

AHA Vitality Index™

Comparative financial and operational data
straight from hospitals for better decision making

in collaboration with



Commercial Payer Practices

are receiving more prominent coverage in the media

The logo for the Healthcare Financial Management Association (hfma) is displayed in white text on a blue rectangular background.

Healthcare Financial Management Association

OIG calls out issues with denials of payment and services in Medicare Advantage

BECKER'S

PAYER ISSUES

19 Tenet hospitals sue Cigna over alleged low reimbursement rates, denied claims



State slaps Anthem Blue Cross Blue Shield with \$5M in fines

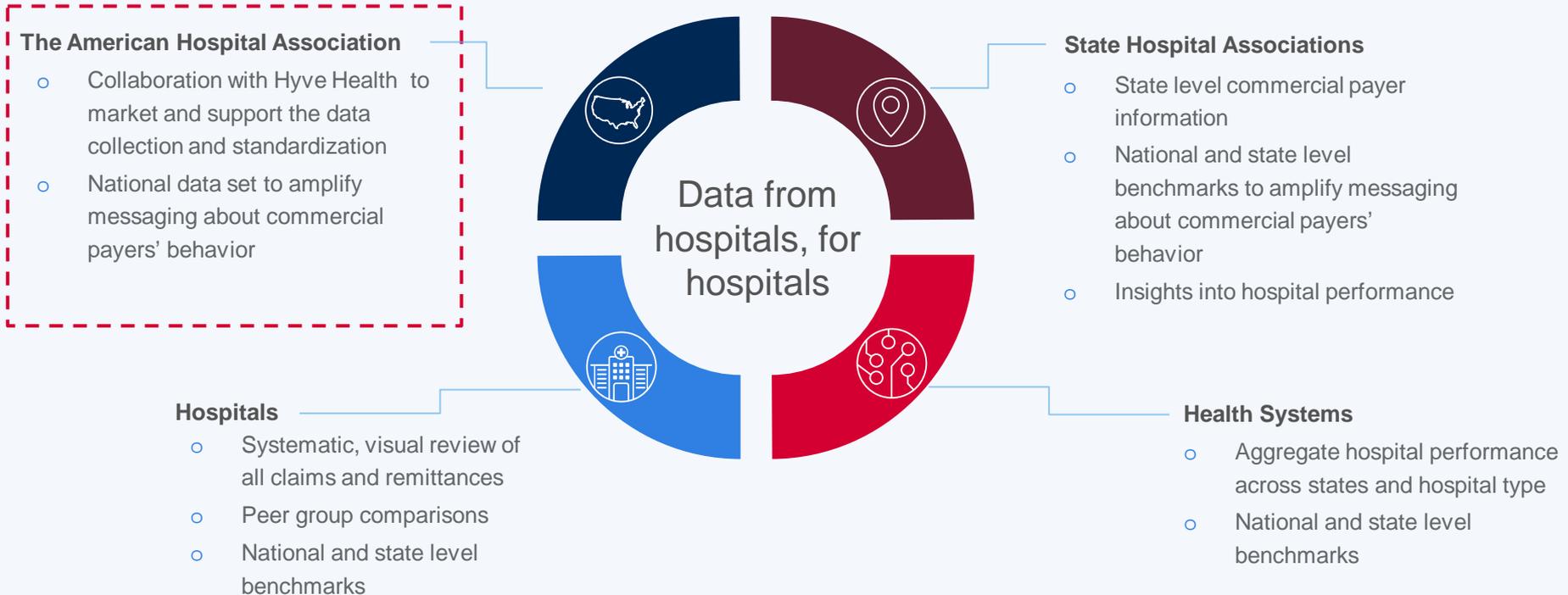
BECKER'S

ASC REVIEW

Insurer under fire for millions in unpaid claims

Recognition of the negative impact of these practices is mounting

An ecosystem of data to support all AHA member constituencies



Validity Index will supply us with powerful, quantitative evidence to support our work against these anticompetitive practices

Holding commercial insurers accountable: Priority issues to address

1. Health plan utilization management and other business practices leading to:
 - Delayed or denied patient access to medically appropriate care
 - Clinician burn out
 - Excessive administrative cost and burden in the health care system
2. Lopsided access to financial resources and data that enables commercial health plans to reshape the health care landscape through vertical integration at the expense of patient care.

An ecosystem of data to support all AHA member constituencies

The American Hospital Association

- Collaboration with Hyve Health to market and support the data collection and standardization
- National data set to amplify messaging about commercial payers' behavior



State Hospital Associations

- State level commercial payer information
- National and state level benchmarks to amplify messaging about commercial payers' behavior
- Insights into hospital performance

Hospitals

- Systematic, visual review of all claims and remittances
- Peer group comparisons
- National and state level benchmarks

Health Systems

- Aggregate hospital performance across states and hospital type
- National and state level benchmarks

American Hospital Association + Allied Hospital Associations

- The AHA is strategically partnering with allied hospital associations to create a national database of de-identified claims data from hospitals across the country
- Allied associations and their member hospitals can gain access to benchmarks, insights, and patterns not available anywhere else in the industry

An ecosystem of data to support all AHA member constituencies

The American Hospital Association

- Collaboration with Hyve Health to market and support the data collection and standardization
- National data set to amplify messaging about commercial payers' behavior



State Hospital Associations

- State level commercial payer information
- National and state level benchmarks to amplify messaging about commercial payers' behavior
- Insights into hospital performance

Hospitals

- Systematic, visual review of all claims and remittances
- Peer group comparisons
- National and state level benchmarks

Health Systems

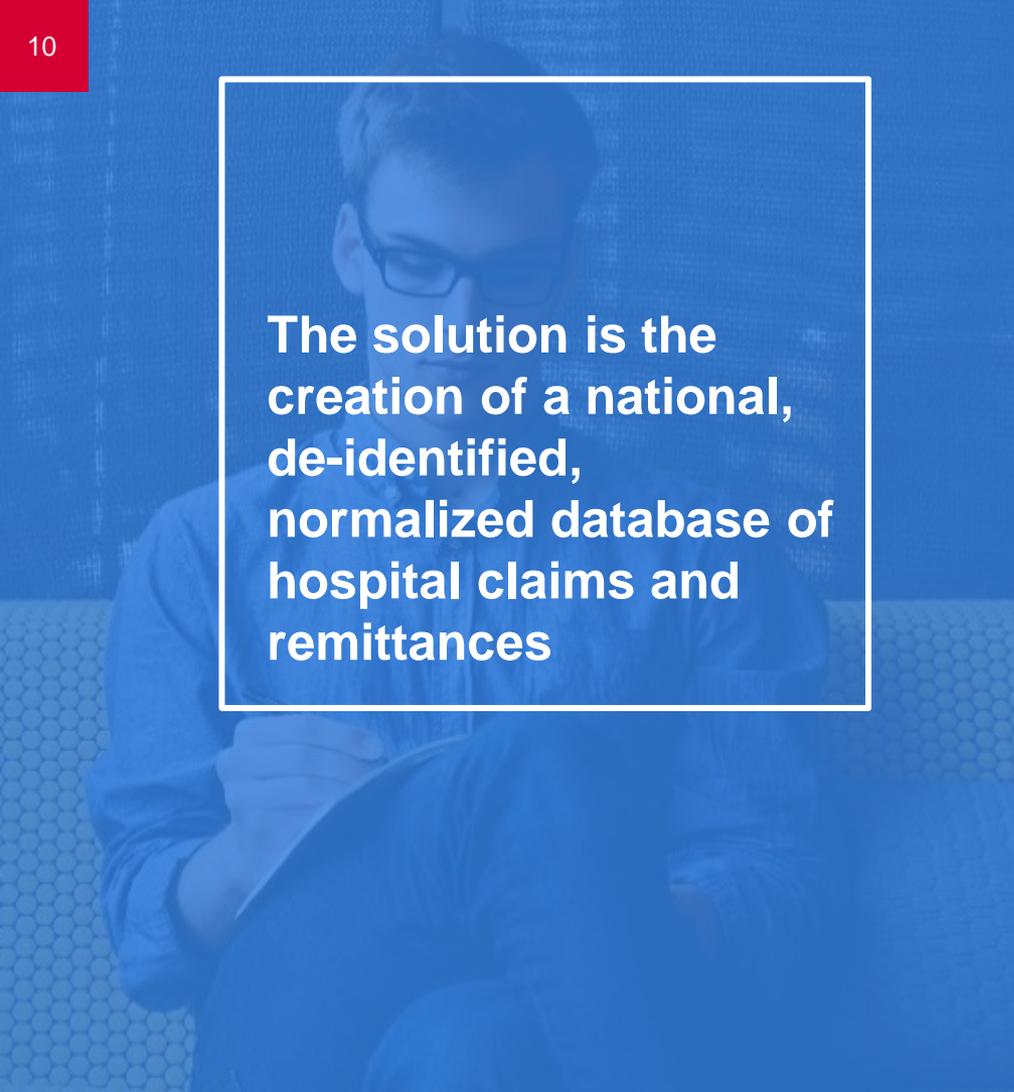
- Aggregate hospital performance across states and hospital type
- National and state level benchmarks

