

THE STORY BEHIND OUR TOP INNOVATORS LISTING

- Products and Services:** We thoroughly analyze a company's offerings to assess their quality, uniqueness, and relevance within the industry.
- Core Competencies:** We examine the core strengths and capabilities that set a company apart from its competitors.
- Product Launches and Press Releases:** We take into account a company's recent product launches and noteworthy press coverage, as these indicate their commitment to innovation and market presence.
- Case Studies and White Papers:** We review case studies and white papers to gain insights into a company's expertise and thought leadership in addressing complex challenges.
- Angel Investments and Acquisitions:** We consider angel investments and acquisitions as indicators of a company's growth potential and strategic partnerships.
- Senior Leadership Team Domain Experience:** We value the collective domain expertise of a company's senior leadership, which contributes to their industry knowledge and vision.
- Other Awards and Recognitions:** We take note of any additional awards or recognition a company has received, underscoring their credibility and industry standing.
- Research and Development (R&D) and Innovations:** We assess a company's commitment to R&D and its track record of bringing innovative solutions to market.
- Breadth of Capabilities and Services:** We consider the range and depth of a company's capabilities and services, reflecting their ability to cater to diverse client needs.
- Industry Visibility, Innovation, and Impact:** We evaluate a company's visibility within the industry, including their participation in industry events, thought leadership initiatives, and overall impact on the sector.
- Strength of Clients and Geographic Reach:** We take into account the caliber and size of a company's client base, as well as their geographic reach, indicating market acceptance and scalability.
- Company Size and Growth Potential:** Lastly, we consider a company's size and its potential for future growth, reflecting their overall trajectory and market positioning.

There is a story behind the selection of each company to be added to our elite listing. Rather than selecting random solution providers, our team performs a comprehensive analysis of companies that are providing sophisticated Population Health Management Services. After carefully assessing 500 Fortune listed companies, we shortlist businesses that are eligible to be part of our exclusive listing page. To ensure an adaptable and rigorous selection process, we have a dedicated market research team responsible for identifying the most exceptional companies to showcase in the magazine. Their efforts encompass monitoring press releases, researching reports, tracking product launches, case study analysis, considering event sponsors, and more, all with the aim of identifying the most relevant and innovative technology vendors. In evaluating potential companies for inclusion in our list, our evaluation team focuses on several key parameters:



HEALTHMAP SOLUTIONS :

TRANSFORMING KIDNEY POPULATION HEALTH MANAGEMENT: HOW HEALTHMAP IS LOWERING COSTS AND IMPROVING QUALITY OF CARE FOR KIDNEY DISEASE PATIENTS

It's no secret that healthcare costs are on the rise, especially for patients with complex chronic conditions like chronic kidney disease (CKD) and end-stage renal disease (ESRD). Since CKD is generally asymptomatic in its early stages, many patients are unaware that they have CKD until their disease or comorbidities have progressed, and a confirmed CKD diagnosis is identified. This unknown and therefore unmanaged diagnosis often leads to unplanned dialysis starts (crashing to dialysis), emergency department visits, hospital admissions/readmissions, negative health outcomes, and overall increases in cost.

Healthmap Solutions (Healthmap), an NCQA-accredited kidney population health management company, improves care and lowers costs for this population using its end-to-end Kidney Health Management program.

Healthmap serves health plans, health systems, accountable care organizations (ACOs), and provider groups using their value-based care solution to improve the lives of millions of Americans living with kidney disease. The company's holistic, clinically focused, patient-centered approach combines the use of proprietary algorithms, predictive analytics, and clinical acumen to identify and address

intervention opportunities and care gaps.

"Healthmap Solutions is unique in our approach to kidney population health management. One aspect of our program that is especially distinctive is our commitment to 'moving upstream' to identify patients early in their CKD diagnosis in order to establish a treatment pathway based on the patient's unique and specific risk and stage of CKD, with a goal of slowing disease progression and improving outcomes," explains Eric Reimer, CEO of Healthmap Solutions.

Compass, the company's HITRUST CSF® certified and NCQA pre-validated



Eric Reimer, CEO

technology platform, uses proprietary algorithms to analyze data from various sources, including medical claims, lab, pharmacy, ADT, and Personal Health Assessment data. This helps to develop personalized Healthy Action Plans at scale, identify patients with a high likelihood of having CKD, determine who is at risk for disease progression, and identify who could have a clinical event requiring a hospital admission over the next six to twelve months. "We also identify who we can impact by surfacing gaps at a patient level that are correlated with adverse events and poor health," explains Reimer.

