

## THE REFERRAL MODULE

Focus Pathway is a claims visualization platform that transforms data from Stratasean's proprietary All-Payer Claims Dataset (APCD) into digestible, actionable intelligence. The Referral module empowers hospitals and health systems to visualize referral leakage in their network. With Referral, you have the data-driven insights you need to create alignment with physicians across your service area and uncover valuable opportunities for growth.

### THIS MODULE ALLOWS YOU TO:

- Pull all data for physicians within a service area and map all referrals to and from those physicians to understand physician-specific:
  - Referral patterns
  - Patient interactions
  - Facility loyalties
  - Health system relationships
- View cases performed and revenue generated by individual physicians and facilities, with an ability to breakdown by care setting, provider specialty, facility, practice affiliation and ZIP Code.

### ... AND ANSWER QUESTIONS SUCH AS:

- Which physicians have patients leaving the network for care?
- Among these physicians, do leakage patterns exist?
- How much revenue is being lost to leaked encounters - by provider, care setting, facility, procedure, etc.?
- Are there high-volume physicians outside of our network we should be working with?

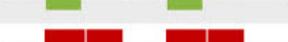


Armed with this level of intelligence, you are positioned to successfully:

- Create alignment with physicians across your service area with intentional, data-driven field conversations that support patient retention and physician satisfaction/loyalty
- Identify high-volume doctors who should be pursued for employment or partnership.



Referrals by: Referring Provider

Referring Provider	Total Referrals Sent	Leakage %	Leakage Trend (% Change, Qtr)
<u>Parker, Kevin, M.D.</u>	3,493	76%	
<u>Robin, Kelcy, M.D.</u>	3,263	44%	
<u>Burns, Garrett, T., M.D.</u>	3,123	23%	
<u>White, Jackson, M.D.</u>	3,012	40%	
<u>Franklin, Ari, M.D.</u>	3,001	11%	
<u>Kilo, Riley, M.D.</u>	2,985	38%	
<u>Way, Gerald, M.D.</u>	2,712	81%	
<u>Valensi, Nicholas, M.D.</u>	2,601	15%	
<u>Clark, Anne, M.D.</u>	2,585	5%	



## THE STRENGTH OF STRATASAN'S DATA

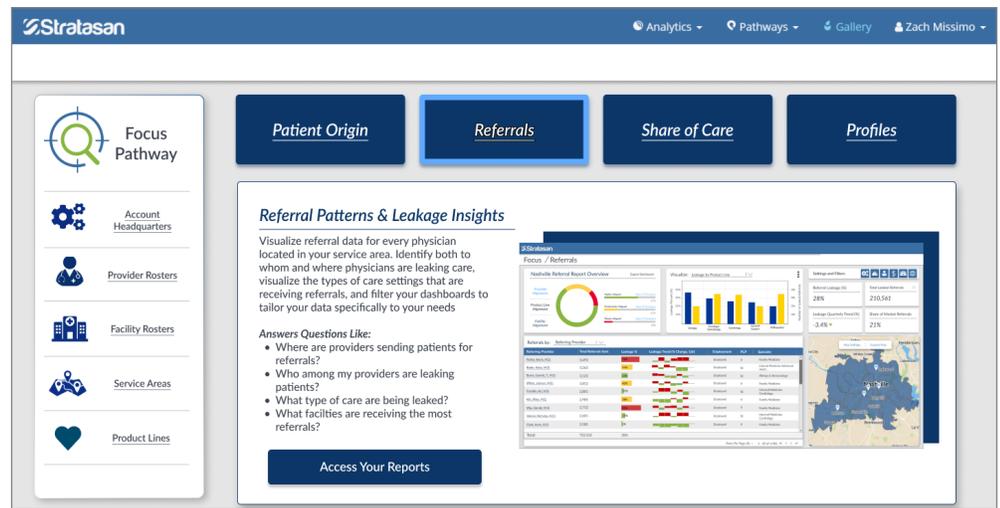
Focus Pathway is powered by our proprietary, curated All-Payer Claims Dataset, sourced from multiple claims clearing-houses nationwide and updated monthly or quarterly, depending on the data source. Stratasan's APCD includes more than two billion claims per year, with several years of claims data available, allowing for insight into longitudinal care. Pair this with a proprietary APCD processing methodology and Focus Pathway users get a powerful combination that turns deep, physician-specific data into digestible, actionable intelligence.

# FOCUS PATHWAY

CLAIMS VISUALIZATION TOOL

## OTHER FOCUS PATHWAY MODULES:

- **Patient Origin and Out-Migration:** Interactive dashboard allowing you to quickly and easily gain insights into where patients from your service area are seeking care
- **Profiles:** *Coming soon!* Individual, provider-specific profiles that provide both claims data and referral data for all physicians within your network
- **Share of Care:** *Coming soon!* A longitudinal view of the patient's care journey that helps identify areas to improve continuity of care



## LEARN MORE:

To learn more about Focus Pathway, our comprehensive datasets, or the other healthcare intelligence solutions we offer, contact our team or visit [www.stratasan.com](http://www.stratasan.com).

Nashville-based Stratasan, part of Syntellis Performance Solutions, is the leading provider of advanced data analytics and market intelligence to healthcare strategic planning and marketing professionals delivered via a SaaS platform. From market analysis, strategic growth planning, and data aggregation to physician referral alignment and claim reimbursement optimization, we can help. Move past data analysis to the essential work of strategic planning, so you **Know Where To Grow™**.

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Know where to grow™

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