

**TWO-YEAR STUDY FINDS KANAWHA HEALTHCARE SOLUTIONS  
CARE MANAGEMENT PROGRAMS LOWER MEDICAL CLAIMS  
BY NEARLY 10 PERCENT**

***Data Analysis from D2Hawkeye Identifies Individuals with Costly or Chronic Diseases  
Who Can Benefit Most from KHS' Care Management Programs***

**Waltham, MASS.** – A two-year study conducted by Kanawha HealthCare Solutions (KHS), a third-party administrator division of KMG America, found that its medical management and patient outreach programs decrease costs by 9.31 percent and improve individual compliance of important preventative care and treatment for people with diabetes, cardiovascular disease, asthma and chronic obstructive pulmonary disease, and women's health issues.

The two-year study, conducted from February 1, 2004 – January 31, 2006, was based on analysis of 156,000 member-months and more than \$60 million in allowed claims. In addition to the cost savings and compliance improvement figures, member utilization of emergency rooms and hospital admissions decreased in the population reviewed, reflecting the impact of behavioral changes on utilization and the overall trend.

"These results are very encouraging. They demonstrate it is possible to simultaneously reduce the costs and improve the quality of health care. These results are a good example of what can be done – and what is being done – to assist in controlling health costs and improving participants' health," said Scott D. MacEwen, President and COO of KHS.

*Targeting At-Risk Individuals is Key to Real-World Benefits*

The KHS study examined the company's Healthy Coaching, Healthy Invitations and Case Management programs. Healthy Coaching and Healthy Invitations enable members to better manage their conditions, to be compliant to best practices in preventative care and treatments, and to maximize health through education and counseling. These programs are also designed to help employers manage potential excessive healthcare costs. Healthy Coaching and Healthy Invitations are part of a suite of medical management products called Healthy Solutions that KHS provides to self-funded groups in addition to claims administration. KHS Healthy Solutions offerings also include case management outreach for acute and episodic health issues.

KHS' identifies members for Healthy Solutions programs based on who is most at risk due to a chronic disease or a need for high-cost care. To do so, KHS partners with D2Hawkeye, a leading provider of medical data reporting and analytic solutions, to determine individuals who can benefit most from the programs. D2Hawkeye, through the use of intensive data mining techniques and in conjunction with KHS, rapidly integrates data on a participants' eligibility, medical and pharmacy claims, health risk assessment and case management to predict individual and aggregate risk.

"D2Hawkeye provided us with the ability to drill down and target the criteria that is driving our costs," said KHS client Tommy Burton, Vice President of Human resources for AAA Carolinas. "They gave us what we needed and wanted from a reporting platform: the ability to identify our issues and take action."

KHS' Scott MacEwen concurred, "D2Hawkeye is an important component in our care management endeavors. Their analytics help us find the most appropriate individuals for our programs and recommend a suitable care management situation."

More information about KHS' Healthy Solutions programs is available at [www.khsonline.com](http://www.khsonline.com).

**About D2Hawkeye**

D2Hawkeye (Waltham, Mass.) is a leading provider of medical data reporting and analytics solutions. The company integrates all of a population's eligibility, medical claims, pharmacy claims, health risk assessment and case management data, and then applies a wide range of medical rules in order to predict individual and aggregate risk in that population. Through the use of intensive data mining techniques, D2Hawkeye automates the analytical process enabling its clients to make medical management and financial decisions in a more effective and timely manner. More information about D2Hawkeye is available at [www.D2Hawkeye.com](http://www.D2Hawkeye.com).

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