Hospitals & Health Systems

- Using benchmark comparisons, accounts receivable and prompt payment information by payer can help health systems assess the root causes of claims payment delays
- Comparing denials details across payers, payer types, and lines of business can help health systems evaluate billing and medical record documentation issues. It can also highlight egregious payer denial practices



**What if we could
see the whole picture
to address commercial payer
issues and help your organization
better navigate this environment?**



The solution is the creation of a national, de-identified, normalized database of hospital claims and remittances

Hospitals lack critical data to help address the challenges caused by commercial payer issues

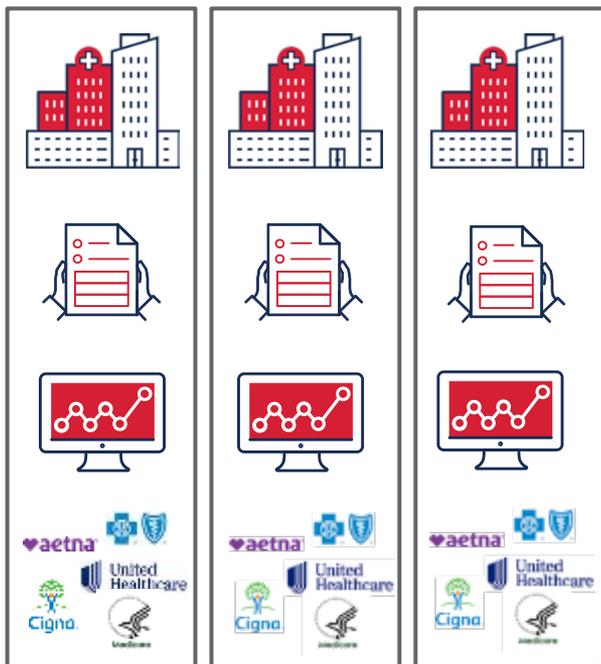
There are no unbiased industry standards or measurements that can help hospitals analyze the operational and financial efficiency of their hospital compared to the rest of the field

Until now...

True transparency

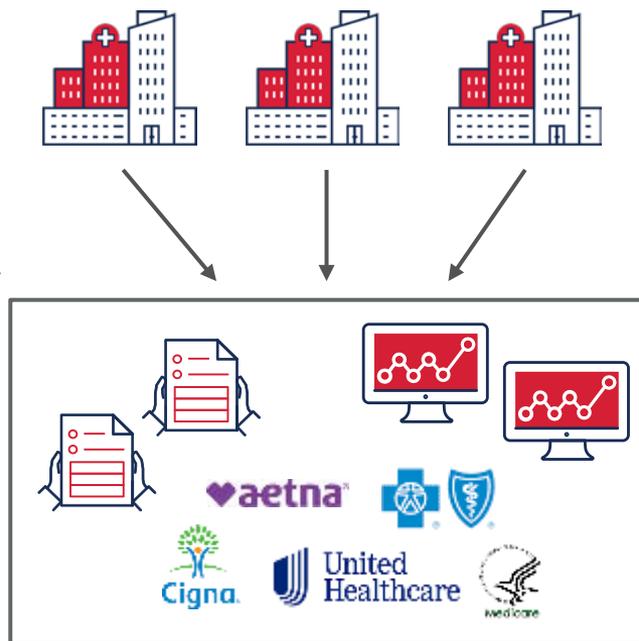
Backed by data directly from hospitals, for hospitals

Hospitals are currently operating in their own data silos



It's time for hospitals to use their data wisely to see the whole picture

AHA Vitality Index is backed by aggregated, de-identified claims data



Answer questions that were once unanswerable

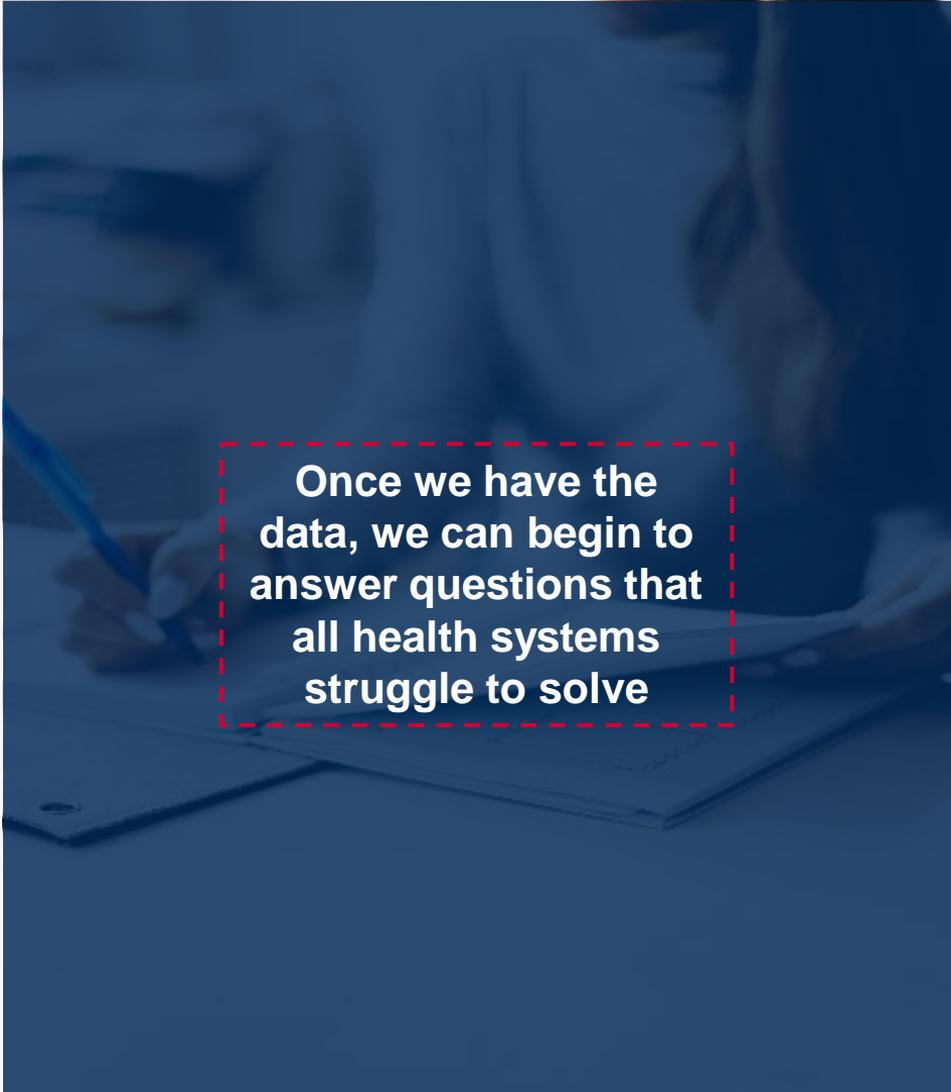
- What hospitals have claim processing challenges and which are efficient?
- What payers have prompt payment timing issues?
- What hospitals have denial issues where others do not?
- What payers have denial issues across specific states (national and state payers)?
- How much are managed care reimbursements across states and from what providers (percentiles not dollars)?

