



**Validation**Institute

# 2020 Validation Report

**Review for: Apta Health**  
**Valid through December 2020**



# Company Profile



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<b>Category:</b>	Cancer Management
<b>Website:</b>	<a href="http://www.apta-health.com">http://www.apta-health.com</a>
<b>Public or Private:</b>	Private
<b>Year Established:</b>	2014
<b>CEO:</b>	Michael E. Poelman
<b>Company contact:</b>	info@apta-health.com

## Description:

**Apta Health's** revolutionary approach to healthcare insurance programs supports both employers and employees with a self-funded plan centered around true care coordination. With expert vendors and partnerships around the nation, **Apta Health's** highly-researched product provides cutting-edge, Fortune 500 benefits and cost-saving solutions that bend the trend of uncontrollable healthcare spending for mid-sized companies.





# Claim Assertion for Validation

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**Apta Health** brings care coordination services to groups with fewer than 1000 lives. Care Coordinators interact with members when they are making choices, guiding them to proven programs and efficient providers. The real-time support strives to eliminate duplication of services and re-admissions. Apta clients had annual cost growth that is lower than national benchmarks.





# Method / Calculation / Examples

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**Outcome Description:** The outcome is the Per Employee Per Month medical and pharmacy cost for a two-year period of time for the case study. The annual medical and pharmacy rate increase is the outcome for the multi-employer analysis.

**Data Source and Credibility:** The data came from the group's medical and pharmacy claims. Data on pharmacy rebates presumably came from other records. The impact of the care coordination program should be apparent in the group's total medical and pharmacy costs. Therefore, using the total costs is appropriate.

**Methodology:** In a case study of a 300-employee group, the analysis measured the employer's payment per employee per month costs (PEPM) in 2015 and 2016, the year before the intervention and the year after. The PEPM cost reflected pharmacy benefit rebates; cost for high-dollar claimants was segregated. The case-study evaluation compared a pre-intervention to a post-intervention period, blending year one of the intervention into both the pre- and the post- periods.

Additional analysis was done on 22 Apta clients' medical and pharmacy cost data for four years. The analysis combined the cost data for the years 2016 and 2017 and compared it to similarly combined data from 2017 and 2018.



# Findings & Validation

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The 300-employee group had an 11.25% decrease in PEPM costs paid by the employer. After taking into account payments by a reinsurer for catastrophic claims, the plan in total had a 4.04% decrease in costs. (One claim was over \$500,000.)

The multiple employer analysis showed a negative 3.9% change in medical costs from the 2016/2017 to the 2017/2018 years; this compares to a national trend of 10.3%. Pharmacy costs had a 13.8% increase for the cited time periods, compared to a national trend of 15.9%.



# Validation and Credibility Guarantee

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**Apta Health** achieved level 3 validation for Metrics. Validation Institute is confident that **Apta Health** 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

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The statistical significance of the rate decrease for the 300-employee group was not calculated.

The benchmark cited is the actuary's own book of business; because there was not a description of this population, it is not clear whether this is a reasonable comparison. Benchmarks from Kaiser Family Foundation 2017 employer Health Benefits Survey [1] show slightly lower medical with pharmacy cost trends than the benchmark cited: 3% for single coverage, 4 – 5% for family coverage for 2017 and 2018.

## Works Cited

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1. <https://www.kff.org/health-costs/report/2017-employer-health-benefits-survey/>



**Validation Expiration: December 2020**

# CERTIFICATE OF VALIDATION

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**Applicant:**

**Apta Health**

11755 E. Peakview Ave Suite 250

Englewood, Colorado, 80111

**Product:**

Apta's Real Time Support

**Claim:**

Eliminating duplication of services and re-admissions results in annual cost growth that is lower than national benchmarks.

**Validation Achieved:**

Level 3 - Validated for Metrics

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**Linda K. Riddell, MS**

**VP, Population Health Scientist**

**Validation Institute**

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**Benny DiCecca**

**Chief Executive Officer**

**Validation Institute**





# About Validation Institute

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**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.