



SOCIAL RISK INSIGHTS

Measures & Outcomes

An ROI Analysis of Clinical and
Financial Outcomes

Addressing the Previously Unaddressable

The healthcare industry continues to face mounting pressure to reduce costs while improving outcomes.

To answer that need, Socially Determined, Mathematica and MedeAnalytics have teamed up to face this challenge head on, with a new, end-to-end solution that can quantify and validate not just the ROI on targeted social determinant of health (SDOH) interventions, but precisely what and for whom, to deliver the greatest impact.

To accomplish this, the collaboration combines cutting-edge social risk insights from Socially Determined, trusted actuarial validation from Mathematica, and AI-enabled closed-loop analytics from MedeAnalytics. The *“Social Risk Insights—Measures & Outcomes”* offering is an enterprise-ready solution that empowers health insurers to optimize social risk strategies across Medicaid, Medicare Advantage, ACA Exchange, and commercial populations.

CONTENTS

1. SDOH: The Iceberg of Outcomes and Cost
2. Case Study: AmeriHealth Caritas DC
3. Additional Data Insights
4. Under the Hood
5. Development, Implementation, and Execution





SDOH: The Iceberg of Outcomes and Cost

The metaphor is a familiar one. To a passing vessel, the bulk of an iceberg is beneath the waterline; out of sight but lethal. Social determinants of health are no different.

Despite the incredible effort and dedication of practitioners, clinical care accounts for just a fraction of health outcomes. The remaining influences—housing instability, food insecurity, transportation barriers, financial strain, and health literacy—have been notoriously difficult to quantify, target, integrate and manage at scale. These social determinants drive avoidable utilization and poor health outcomes, directly undermining quality standards like HEDIS, Stars, and readmission rates. This results in lower value-based care payments from penalties to risk-bearing entities for factors beyond their control.

SOCIAL RISK DATA, WHEN DEPLOYED EFFECTIVELY, ENABLES PAYERS TO:



Identify high-risk individuals often missed by traditional risk stratification tools.



Manage populations via 3rd party intervention partners.



Direct tailored interventions that lower avoidable utilization and cost.



Leverage new, cost-effective approaches to impact HEDIS measures or Stars scores.



Monitor outcomes and report progress on equity and engagement strategies.

Until now, many organizations have struggled with disjointed data, unproven vendors, and the lack of a credible ROI model.

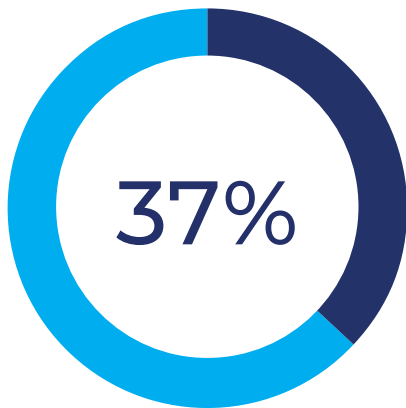
Case Study

AmeriHealth Caritas DC

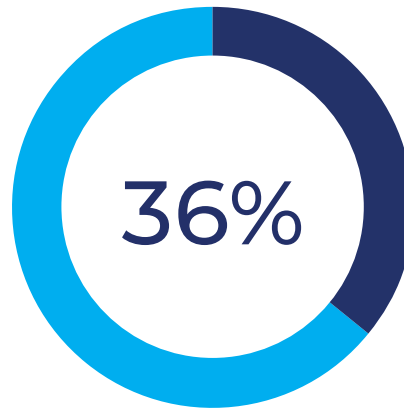
The first iteration of the Measures & Outcomes program launched with AmeriHealth Caritas DC, a Medicaid plan serving covering 100k lives, to evaluate 12 SDOH intervention programs.

The use of Socially Determined's SocialScape® allowed AmeriHealth to identify program inefficiencies and optimize resource allocation.

