



ValidationInstitute

2020 Validation Report

**Review for: Ault International Medical
Management (AIMM)**

Validation Achieved: Level 3 - Metrics

Valid through February 2021



Company Profile



Category:	Care Management
Website:	http://aim-m.com
Public or Private:	Private
CEO:	Deb Ault
Company contact:	info@aim-m.com

Description:

AIMM builds medical management programs to the unique specifications of each individual group. By understanding the client's culture, population, goals, objectives, and budget, **AIMM** formulates a medical management strategy that is the best possible fit for them, and will generate the results they need to achieve. Tweaking and modifying the program as services progress ensures optimal success. All AIMM services are centered on the concepts of being patient-centric, comprehensive, holistic, and fully integrated. **AIMM** understands that the most effective, most well received, medical management programs are "Patient Centric". Therefore, **AIMM's** programs focus on identification of patients who could benefit from the individualized attention and assistance of a professional Nurse in controlling their health condition(s).





Claim Assertion for Validation

AIMM provides a team of nurses and doctors who work closely with patients to navigate, select, and coordinate their care. **AIMM** helps patients choose high quality, cost effective care through its programs for utilization management, care management, maternity, transplants, tele-triage, and acute care. Members are also identified through claims data mining and predictive risk modeling, so interventions can be deployed before high-intensity services are needed.

Employer clients select the level of care management they desire. The level of care management is based upon Milliman Care Guidelines and vary according to the stringency of the controls. The overall goal is to reduce their Per Employee Per Year (PEPY) cost while improving the patients' quality of care.



Method / Calculation / Examples

The PEPY cost in the second or later year of the **AIMM** program was calculated, including all employees covered by the plan.

Findings & Validation

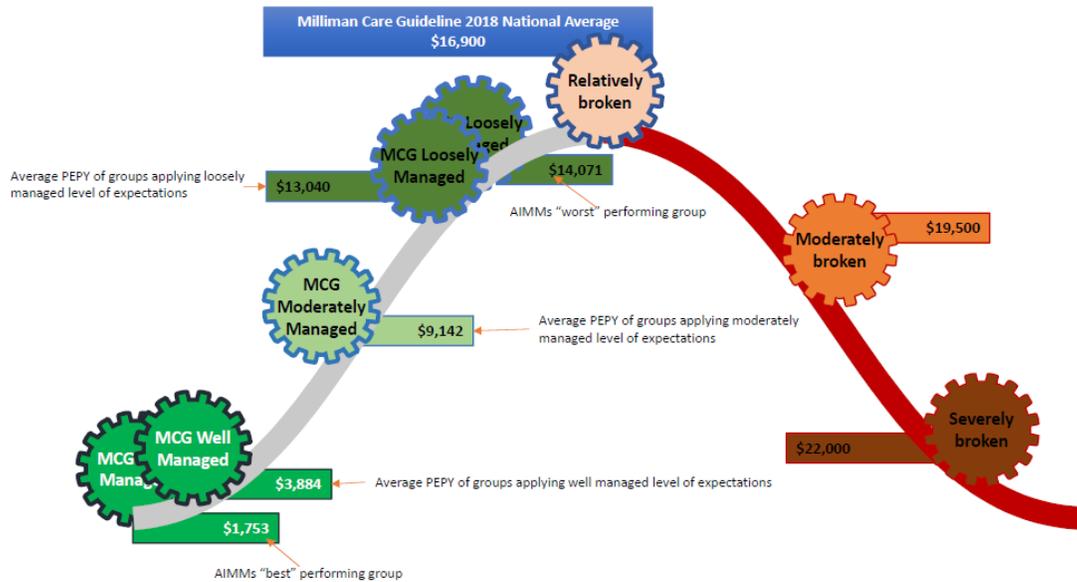
The PEPY figures correlate to the level of care management selected by the client. Of the 18 employers included,

- 3 applied the well managed guidelines and had PEPY lower than \$3,884;
- 7 applied the moderately managed level and had PEPY higher than the well managed level, but lower than \$9,142;
- 3 selected the loosely managed level and had PEPY higher than the \$9,142 but lower than \$13,040;
- 5 had PEPY higher than \$13,040.

The PEPY for 13 of the 18 was lower than the national average \$12,612 in 2018, from a Willis Towers Watson Survey [1]. Employer size ranged from fewer than 30 to more than 1,500.



TOTAL ALLOWED PEPY (Medical + RX)



Works Cited

1. <https://www.statista.com/statistics/240690/companys-medical-and-drugs-costs-in-the-us/>





Validation and Credibility Guarantee

AIMM achieved level 3 validation for Metrics. Validation Institute is willing to provide up to a \$10,000 guarantee as part of their Credibility Guarantee Program. To learn more, visit <https://validationinstitute.com/credibility-guarantee/>.

Level 1 - Savings

Can produce a reduction of health care spend including the cost of the provider. Product/solution has produced, and replicated a lower cost for healthcare overall or a specific component of healthcare

Level 2 - Outcomes

Product/solution has measurably “moved the needle” on an outcome (risk, hba1c, events, employee retention, etc.) of importance.

Level 3 - Metrics

Claim is made that – with sourced, overridable assumptions linked to peer-reviewed or government sources

Level 4 - Contractual Integrity

No outcomes or savings has been shown, but vendor is willing to put a part of their fees “at risk” as a guarantee





Limitations

As with all observational studies, other factors that are not measured may be influencing results. For example, certain types of employers may be attracted to the higher levels of care management.





Validation Expiration: February 2021

CERTIFICATE OF VALIDATION

Applicant: **Ault International Medical Management**
PO Box 679 Lewis Center
Ohio, 43035

Product: Medical Management Program

Claim: Reduce their Per Employee Per Year (PEPY) cost while improving the patients' quality of care.

Validation Achieved: **Level 3 - Validated for Metrics**

Linda Riddell

Linda Riddell
VP, Population Health Scientist
Validation Institute

Benny DiCecca

Benny DiCecca
Chief Executive Officer
Validation Institute



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 healthcare.