



The New Performance Equation: **Risk × Quality = Value**

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Speaker Introduction



Paul Burke
Chief Product Officer
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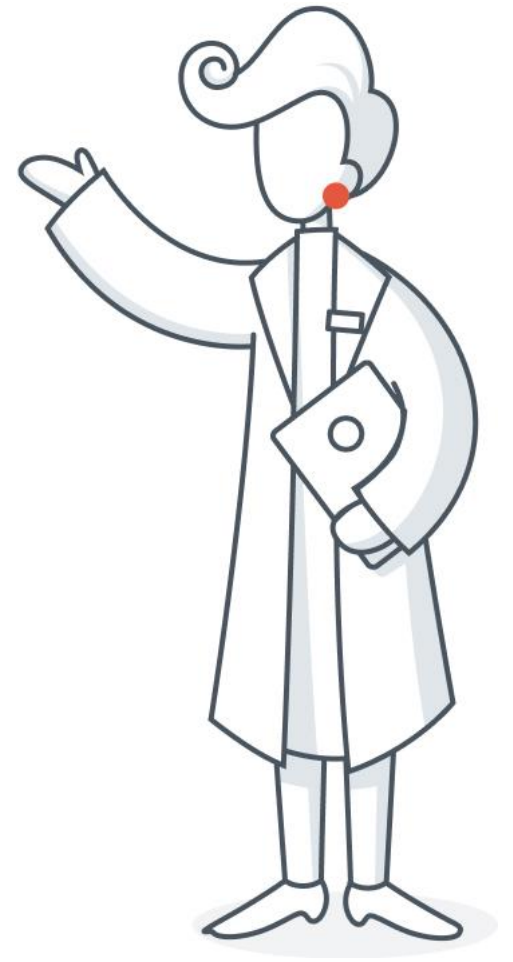
Lindsay Knapp
Deputy Chief Operating Officer
Pearl Health



Dennis Hillen
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Learning objectives

- Health systems/IDNs and risk-bearing providers: walk away with a practical framework for aligning risk, quality, and clinical workflows to accelerate value-based performance.
- Discover a value-based care flywheel that translates strategy into measurable outcomes.
- Understand how to deploy AI that clinicians trust, with human oversight built in from the start.
- Learn how to turn predictive analytics into provider action by making insights simple enough to actually use.



Audience Poll Question

How is your organization using prospective risk adjustment today?

- Mostly retrospective, prospective is minimal
- Prospective suspecting, but largely manual follow-up
- Prospective insights embedded into clinical/coding workflows
- Fully integrated: prospective + retrospective + quality in one workflow
- Not applicable/unsure

About Pearl Health

Helping clinicians deliver better care while succeeding in value-based contracts

MSSP

MA

ACO REACH / LEAD

\$3.4B

Premiums Managed

\$443

Average cost avoided per recommended action

27%

Fewer admissions

5K+

Providers Enabled

About Reveleer

One platform for value-based care

16+

Years in Value-Based Care



1.2B

Pages of clinical data analyzed in '25

74

Million Covered Lives



85+

Health Plans and Providers



From parallel tracks for **risk adjustment** and **quality improvement** to a *new value equation* that addresses the **quadruple aim** of healthcare

~~misalignment~~ between risk and quality teams

→ better outcomes → lower cost → shared savings → provider
revenue growth → reinvestment in care capacity →

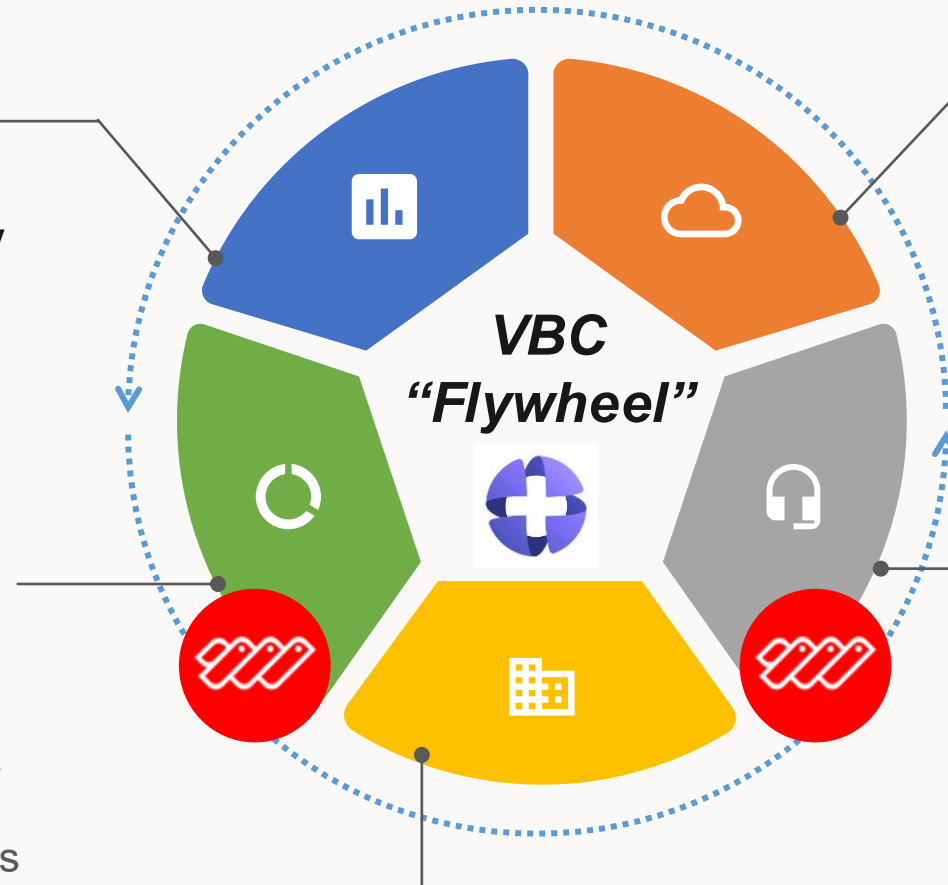
The Value-Based Care “Flywheel” for Enablers and IDNs