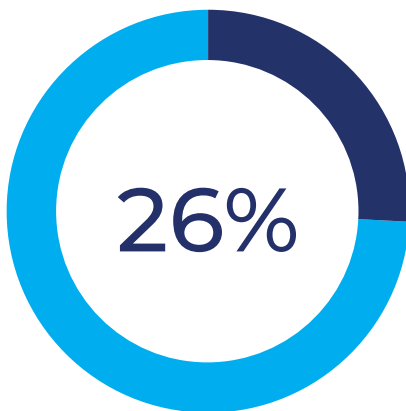
RESULTS



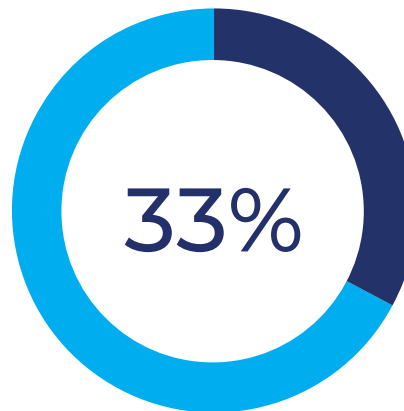
Reduction in 30-day, all-cause readmissions



Reduction in EMS visits



Reduction in low-acuity ED visits



Reduction in inpatient admissions

Additional Data Insights

Results and Associated Program Opportunities

\$6.3M

SUPPORTIVE HOUSING: Medicaid patients with SMI, HIV, or chronic conditions saved \$6.3M via improved med management and reduced non-acute ED visits.¹

70% ✓✓

MEDICALLY TAILORED MEALS: Dual eligibles saw a 70% drop in ED visits and 52% fewer inpatient admissions, with 16% lower overall costs.²

\$3,423
PMPM

TRANSPORTATION SUPPORT: Enabling dialysis access saved \$3,423 PMPM for Medicaid members; wound care transport support yielded \$792 PMPM savings.³

As the examples from outside of the AmeriHealth program demonstrate, the *Social Risk Insights—Measures & Outcomes* program doesn't just enhance quality and clinical outcomes, it can dramatically reduce costs. Thanks to datasets that use granular data to scale up to population health levels, and the ongoing validation of that data, the opportunities for life and cost saving interventions remain constant and reliable, even with heavy population churn.

1. THE PREVENTIVE EFFECT OF HOUSING FIRST ON HEALTH CARE UTILIZATION AND COSTS AMONG CHRONICALLY HOMELESS INDIVIDUALS: New Evidence Using Propensity Score Analysis – BlueCross of MA Study, 2020.

2. Meal Delivery Programs Reduce The Use Of Costly Health Care In Dually Eligible Medicare And Medicaid Beneficiaries – Health Affairs, 2018

3. Non-Emergency Medical Transportation: Findings from a Return on Investment Study – Transportation Access Coalition Congressional Testimony, 2020

Under the Hood

The *Social Risk Insights—Measures & Outcomes* program integrates three core capabilities from three expert partners to seamlessly deliver unmatched results.

1

SOCIALLY DETERMINED – RISK IDENTIFICATION

Socially Determined provides member-level social risk scores through the SocialScape® platform. These outputs offer assessments of housing, food, transport, financial, and literacy barriers. This enables payers to accurately pinpoint members whose social barriers are driving cost and poor outcomes.

2

MATHEMATICA – ANALYTIC VALIDATION & ROI MODELING

Primary medical and Rx datasets are extracted by our third party, analytic analysis partner, Mathematica. Mathematica then conducts financial impact modeling using actuarially accepted methodologies. This refines outputs of eligible interventions through the establishment of baseline outcomes alongside six-month comparative analyses. As a result, the outputs are credible for rate filing, budget planning, and Value-Based Care reporting.