When it comes to kidney population health management, the initial market reflex has been on the high costs associated with ESRD care. However, Healthmap goes beyond ESRD in its expertise, and manages patients who have CKD stages 3, 4, 5, and Unspecified, in addition to ESRD patients. The company has made its mark in the industry by focusing on early identification, which has helped Healthmap make a much larger impact on this population as a whole, in terms of both financial and clinical outcomes. The company has achieved outstanding patient engagement rates by engaging with patients' existing PCPs, nephrologists, cardiologists, and endocrinologists, and through the support of Healthmap's multidisciplinary Care Navigation

team. Other organizations focus only on patients who have seen a nephrologist, missing a large portion of patients. Further, others have imposed narrow network approaches in which they partner with a subset of the network's nephrologists, creating access challenges and provider and patient disruption. Healthmap strongly believes in maintaining or increasing broad access to these patients to ensure they get the care they need from their trusted physicians. Registered Nurses, Social Workers, Registered Dietitians, Pharmacists, and other Specialists interface directly with patients to promote treatment adherence and overcome barriers to care. "We have proven that Healthmap stands ahead of the competition in our program engagement rates of 65% to 75% of eligible members, compared to our competition who are at 20% to 30%. It is these high engagement rates that have allowed Healthmap's results to stand out in the industry. Further, due to the wide range of needs of the population, we titrate interventions to meet the patients' specific needs effectively and deliver a cost-effective program," adds Reimer.

Healthmap's program focuses on personalized, whole-patient care, which necessitates a thorough understanding of each patient's comorbidities. Many CKD and ESRD patients also struggle with diabetes and/or hypertension, among other conditions. Oftentimes, these patients are seeing multiple specialists, who may not be collaborating or communicating effectively to manage the patient's care. Healthmap alleviates these challenges by offering dedicated in-office resources to support more effective collaboration and care management, while reducing the overall administrative workload and burden for physicians and their office staff. By facilitating more effective communication between and with providers, this approach eliminates challenges associated with siloed, fragmented care, which is all too common for CKD populations when multiple comorbidities are involved. "We maintain partnerships with all providers on the patient's care team and facilitate collaboration between patients, providers, and the Healthmap team. By focusing on both provider and patient engagement, our clinical teams are able to ensure that all parties have the tools they need to achieve the best possible outcomes," says Reimer.

Since its inception, Healthmap has been delivering successful population health management solutions to its clientele. Healthmap's future is bright and has a clear strategy for continued success to include continued market expansion to provide a complete national footprint. The company also plans to enhance the population health management model to maximize value for all stakeholders. This is in addition to a robust technology roadmap with the inclusion of new chronic conditions that would benefit from the current Healthmap model. 



Population Health Management (PHM) is a dynamic field within healthcare, constantly evolving to address the changing needs of populations and advancements in technology. Staying abreast of the latest trends is crucial for healthcare organizations to effectively manage and improve the health of their communities. Several healthcare technology providers are leading the charge in the realm of Population Health Management. These companies have developed innovative solutions that enable healthcare organizations to transform the way they deliver care and promote community wellness.

As we move forward, it's vital to prioritize equitable access to healthcare resources and strive for inclusivity in healthcare initiatives. By addressing social determinants of health and focusing on the needs of vulnerable populations, we can bridge the gaps in healthcare and pave the way for a healthier, more resilient society.

The Top 10 Population Health Management Solution Providers featured herein have been meticulously selected based on their exceptional contributions, cutting-edge technologies, proven track records, and their commitment to driving Population Health Management solutions and services excellence. These providers have not only showcased their ability to deliver superior solutions but have also exhibited a deep understanding of the dynamic healthcare landscape, offering tailored approaches that cater to specific industry needs.

We invite you to explore these pages and discover the innovative minds and ground-breaking solutions that are shaping the Population Health Management solutions landscape of tomorrow.



Eric Reimer
Co-Chairman & CEO

Headquarters
Tampa, FL

Website
healthmapsolutions.com

Healthmap Solutions, an NCQA-accredited leader in kidney population health management, leverages big data, advanced technology, clinical expertise, and complex care management to enhance the well-being of individuals with kidney disease. They also assist healthcare providers and payers in achieving value-based outcomes. With a commitment to clients, patients, and employees, Healthmap is a diverse and expanding organization.