

■ CASE STUDY

Hoag Orthopedic Institute Leverages Clarify Health's Network Data to Drive Physician Performance

Overview

Hoag Orthopedic Institute (HOI), a specialty hospital located in Orange County, CA, is focused on delivering the highest quality orthopedic and spine care. In order to execute on this strategic priority, HOI leverages the most up-to-date network data to partner with top-performing surgeons in the Southern California market. The HOI team deployed Clarify's network insights, which provided them with outcome scoring on facilities, physicians, and healthcare systems. With a clear view into provider performance, HOI was able to quickly and effectively review and recruit high-quality surgeons for partnership opportunities. HOI has partnered with Clarify on many healthcare-related solutions since 2017.



Hoag Orthopedic Institute operates a total of 6 locations across California. Pictured above is the hospital location in Irvine.

■ CHALLENGE

Limitations with provider selection

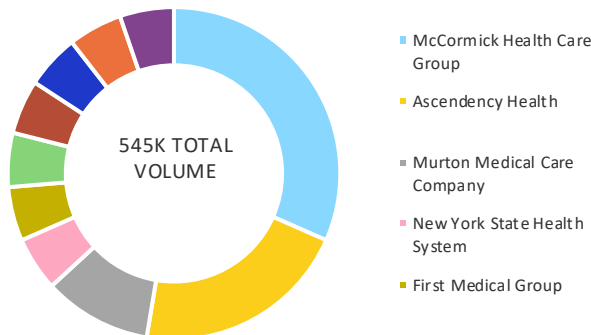
Before partnering with Clarify, HOI had limited capability in identifying potential physician growth paths, hindering its ability to utilize data-backed reasoning for provider selection. HOI needed to evaluate non-affiliated physician performance, from both quality and utilization perspectives, within orthopedic and spine service lines. Overall, the institute required key insight into candidate performance as it considered physicians across multiple counties.

■ SOLUTION

Opening access to data insights

Utilizing Clarify's capabilities, the HOI team was able to evaluate high-quality orthopedic surgeons for potential partnerships. Clarify's data provided HOI with holistic outcome and efficiency scores, allowing program leadership to compare a physician's observed to expected performance as it related to readmission rates, infection rates, length of stay and the total cost of care.

Volume by Health System



Clarify's platform enables end users to quickly surface the highest performing physicians to target and bring in-network.

"Data is raw in nature. It's how you unlock and weave it into your story that makes it strategically effective and meaningful".

SAM GUERRERO, MHA, LSSBB
SR. PRINCIPAL OF BUSINESS INTELLIGENCE, STRATEGIC ANALYTICS & REPORTING HOAG ORTHOPEDIC INSTITUTE

RESULTS

Closing the Gap

Armed with access to the latest regional and national scoring data, HOI gained deeper insight into provider performance, reliably evaluating the quality of orthopedic surgeons in consideration for partnerships. HOI was empowered to create score-driven network expansion proposals and proceeded with adding new high-performing, top-quality physicians to ambulatory surgery centers in its network.

While Clarify continues to provide insight into the orthopedic and spine physician market, and has delivered beyond expectations by providing additional details into shoulder quality outcomes, skilled nursing facility scoring, home health utilization rates and nationwide total joint replacement volumes. All of this has confirmed HOI's position as the leading West Coast provider with the highest volume of total joint replacements over the last nine years.

Julia Coltrane

Cardiovascular Surgeon

EMPLOYED

CONCORDE PHYSICIAN GROUP
NEW YORK STATE HOSPITAL

22,684

In-Network
Referral Volume

46%

In-Network
Referral Rate

32,467

Total Referral
Volume



About Clarify Health

Clarify unlocks the hidden value in healthcare data. Trusted by providers, payers, tech and services, and life sciences companies, Clarify uses the power of data and AI-powered predictive analytics to make complex decisions easier. The Clarify Atlas Platform® is the foundation, leveraging the industry's largest and most robust dataset to map more than 300 million lives and 20 billion data points to surface actionable insights with unparalleled speed and precision.