3

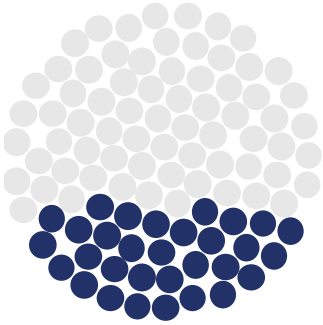
MEDEANALYTICS – TECHNOLOGY DELIVERY & SCALING

MedeAnalytics integrates social risk from Socially Determined with clinical, claims, and utilization data in real time within its AI-powered Health Fabric™. This unified view enables ongoing measurement and closed-loop action to drive ROI of social interventions at scale.

Payers are now empowered to drive quality, care management, and actuarial teams with scalable infrastructure.

UNDER THE HOOD CONTINUED

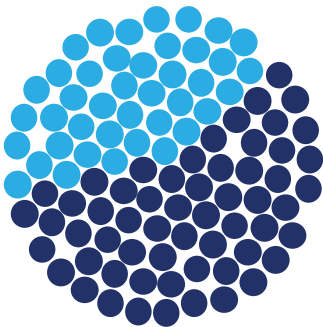
This unique combination of data analysis, validation, and deployment ensures operational feasibility and strategic credibility—turning SDOH insights into measurable performance. In turn, the impacts on cost and outcomes that have remained out of reach are now accessible, and addressable at scale.



IDENTIFY SDOH FACTORS | SOCIALLY DETERMINED

Step 1

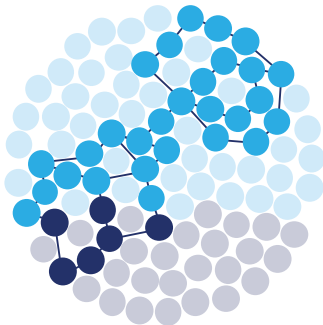
Socially Determined runs individual risk scores through our SocialScape® platform.



DATA INTEGRATION | MEDEANALYTICS

Step 2

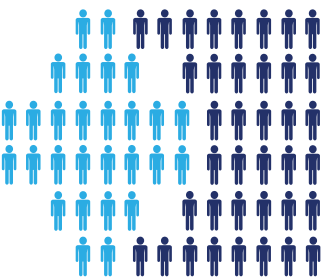
Primary medical, Rx, and social risk data are ingested into MedeAnalytics' Health Fabric™ platform to create a centralized dataset.



RISK STRATIFICATION | MEDEANALYTICS

Step 3

MedeAnalytics maps and analyzes the integrated data to stratify populations by risk.



ROI VALIDATION AND INTERVENTION STRATEGIES | MATHEMATICA

Step 4

Mathematica extracts and validates the combined datasets to evaluate ROI. Socially Determined provides program oversight and guides intervention strategies.

Development, Implementation, and Execution

PROPOSAL AND ROI: TURNING SOCIAL RISK INTO MEASURABLE RESULTS

The ROI from social risk insights is not only provable—it's repeatable *and* scalable.

KEY BENEFITS FOR HEALTH PLANS

- **Quantified ROI:** Reduce costs and utilization with validated actuarial models.
- **Improved Quality Metrics:** Impact Stars, HEDIS, and engagement measures.
- **Healthy Outcomes:** Target and measure improvements across populations.
- **Scalability:** Deploy across multiple lines of business and geographic regions.

PROPOSAL HIGHLIGHTS

- **Contract Structure:** Three-year terms designed around measurable outcomes.
- **Flexible Pricing:** Configurable by line of business; includes outcomes-based pricing options.
- **Pilot Ready:** Start with a targeted population and scale up after demonstrating value.

Health plans are uniquely positioned to lead in social innovation, and this program gives them the tools, data, and proof to do so.





Get full visibility into social risk and its impact on those you serve. Our unparalleled insights drive strategic, measurable programs to improve healthcare and outcomes at scale. To learn more, visit sociallydetermined.com today.

80 M Street SE, Washington, DC 20003 | 202.480.2811