



**Validation**Institute

# 2020 Validation Report

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

**Valid through February 2021**



# Company Profile

---



<b>Category:</b>	Care Management
<b>Website:</b>	<a href="http://aim-m.com">http://aim-m.com</a>
<b>Public or Private:</b>	Private
<b>CEO:</b>	Deb Ault
<b>Company contact:</b>	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

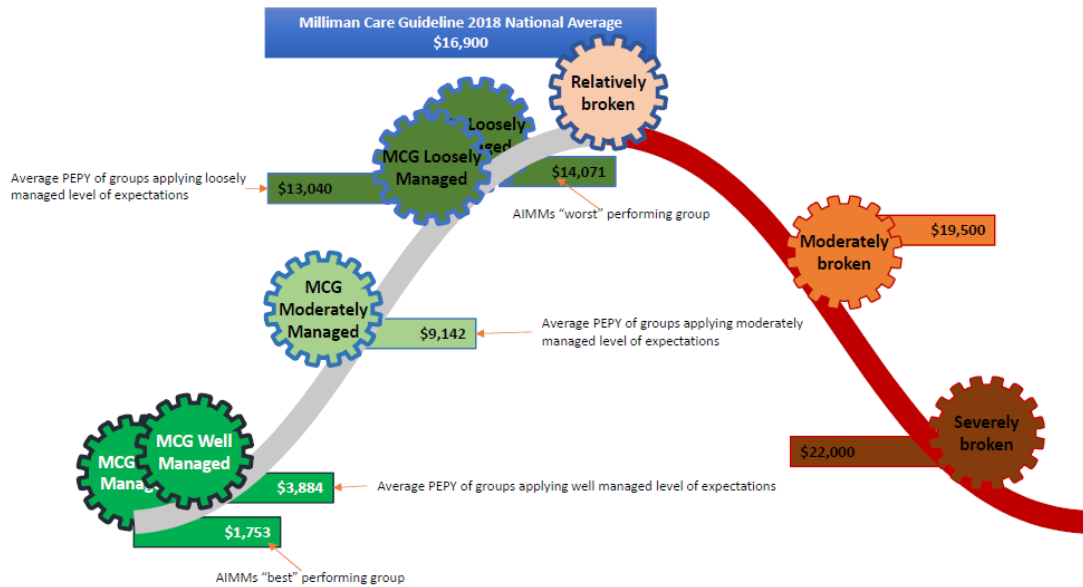
---

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 confident that **AIMM** performs as they state they are willing to provide up to a \$10,000 guarantee as part of their Credibility Guarantee Program\*.

## 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:**

# 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.

To strengthen our offering and provide additional credibility around our service, the **Validation Institute** recently announced a Credibility Guarantee\* that offers customers of validated solution providers up to a \$25,000 guarantee. This guarantee confirms that a validated solution provider will, achieve what the validation language on a marketing claim says it will achieve.