This helps hospitals

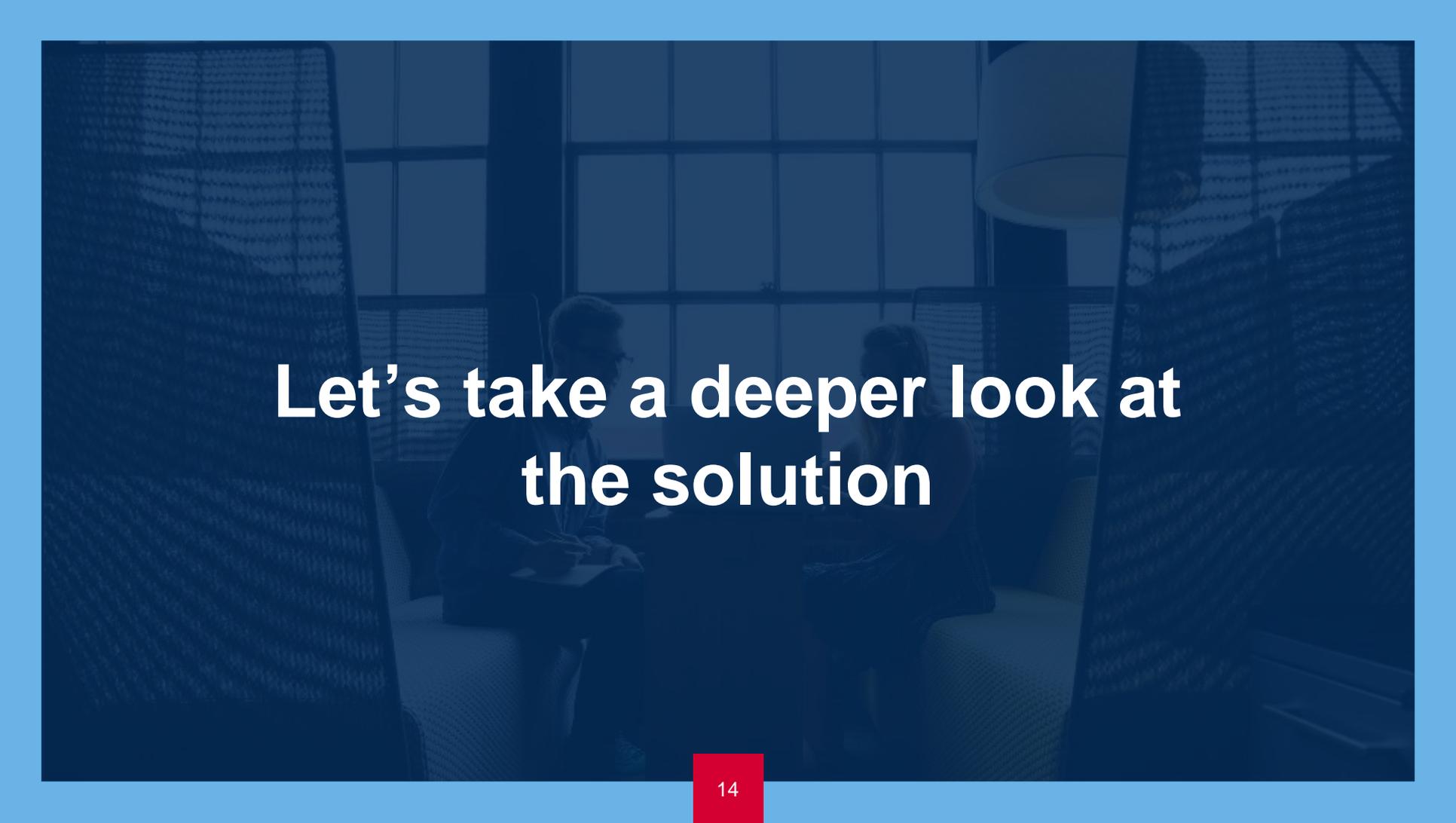
- ✓ **Better assist in payer performance by understanding who is thriving and who needs help**
- ✓ **Understand which payers are good or bad actors to aid in any policy/advocacy issues**

Solve issues that were once unsolvable

- “Prompt Pay” legislation and accountability
- No Surprise Billing Act and the Qualified Payment Amount (QPA)
- For years, hospitals, health systems and state associations have been trying to collaborate with each other, but lacked a unified data strategy



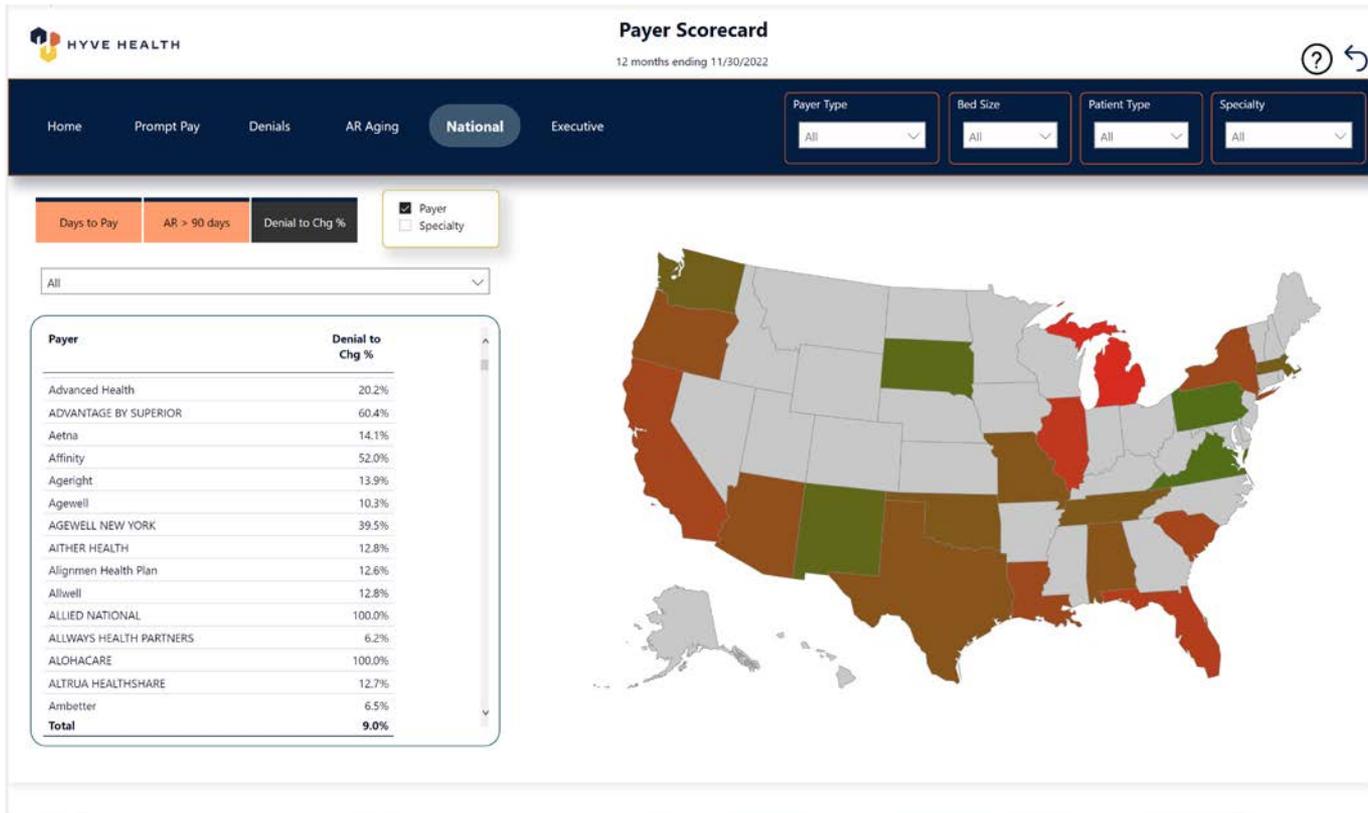
Once we have the data, we can begin to answer questions that all health systems struggle to solve



