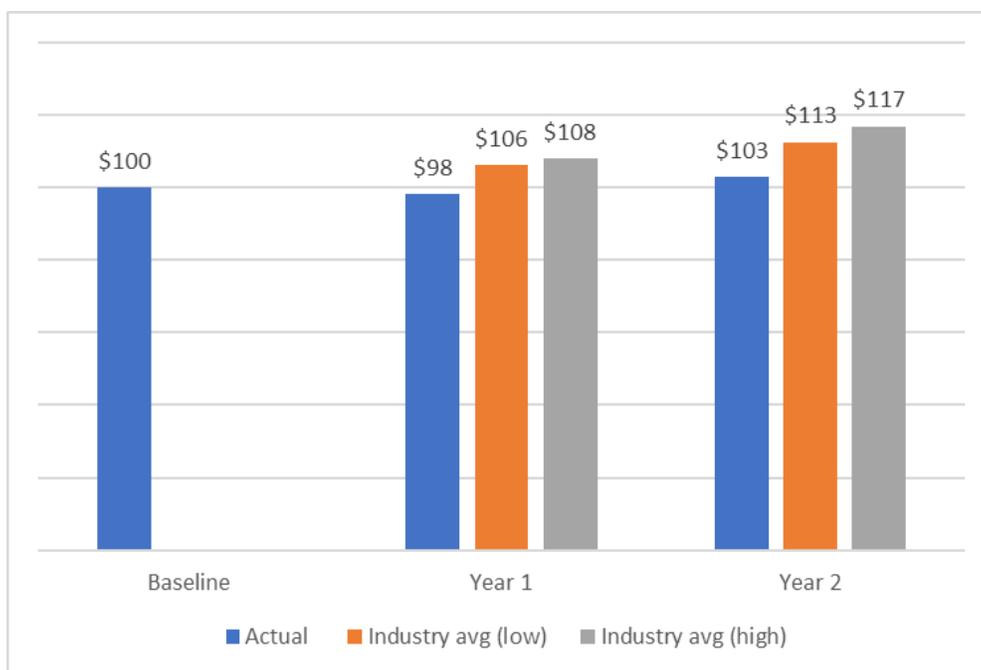


Chart 1

Limitations

By blending different time periods together, the analysis reduces the effect of the pandemic. For example, an employer's Year 1 could have occurred in 2020 when use of medical services decreased; this employer's PEPM would pull down the PEPM for the entire cohort.

Works Cited

Data Sources: Industry Rate Trends

Aon	https://aon.mediaroom.com/2016-12-15-Global-Medical-Costs-Expected-to-Increase-in-2017-Despite-Lower-Rates-of-Inflation
Aon	https://insights-north-america.aon.com/research/2020-global-medical-trend-rates-report?utm_source=Aoncom&utm_content=Ceros%20Page%20Download%20Report&utm_campaign=2020%20Global%20Medical%20Trend%20Rates&utm_medium=Organic
PWC	https://www.pwc.com/us/en/industries/health-industries/library/behind-the-numbers.html
Segal	https://www.segalco.com/media/1781/trend-survey-2016.pdf
Segal	https://www.segalco.com/consulting-insights/archive/reports-and-surveys/2016/2017-health-plan-cost-trend-survey
Segal	https://www.segalco.com/media/1667/me_trend_survey_2019.pdf
Segal	https://www.segalco.com/media/1664/segal_trend_survey_2020.pdf
Willis Towers Watson	https://www.moncey-assurances.com/doc/TW-2016.pdf
Willis Towers Watson	https://www.wtwco.com/-/media/WTW/Insights/2018/11/2019-global-medical-trends-survey-report.pdf?modified=20181102215254

Validation and Credibility Guarantee

Apta Health's care coordination services achieved validation for **Savings**. Validation Institute is willing to provide up to a \$25,000 guarantee as part of their Credibility Guarantee Program. To learn more, visit <https://validationinstitute.com/credibility-guarantee/>

Savings

Can reduce health care spending per case/participant or for the plan/purchaser overall.

Outcomes

Product/solution has measurably improved an outcome (risk, hba1c, events, employee retention, etc.) of importance.

Metrics

Credible sources and valid assumptions create a reasonable estimate of a program's impact.

Contractual Integrity

Vendor is willing to put a part of their fees "at risk" as a guarantee.



Validation Expiration: March 2023

CERTIFICATE OF VALIDATION

Applicant:

Apta Health

11755 E. Peakview Ave, Suite 250
Englewood, Colorado, 80111

Product:

Apta Health's care coordination services

Claim:

Groups that use Apta's Care Coordination services have lower than industry average cost increases, year-to-year.

Validation Achieved:

Validated for Savings

Validation Award Date:

August 2022

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Validation Institute

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About Validation Institute

Validation Institute is a professional community that advocates for organizations and approaches that deliver better health value - stronger health outcomes at lower cost. We connect, train, and certify health care purchasers, and we validate and connect providers delivering superior results. Founded in 2014, the mission of the organization has consistently been to help provide transparency to buyers of health care.

Validation Review Process

Validation Institute has a team of epidemiologists and statisticians who review each program. The team focuses on three components:

- Evidence from published literature that a similar intervention had similar results.
- The reliability and credibility of the data sources.
- The rigor of the approach to calculating results.

To achieve validation, the program has to satisfy each of these components. VI's team then summarizes the review into a report which is publicly available. Details of VI's review are available with the program's permission.