

McKinsey&Company

2019 Medicaid Enterprise Systems Conference

Abstract proposal
McKinsey & Co

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Abstract for Medicaid Enterprise Systems Conference (MESOC)

Abstract: *How States can leverage Analytics to improve outcomes, reduce costs, and foster innovation*

- States are facing significant operational, financial, and strategic pressures as they manage an increasingly complex patient populations with ever-tightening budgets
- Analytics can drive better performance for States in five specific areas:
 - **Define strategic direction and inform policy decisions** (e.g., simulating impact of changing MCO regions, model out budgetary changes)
 - **Drive more value from MCOs** (e.g., refine auto-assignment methodology to better reflect individual MCO strengths)
 - **Drive better outcomes for members** (e.g., use school data to predict unmet medical/BH needs)
 - **Drive better financial stewardship and program integrity** (e.g., better identify/ predict ineligible members or those who will attrite)
 - **Enable data-driven decision-making** (e.g., integrate of clinical and non-claims data to build more actionable evaluation of high performing providers)
- To maximize the potential of Analytics, States will need to align with existing strategy, develop an effective operating model, prioritize and execute on use cases, and build capabilities to ensure sustained impact
- The session will focus on the key messages above, and bring them to life with specific use cases of Analytics (e.g., geospatial analysis, SDOH population hot spotting)

3 questions we will address today

What is the role of Analytics in the context of Medicaid?

How can Analytics be used to deliver superior health outcomes for an increasingly complex and costly Medicaid population?

How can your agency capitalize on the promise of Analytics and what will it take?