**Let's take a deeper look at
the solution**

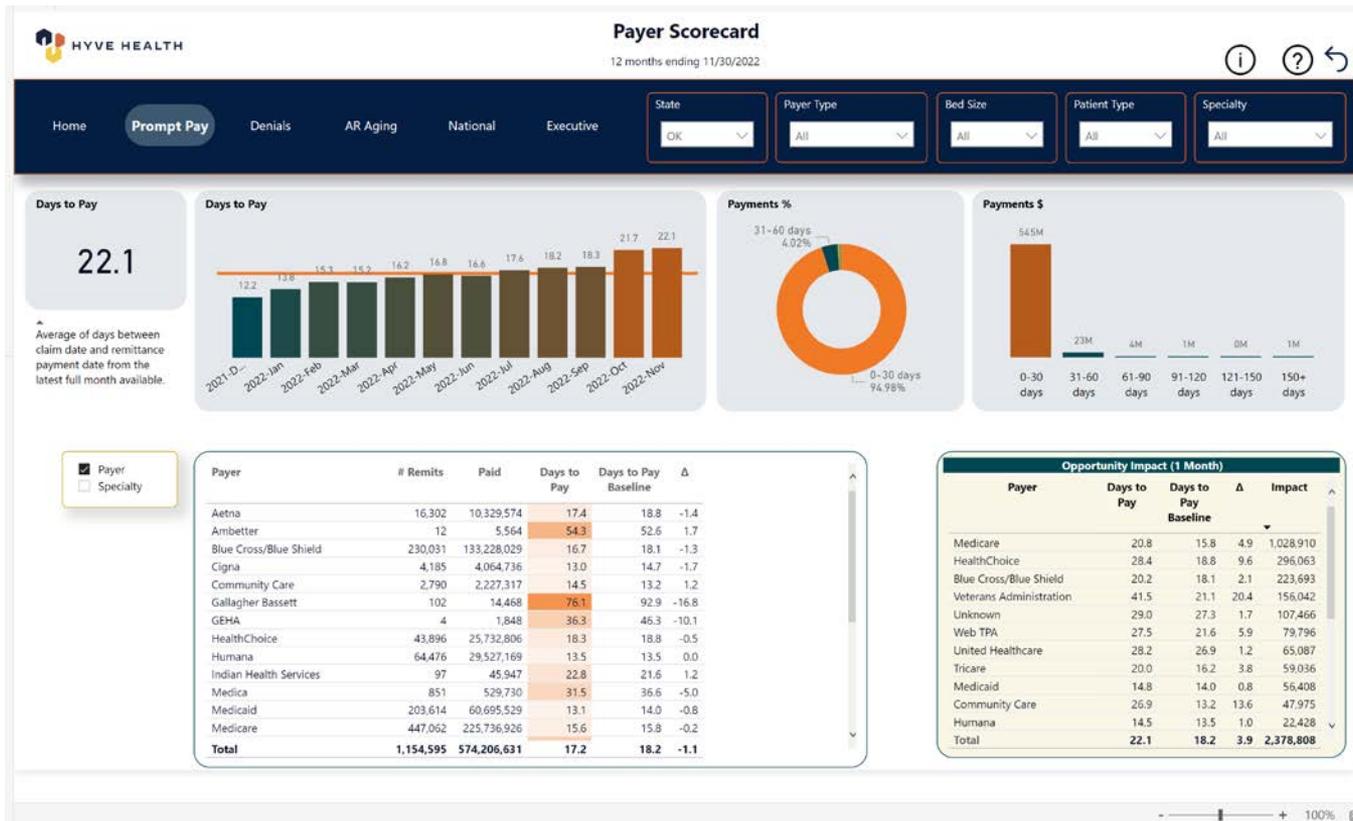
National Payer Scorecard

State by State



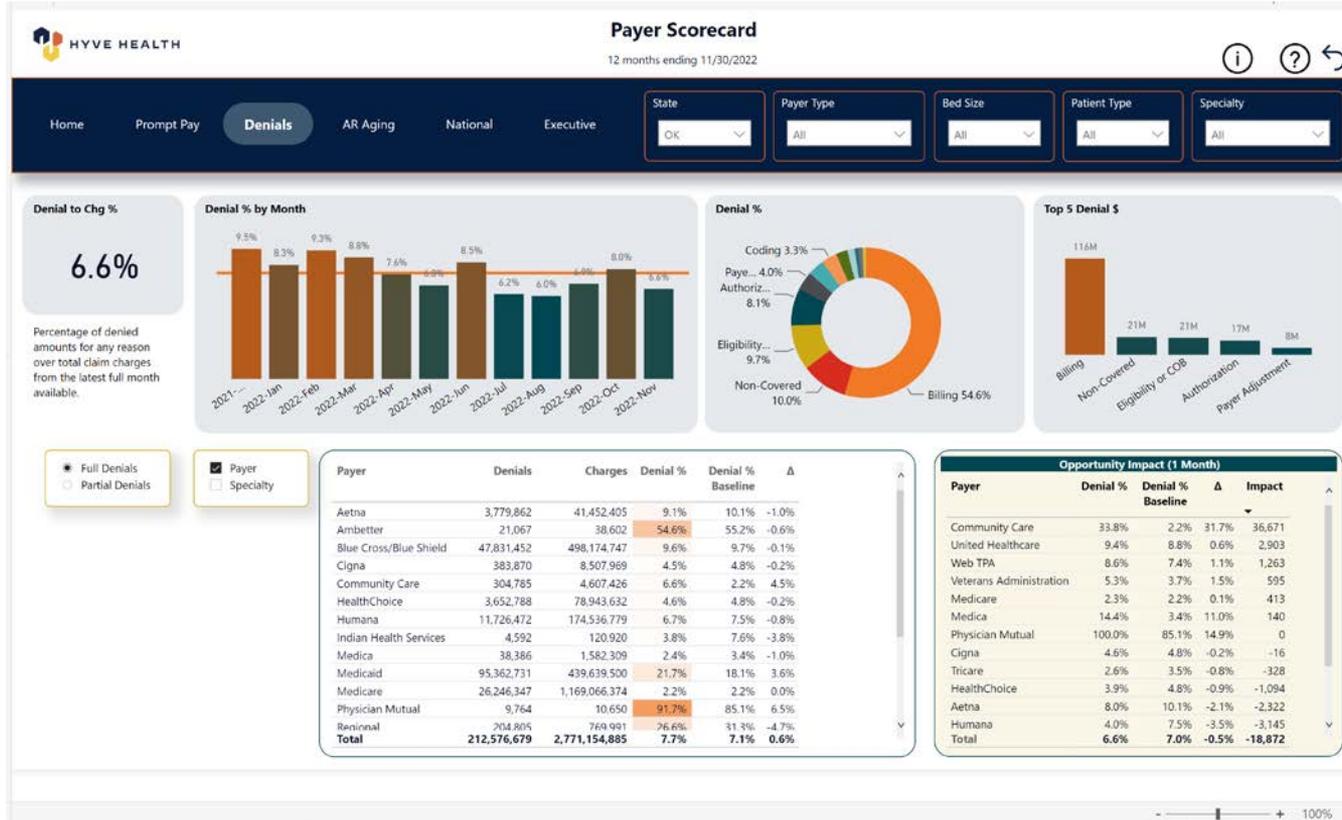
National Payer Scorecard

Prompt Pay



National Payer Scorecard

Denials



Operational metrics, focused on revenue flow

Divided into four quadrants



Velocity

measures the speed related to claims, remits and cash



Visibility

reviews aging AR and denials by payer



Volatility

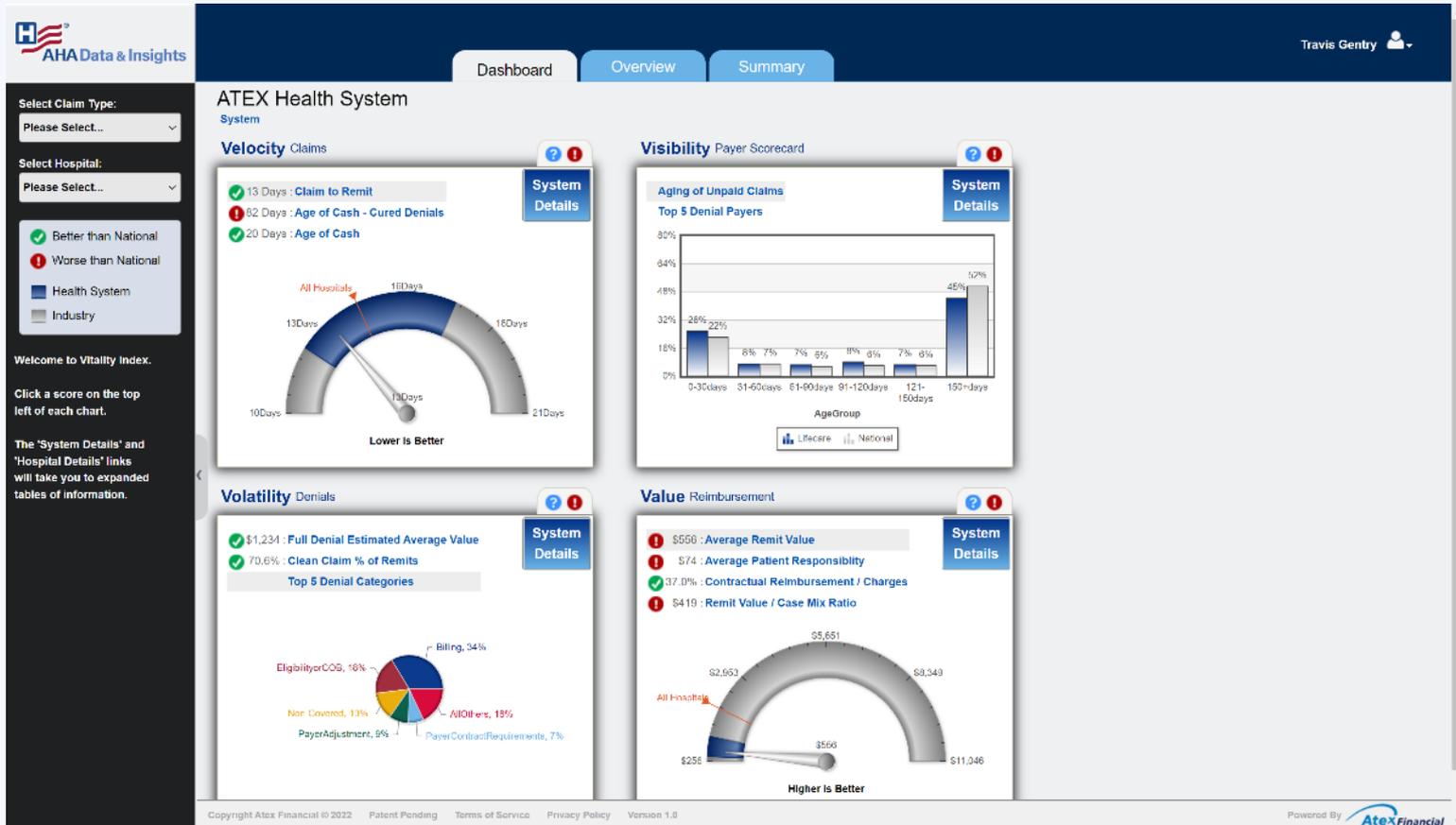
looks at the risk that could impact the speed and amount of cash



