



Meet the member-focused way to accurately capture risk adjustment revenue

Current risk adjustment approaches, like chart-chasing, in-home visits and data mining, are effective for the members who complete their Annual Wellness Visit (AWV) and get coded. But what about the members who don't go in? You can't code the members who don't visit their doctor, and those members could represent a significant revenue opportunity.

What if you could motivate your unengaged members to visit the doctor? What if you could empower them to have a more productive visit with their physician, increasing the likelihood their HCCs get identified accurately in the first place?

Introducing NovuHealth's Risk Adjustment Solution

Our Risk Adjustment Solution represents a fundamental shift in how health plans capture risk adjustment revenue. By motivating unengaged members to visit their providers and arming them with valuable information, we can facilitate more productive AWVs—reducing unknown risk and driving more timely, accurate coding.

NovuHealth's risk adjustment solution focuses on getting **more members to have more productive AWVs.**

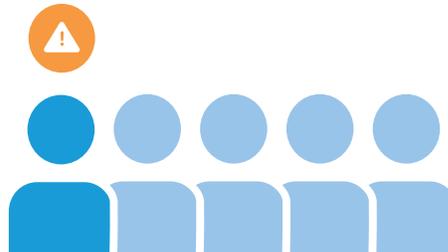


The projected value of a proactive approach

AWVs can help physicians identify and code hierarchical condition categories (HCCs), making AWVs critical to improving the accuracy and efficacy of risk adjustment efforts. Based on industry averages, roughly

20% of members

in a given population aren't accurately risk adjusted.*



When you consider the value of an HCC, and the average number of HCCs per member, your health plan could be leaving significant revenue on the table.*

\$1,180

Value of an HCC

1.9

Average HCCs per member



Based on our calculation, a plan with 100,000 members could be missing risk adjustment revenue of up to

\$44.8 million

Benefits of NovuHealth's member-centric approach

- 1 Enhance the likelihood of getting more members coded with greater accuracy.**
- 2 Improve member care and influence positive outcomes.**
- 3 Build stronger relationships with each of your members.**

We drive more members into the doctor and empower them to have a more productive visit, which can drive more accurate and complete coding.

With a clearer picture of member health, plans can provide appropriate interventions in a more timely manner.

We help foster trust by creating opportunities for positive interactions between plans and their members, which can positively impact member satisfaction.

To discover how NovuHealth's Risk Adjustment Solution can help you proactively and accurately capture risk adjustment revenue, visit novu.com/riskadjustment

*Milliman data