Financial Modeling

Practices participate w/o large reserves or actuarial capability
Managing downside risk and cash-flow volatility.

Predictive Analytics

Identify “who to act on” thru data + AI layer
Aggregates clinical + claims data and applies analytics and AI to surface patients and opportunities



Infrastructure

The VBC Operating System
Infrastructure they typically lack

Clinical Workflow Enablement

Proactive Clinical Insights and Actions
Embeds insights directly into practice workflows and helps teams execute

Program (Model) Participation

Organizing providers into value-based programs
Shift payment from volume to outcomes and cost management, empowering providers to manage populations with aligned incentives


Actionable AI

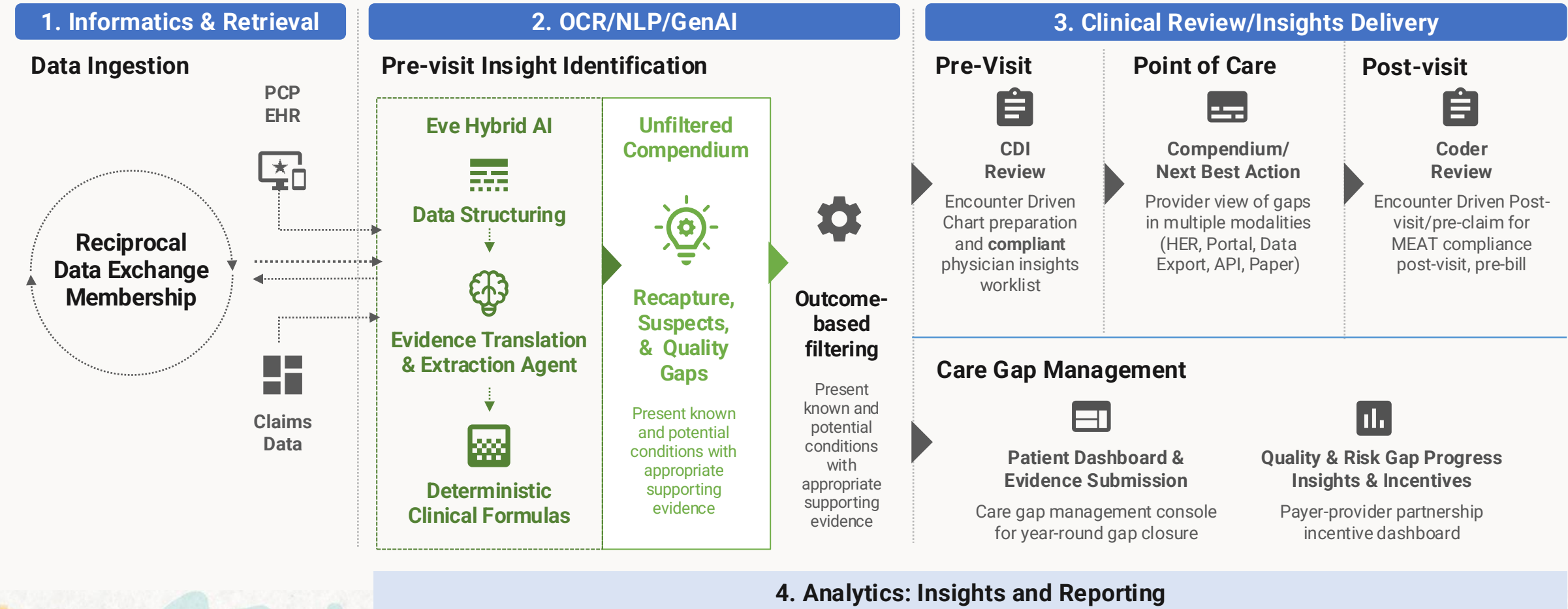
How to build trust to close gaps faster benefiting providers, payers, and patients

Value-Based Care Enablement with Reveleer



 **Predictive Analytics through Hybrid AI**

 **Clinical workflow enablement through frictionless provider insights and tools before during and after care.**



Audience Poll Question

What is the biggest hurdle to using AI in your risk and quality workflows today?

- Data quality and evidence you can trust
- Explaining AI outputs to clinicians and leaders
- Integrating AI into existing workflows and EHRs
- Audit readiness and documentation standards
- Change management and resourcing

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Discussion

Key Takeaways

- Reduce silos, better alignment across teams and lines of business
- Strong foundation, data quality is key
- Various and complex performance equations
- Technology enablement and AI with clinician-in-the-loop is crucial
- Value-based care evolution is accelerating



Q&A



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THANK YOU

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