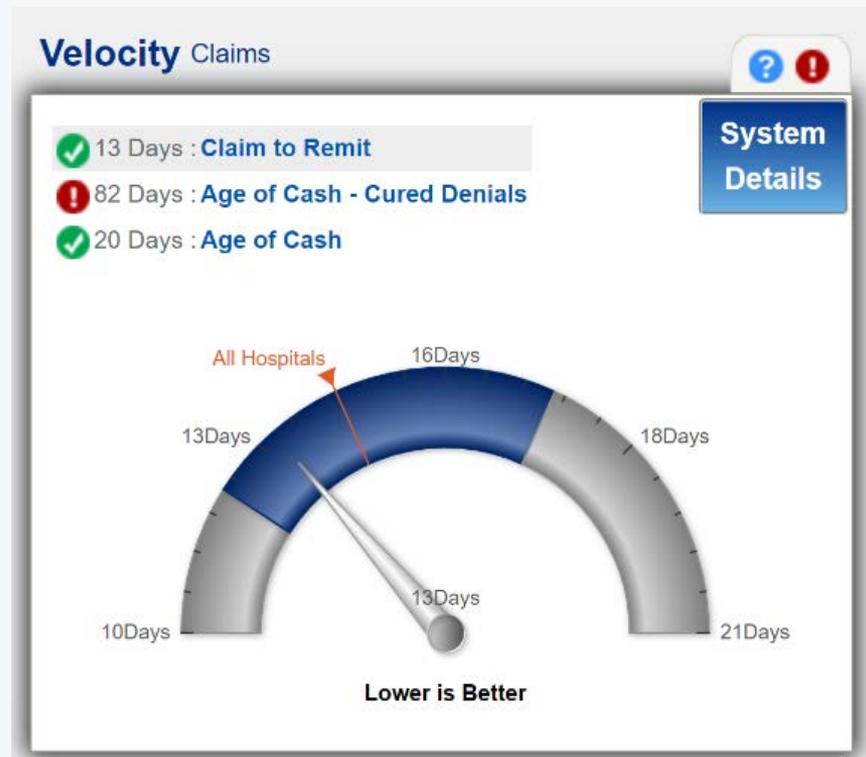
Value

evaluates the amount collected by payer, patient type, specialty and denials

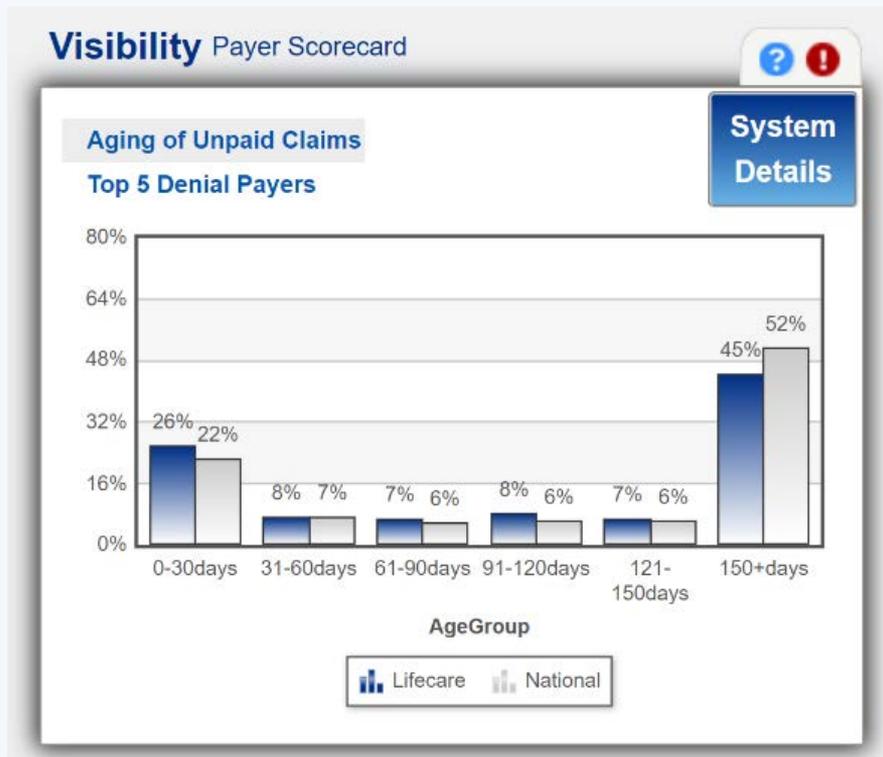
Get a complete picture of what's happening



