



ValidationInstitute

2022 Validation Report

Review for: Tria Health

Validation Achieved: Level 1 - Savings

Valid through: February 2023



Company Profile



Category:	Disease Management
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 optimize medication use for people with chronic conditions. Better medication management has been shown to reduce healthcare costs, such as hospital stays and emergency room visits. Tria Health ensures patients are on the right medication, taking them as prescribed and getting the intended outcome. This includes barriers to adherence, closing gaps in care and resolving drug therapy problems.





Method / Calculation / Examples

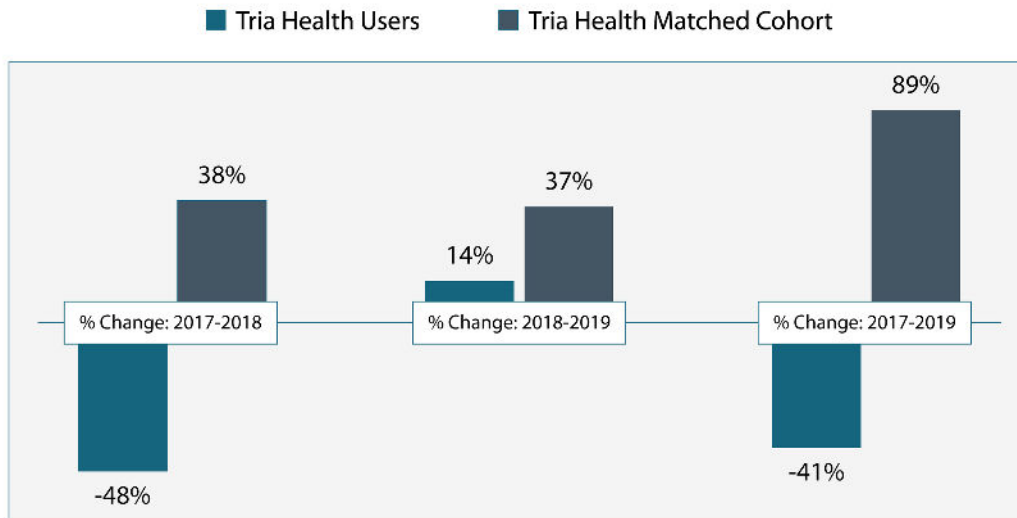
The analysis looked at emergency room (ambulatory) and inpatient hospital visits for selected chronic conditions. A group of 1,708 members who used the program were matched to 1,708 members who had not used the program. Matching was done using member age, diagnosis history, and quartile of per member 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 were covered by the benefit plan throughout the time periods reviewed.

Savings were calculated by comparing the Tria Health users actual costs to what their costs would have been if they had grown as the matched cohort costs grew. For example, the Tria Health users actual per member costs for emergency department visits went down 48% from 2017 to 2018; their ED costs were also calculated as if they had grown by 38% (as the matched group's did).

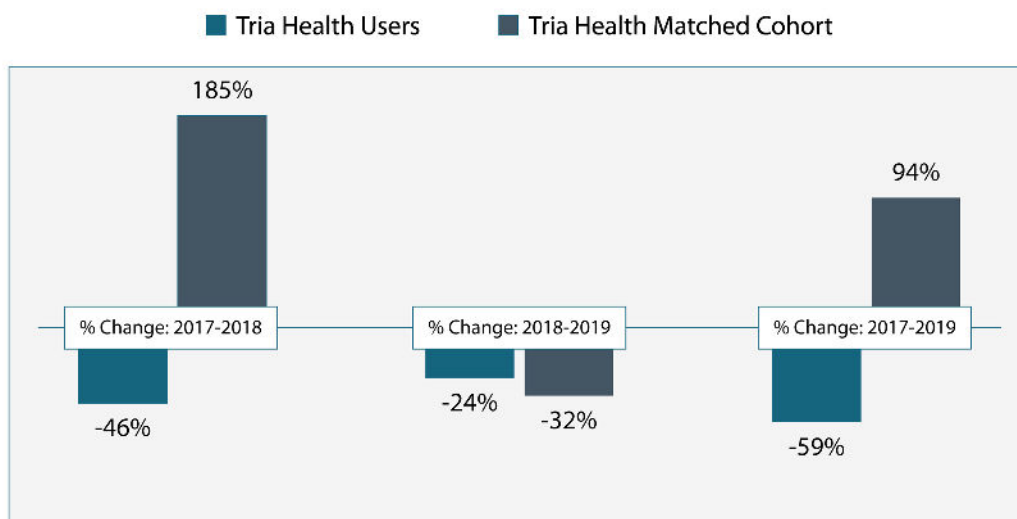


Findings & Outcomes

Emergency Department Per Member Costs



Inpatient Per Member Costs



Per Member Costs Annual Percentage Change - Tria Health Users & Matched Group



Findings & Outcomes

Graph above shows the year-to-year changes for the Tria Health user group’s Emergency Department (ED) and Inpatient (IP) per member costs. The graph shows the user group’s trend was consistently lower than the matched group’s for emergency department costs per member. For inpatient costs per member, the Tria Group’s trend was lower from 2017 to 2018 and lower for the three-year total.

The table below compares the Tria Group’s actual costs to the projected costs, which is what the Tria Group’s costs would have been if they had grown the same way that the matched group’s costs grew. For example, if the Tria Group’s ED costs had grown 37% instead of decreasing by 48%, the ED costs would have been \$116,885 in 2018 rather than \$90,168.

	Tria Group Actual Costs	Projected Costs w/ Matched Group Trend	Difference Savings
Emergency Room Visit			
ED - 2018	\$90,168	\$116,885	\$26,717
ED - 2019	\$102,471	\$106,381	\$3,910
Inpatient Stays			
Inpatient - 2018	\$499,438	\$1,069,130	\$569,692
Inpatient - 2019	\$379,091	\$560,878	\$181,787
Total Savings			\$782,106





Validation and Credibility Guarantee

Tria Health achieved level 1 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/>.

Level 1 – Savings

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

Level 2 – Outcomes

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

Level 3 – Metrics

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

Level 4 - Contractual Integrity

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 2023

CERTIFICATE OF VALIDATION

Applicant: **Tria Health**
7101 College Blvd Suite 600
Overland Park, Kansas, 66210

Product: Tria's Telehealth Solution

Category: Disease Management

Claim: Tria Health's goal is to optimize medication use for people with chronic conditions. Better medication management has been shown to reduce healthcare costs, such as hospital stays and emergency room visits.

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 health care.