



ValidationInstitute

2021 Validation Report

Review for: Tria Health
Valid through February 2022



Company Profile

Category:	Care Coordination
Website:	www.triahealth.com
Public or Private:	Private
Year Established:	2009
CEO:	Jessica W. Lea
Company contact:	info@triahealth.com



Description:

Tria Health develops and maintains a partnership of trust with patients and their health care providers. **Tria Health** delivers a telehealth solution that is patient-centered, pharmacist-led and technology-enabled. **Tria's** chronic condition management program provides telephonic patient consultations and achieves optimal health outcomes and improved financial outcomes.





Claim Assertion for Validation

Tria Health's goal is to reduce health care costs for people with chronic conditions that take multiple medications and to increase medication compliance. Better medication compliance has been shown to reduce healthcare costs, such as from hospital stays.





Method / Calculation / Examples

The analysis reviewed emergency room (ambulatory) and inpatient hospital visits for selected chronic conditions. A group of 1,708 members who used the program were matched to 1,708 members who had not used the program. Matching was done based upon member age, diagnosis history, and quartile of per member per month medical costs. Diagnosis history focused on whether the member had claims with any of the following as a primary diagnosis: congestive heart failure, hypertension, asthma, chronic obstructive pulmonary disease, diabetes, and coronary artery disease. All members included in the analysis had continuous coverage in the benefit plan during the time periods reviewed.

The control (non-user) group's year-over-year trend was applied to the intervention (user) group. The intervention group's actual average cost per ER and inpatient visit were used to calculate cost savings.





Findings & Validation

See Table I below for a summary of the study group's actual trends and comparison to the control group's trends. The gross difference between the study group's actual costs and the hypothetical costs was \$782,104

Table I: Study Group Actuals/ Control Group Trends

	2017	2018	2019
Emergency Room Visits			
Actual ER Rate / 100 Members	1.46	1.46	1.93
Actual ER Visits	25	25	33
Actual Costs		\$90,168	\$102,471
Hypothetical ER Rate/ 100 members ^		1.9	2.01
ER visits - hypothetical		32	34
Hypothetical Costs		\$116,885	\$106,381
Actual vs. hypothetical		\$ (26,716)	\$ (3,910)
Inpatient Stays			
Actual IP Rate/ 100 Members	1.81	1.35	1.11
Actual IP admits	31	23	19
Actual Costs		\$499,438	\$379,091
Hypothetical IP rate/ 100 members ^		2.88	1.65
IP visits hypothetical		49	28
Hypothetical Costs		\$1,069,130	\$560,878
Actual - Hypothetical		\$ (569,692)	\$ (181,786)





Validation and Credibility Guarantee

Tria Health achieved level 1 validation for Savings. Validation Institute is confident that **Tria Health** performs as they state they are willing to provide up to a \$25,000 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

The frequency of the target ER and inpatient visits is relatively low for a working-age population. The infrequency likely contributed to the intervention and control groups having different baseline rates and different average per-visit costs. The analysis strives for a conservative estimate of savings, by applying the (lower) study group's average visit costs to the calculation. This may understate the true impact.





Validation Expiration: February 2022

CERTIFICATE OF VALIDATION

Applicant:

Tria Health

7101 College Blvd Suite 600

Overland Park, Kansas, 66210

Product:

Tria's Telehealth Solution

Claim:

Reducing health care costs for chronic conditions that require multiple medications and to increasing medication compliance reduces healthcare costs.

Validation Achieved:

Level 1 - Validated for Savings

Linda K. Riddell, MS

VP, Population Health Scientist

Validation Institute

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.