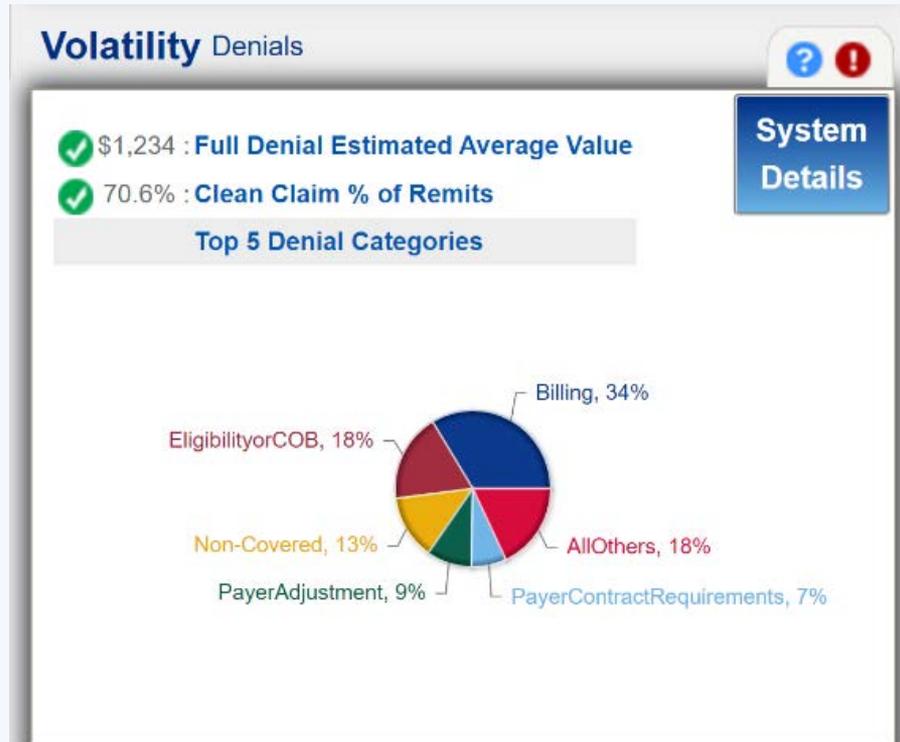
Velocity



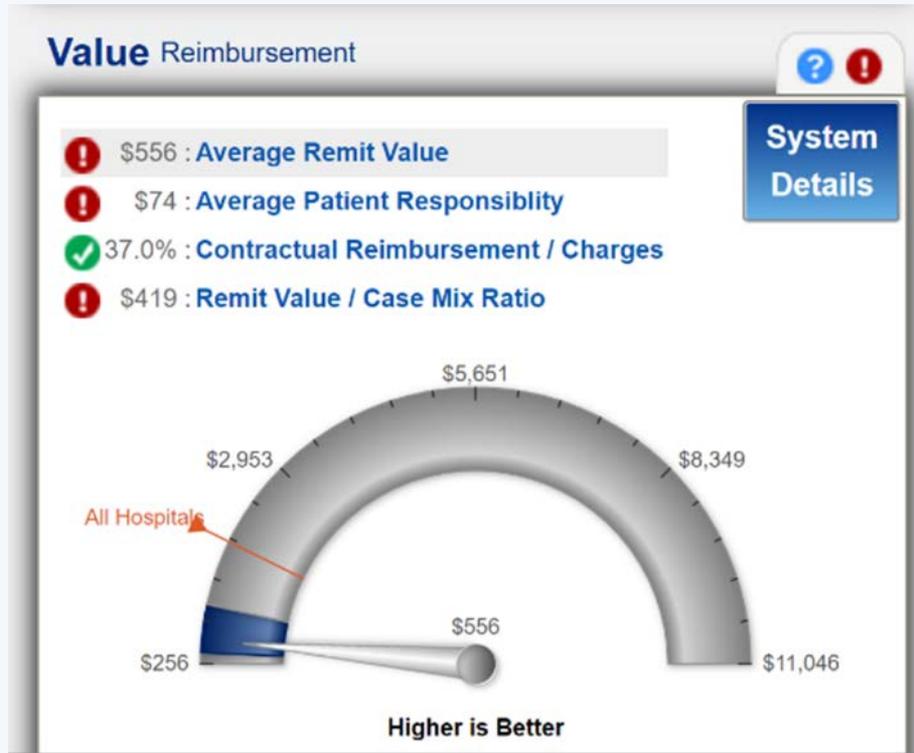
Visibility



Volatility



Value



See all of your hospitals at a glance



Travis Gentry 

Dashboard

Overview

Summary

Overview
Dashboard / ATEX Health System

Select Claim Type:
Please Select... ▼

Select Hospital:
Please Select... ▼

✔ Better than National
✘ Worse than National

Sorted: BEST to WORST

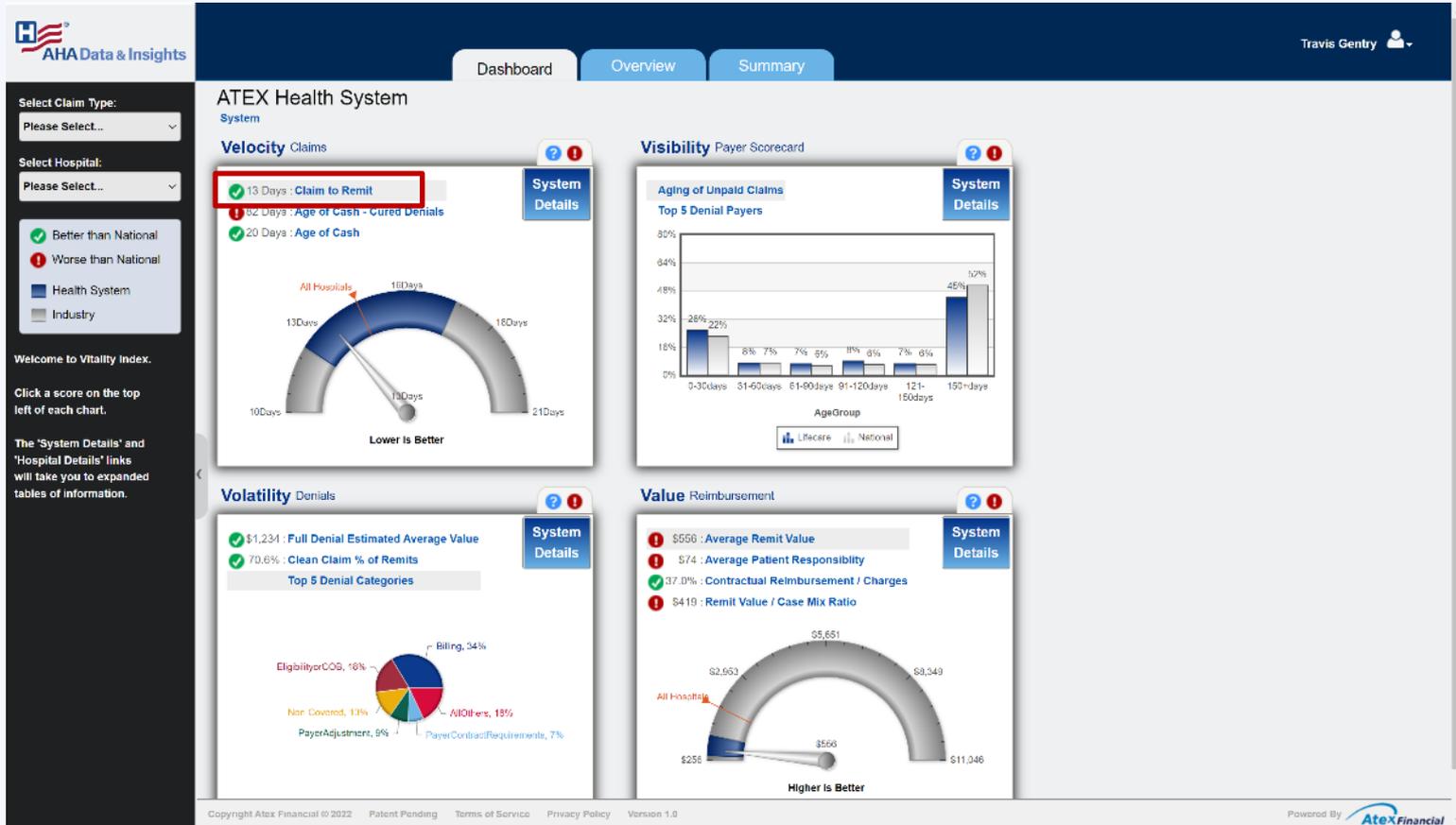
| | VELOCITY | | VISIBILITY | | VOLATILITY | | VALUE | | | | |
|-----------------------------------|-----------------|-------------|-----------------------------|------------------------|---------------------|-------------------------|-------------------------------------|---------------------|--------------------------------|-------------------------------------|------------------------------|
| | Claims to Remit | Age of Cash | Age of Cash - Cured Denials | Ratio of Unpaid Claims | Top 5 Denial Payers | Clean Claim % of Remits | Full Denial Estimated Average Value | Average Remit Value | Average Patient Responsibility | Contractual Reimbursement / Charges | Remit Value / Case Mix Ratio |
| ATEX Health System | ✔ | ✔ | ✘ | ⊘ | ⊘ | ✔ | ✔ | ✘ | ✘ | ✔ | ✘ |
| Gentry General Hospital | ✔ | ✔ | ✘ | ⊘ | ⊘ | ✔ | ✔ | ✘ | ✘ | ✔ | ✘ |
| Michael Memorial Hospital | ✔ | ✔ | ✘ | ⊘ | ⊘ | ✔ | ✔ | ✘ | ✘ | ✔ | ✘ |
| Kemper Behavioral Health Hospital | ✘ | ✔ | ✔ | ⊘ | ⊘ | ✔ | ✔ | ✘ | ✘ | ✔ | ✘ |
| Meredith Rural Hospital | ✔ | ✔ | ✘ | ⊘ | ⊘ | ✔ | ✔ | ✘ | ✘ | ✔ | ✘ |
| Estes Medical Center | ✔ | ✔ | ✔ | ⊘ | ⊘ | ✔ | ✔ | ✘ | ✘ | ✔ | ✘ |
| Waldron Community Hospital | ✘ | ✔ | ✘ | ⊘ | ⊘ | ✔ | ✔ | ✘ | ✘ | ✔ | ✘ |
| Ariel Children's Hospital | ✘ | ✘ | ✘ | ⊘ | ⊘ | ✔ | ✔ | ✘ | ✘ | ✔ | ✘ |

⊘ means there is no statistically significant data for that item.

Copyright AteX Financial © 2022 Patent Pending Terms of Service Privacy Policy Version 1.0

Powered By 

Measure how fast payers respond with remits



Remit response by payer by hospital


Travis Gentry 

Reset

Select Claim Type: Please Select...

Select Hospital: Please Select...

Select Score: Claim to Remit

Group By: Payer

Additional Filters
Select up to 2

Patient Type: Please Select...

Payer Type: Please Select...

Specialty: Please Select...

Claim to Remit By Payer (Days) ?

Dashboard / ATEX Health System

Show 10 entries Search:

