

# MAKING CONNECTIONS TO IMPROVE HEALTH CARE DELIVERY



## 2015 Cigna Collaborative Care performance

### A look at full-year 2015 performance among large physician groups

#### Driving results through experience and innovation

- › 27% growth in terms of aligned Cigna customers from year-end 2014 to year-end 2015.<sup>1</sup>
- › Generated savings of \$145 million through total medical cost reduction since the inception of the program.<sup>2</sup>
- › One-third of physician groups active at least one year saved 3% in total medical cost, representing a \$120 annual savings per patient.<sup>3</sup>
- › Overall average 2:1 ROI for physician groups active at least one year.<sup>4</sup>
- › 50% of physician groups had 3% lower total medical costs than the market.<sup>5</sup>

1. Based on Cigna internal analysis of number of aligned Cigna customers as of December 31 2014 vs. December 31, 2015 (2016).

2. Includes Cigna Collaborative Care, Large Physician Groups nationwide with effective dates through 2015. Calculated from trend of aligned member claims plus care coordination reimbursements paid vs. trend of Cigna's comparable claims within the local market on a risk adjusted PPPM (per patient per month) basis.

3. Cigna 10/1/16 nationwide analysis showing 1/3 of large physician groups active at least one year see an average 3% total medical cost savings over two years.

4. Cigna internal analysis of Cigna Collaborative Care, Large Physician Group annual results nationwide for 2014 and 2015. ROI Methodology = (Total Savings - Total CCF Costs) / Total CCF Costs. Reflects performance since inception of groups, with experience of one or more years.

### Delivering quality, cost-effective care

Our top-performing physician groups achieve better-than-market results<sup>6</sup>

- › **7% better quality performance** - includes 40,000 aligned Cigna customers
- › **30% lower rate of avoidable ER visits** (examples of "avoidable ER visits" include non-emergency minor illnesses such as headaches and skin rashes) - includes 28,000 aligned Cigna customers
- › **27% lower hospital inpatient admission rate** - includes 81,000 aligned Cigna customers
- › **61% lower all-cause admission rate** - includes 25,000 aligned Cigna customers
- › **30% lower rate of advanced imaging scans per thousand** - includes 52,000 aligned Cigna customers
- › **3% higher generic dispensing rate** - includes 47,000 aligned Cigna customers
- › **10% lower cost trend** - includes more than 22,000 aligned Cigna customers

5. Cigna internal analysis of Cigna Collaborative Care, Large Physician Group nationwide annual results 2015 full-year data, risk adjusted total medical cost. Comparisons to "market" are established using Cigna internal claims data.

6. Cigna 10/1/16 analysis (weighted average) of the top five national large physician groups per metric compared to local market in 2015. "Quality" is based on compliance with evidence-based medicine guidelines.

Together, all the way.®



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