Showing 1 to 7 of 7 entries

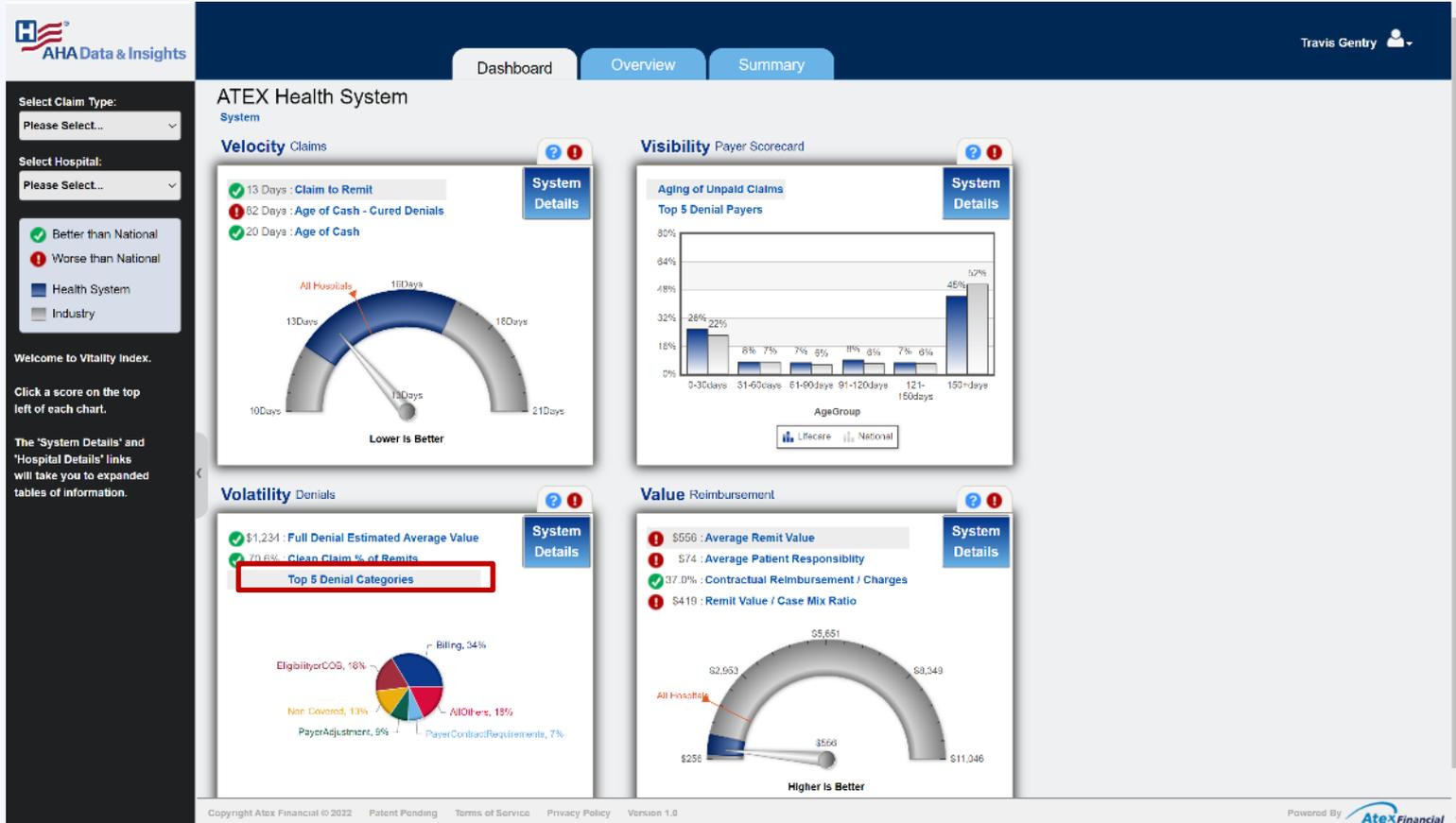
| | Overall Average | Blue Cross/Blue Shield | Medicare | Medicaid | United Healthcare | Humana |
|-----------------------------------|-----------------|------------------------|----------|----------|-------------------|--------|
| National Average | 14 | 12 | 16 | 16 | 20 | 10 |
| ATEX Health System | 13 | 10 | 16 | 12 | 17 | 8 |
| Aniel Children's Hospital | 17 | 16 | 17 | 22 | 18 | 14 |
| Estes Medical Center | 13 | 11 | 15 | 11 | 15 | 9 |
| Gentry General Hospital | 12 | 9 | 15 | 10 | 15 | 7 |
| Kemper Behavioral Health Hospital | 16 | 14 | 16 | ⊘ | 27 | ⊘ |
| Meredith Rural Hospital | 12 | 10 | 15 | 9 | 16 | 7 |
| Michael Memorial Hospital | 14 | 10 | 17 | 13 | 27 | 14 |
| Waldron Community Hospital | 16 | 10 | 16 | ⊘ | 23 | ⊘ |

⊘ means there is no statistically significant data for that item.

[Filter Columns](#) [Download Details](#)

Copyright ATEX Financial © 2022 Patent Pending Terms of Service Privacy Policy Version 1.0 Powered By 

Denials by category



Denials by category by hospital


Travis Gentry 

Reset

Select Claim Type: Please Select...

Select Hospital: Please Select...

Select Score: Full Denials - Percentag...

Group By: Denial Category

Additional Filters
Select up to 2

Patient Type: Please Select...

Payer: Please Select...

Payer Type: Please Select...

Specialty: Please Select...

Full Denials - Percentage of Denials by Count By Denial Category ?

[Dashboard](#) / [ATEX Health System](#)

Show: 10 entries Search:

Showing 1 to 7 of 7 entries

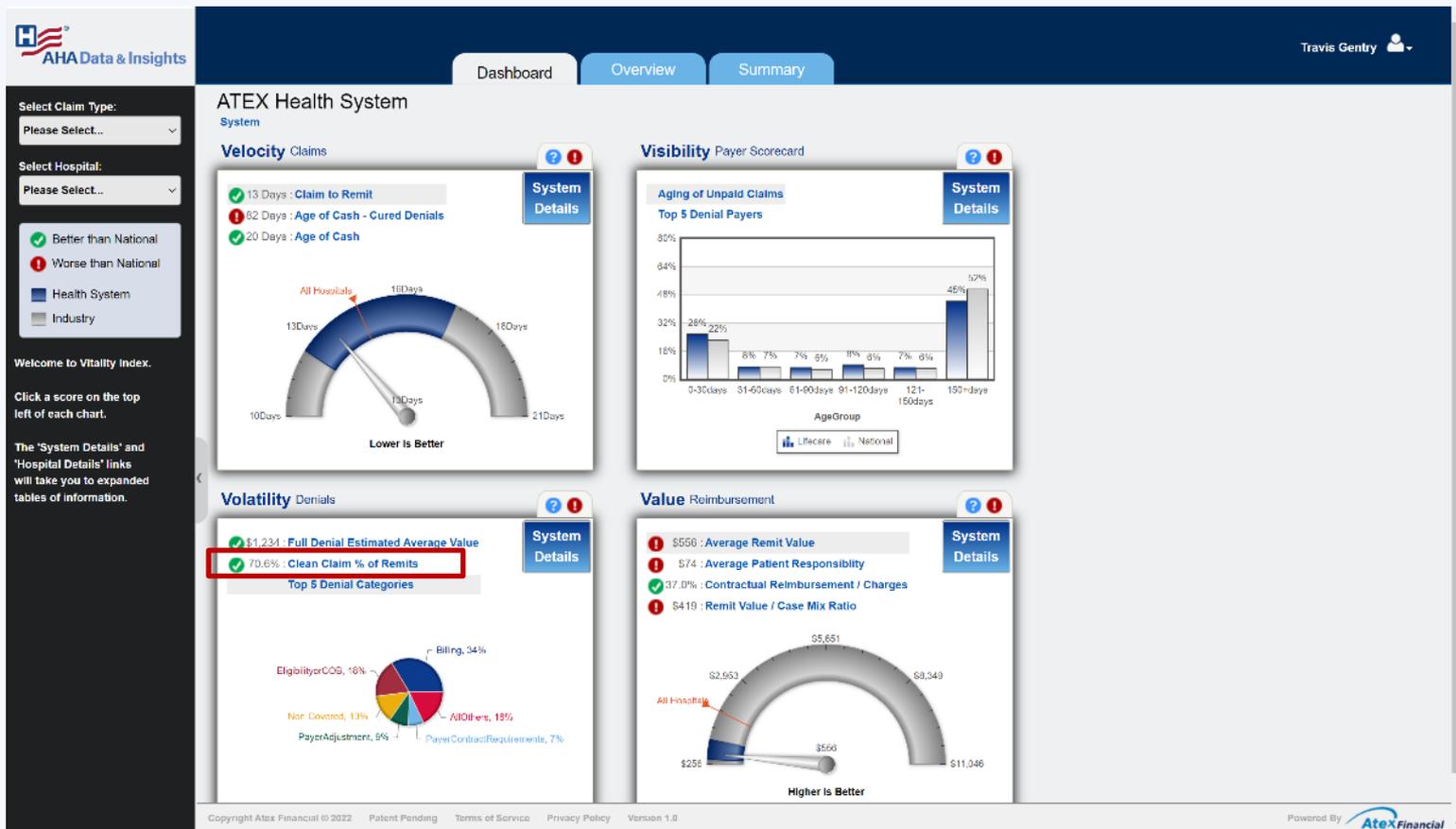
| | Overall Average | Payer Adjustment | Non-Covered | Billing | Coverage Limitations | Payer Contract Requirements |
|-----------------------------------|-----------------|------------------|-------------|---------|----------------------|---|
| National Average | 100.0% | 17.1% | 10.9% | 32.2% | 1.1% | 6.0% |
| ATEX Health System | 100.0% | 9.6% | 13.7% | 34.8% | 1.5% | 6.3% |
| Aniel Children's Hospital | 100.0% | 7.9% | 10.5% | 45.8% | 2.5% | 1.6% |
| Estes Medical Center | 100.0% | 5.2% | 12.9% | 34.1% | 1.4% | 2.4% |
| Gentry General Hospital | 100.0% | 7.5% | 17.4% | 32.7% | 1.3% | 8.0% |
| Kemper Behavioral Health Hospital | 100.0% | 4.5% | 7.7% | 16.3% | 1.6% |  |
| Meredith Rural Hospital | 100.0% | 8.5% | 8.0% | 42.3% | 1.2% | 9.8% |
| Michael Memorial Hospital | 100.0% | 6.9% | 8.5% | 48.0% | 2.4% | 8.5% |
| Weldon Community Hospital | 100.0% | 38.2% | 4.8% | 19.5% | 0.8% | 2.3% |

 means there is no statistically significant data for that item.

[Filter Columns](#) [Download Details](#)

Copyright Atex Financial © 2022 Patent Pending Terms of Service Privacy Policy Version 1.0 Powered By 

Clean Claims %



Compare Clean Claims by Payer

AHA Data & Insights Travis Gentry

Clean Claim % of Remits By Payer Dashboard / ATEX Health System

Show entries Search:

Showing 1 to 7 of 7 entries

| | Overall Average | Blue Cross/Blue Shield | Medicare | Medicaid | United Healthcare | Humana |
|-----------------------------------|-----------------|------------------------|----------|----------|-------------------|--------|
| National Average | 63.7% | 76.8% | 57.0% | 59.3% | 58.1% | 81.6% |
| ATEX Health System | 70.6% | 88.5% | 63.5% | 52.0% | 81.2% | 87.5% |
| Aniel Children's Hospital | 59.2% | 79.9% | 56.8% | 39.2% | 61.8% | 77.5% |
| Estes Medical Center | 58.0% | 83.3% | 58.0% | 42.9% | 73.3% | 85.1% |
| Gentry General Hospital | 77.0% | 88.3% | 73.4% | 59.2% | 83.7% | 89.8% |
| Kemper Behavioral Health Hospital | 92.2% | 88.4% | 93.2% | ⊘ | 65.6% | ⊘ |
| Meredith Rural Hospital | 70.4% | 88.0% | 65.2% | 60.9% | 67.2% | 91.1% |
| Michael Memorial Hospital | 66.0% | 90.1% | 56.8% | 47.8% | 77.8% | 71.7% |
| Waldron Community Hospital | 63.0% | 91.7% | 45.3% | ⊘ | 71.2% | ⊘ |

⊘ means there is no statistically significant data for that item.

[Filter Columns](#) [Download Details](#)

Copyright ATEX Financial © 2022 Patent Pending Terms of Service Privacy Policy Version 1.0 Powered By

Compare Clean Claims by Specialty


Travis Gentry 

Reset

Select Claim Type:
Please Select... v

Select Hospital:
Please Select... v

Select Score:
Clean Claim % of Remits v

Group By:
Specialty v

Additional Filters
Select up to 2

Patient Type:
Please Select... v

Payer:
Please Select... v

Payer Type:
Please Select... v

Clean Claim % of Remits By Specialty ?

Dashboard / ATEX Health System

Show entries
Search:

Showing 1 to 7 of 7 entries

| | Overall Average | Medicine | Musculoskeletal | Radiology | Pathology | Cardiovascular |
|-----------------------------------|-----------------|----------|-----------------|-----------|-----------|----------------|
| National Average | 63.7% | 60.9% | 66.9% | 63.2% | 73.1% | 73.1% |
| ATEX Health System | 70.6% | 69.7% | 69.9% | 61.1% | 80.2% | 75.2% |
| Ariel Children's Hospital | 59.2% | 44.7% | 80.7% | 51.8% | 75.4% | 57.4% |
| Estes Medical Center | 58.0% | 50.2% | 56.4% | 50.4% | 71.5% | 80.1% |
| Gentry General Hospital | 77.0% | 78.8% | 69.7% | 67.2% | 80.6% | 75.2% |
| Kemper Behavioral Health Hospital | 92.2% | 73.6% | 93.9% | 76.7% | 96.5% | 88.9% |
| Meredith Rural Hospital | 70.4% | 48.7% | 74.1% | 67.2% | 85.6% | 77.8% |
| Michael Memorial Hospital | 66.0% | 59.6% | 73.6% | 65.9% | 80.3% | 75.3% |
| Waldron Community Hospital | 63.0% | 55.0% | 70.7% | 60.9% | 88.9% | 57.8% |

ⓘ means there is no statistically significant data for that item.

Filter Columns
Download Details

Compare Clean Claims by Payer and Specialty

AHA Data & Insights Travis Gentry

Reset

Select Claim Type:

Select Hospital:

Select Score:

Group by:

Additional Filters
Select up to 2

Patient Type:

Payer Type:

Specialty:

Clean Claim % of Remits By Payer For Musculoskeletal

Dashboard / ATEX Health System

Show: entries Search:

Showing 1 to 7 of 7 entries

| | Overall Average | Blue Cross/Blue Shield | Medicare | Medicaid | United Healthcare | Humana |
|-----------------------------------|-----------------|------------------------|----------|----------|-------------------|--------|
| National Average | 66.9% | 87.5% | 60.7% | 74.6% | 32.3% | 61.3% |
| ATEX Health System | 69.9% | 89.0% | 47.7% | 40.0% | 66.5% | 72.5% |
| Aniel Children's Hospital | 80.7% | 91.5% | 56.8% | ⊘ | 33.3% | 31.1% |
| Estes Medical Center | 56.4% | 90.3% | 7.1% | 2.4% | ⊘ | 70.8% |
| Gentry General Hospital | 69.7% | 90.6% | 43.5% | 42.8% | 67.4% | 76.3% |
| Kemper Behavioral Health Hospital | 93.9% | 93.8% | 100.0% | ⊘ | ⊘ | ⊘ |
| Meredith Rural Hospital | 74.1% | 91.6% | 7.3% | 4.3% | 43.5% | 74.4% |
| Michael Memorial Hospital | 73.5% | 87.6% | 69.4% | 27.2% | 54.9% | 39.2% |
| Waldron Community Hospital | 70.7% | 83.5% | 51.8% | ⊘ | 70.6% | ⊘ |

⊘ means there is no statistically significant data for that item.

[Filter Columns](#) [Download Details](#)

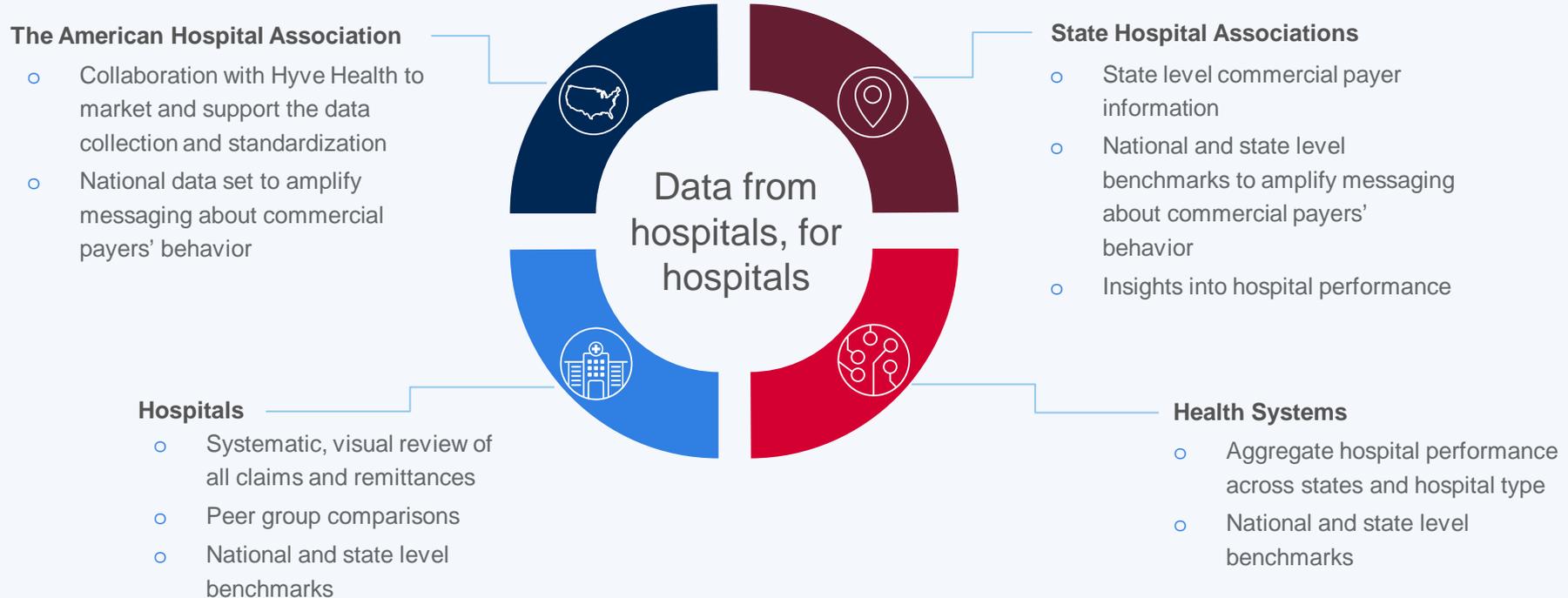
Copyright ATEX Financial © 2022 Patent Pending Terms of Service Privacy Policy Version 1.0 Powered By



At this unprecedented time when hospitals are fighting daily to get the reimbursements they are due and lack the critical data they need to navigate these pressures

Let's come together to put aggregated, de-identified claims data in your hands for smarter decision making and help you remove bottlenecks once considered unsolvable

An ecosystem of data to support all AHA member constituencies





Advancing Health in America

Questions

Learn More:
ahadata.com/aha-vitality

