



## CRUX STRATEGIES

- 2019 HCCA ANN ARBOR REGIONAL CONFERENCE
- June 21, 2019

**SERVICES**

 STRATEGY	 COMPLIANCE
 GOVERNMENT RELATIONS	 BUSINESS INTELLIGENCE
 TURNAROUND	



**TIM GARY JD/MBA**  
CEO, Crux Strategies

- Assistant Attorney General for the State of Tennessee,
- Vice President and General Counsel for BCBST
- Created the TN Volunteer State Health Plan, one of the first managed Medicaid MCOs in the United States
- Senior Vice President and Chief Operating Officer for a national health and wellness company
- Chair of the Health Care practice for a large regional law firm



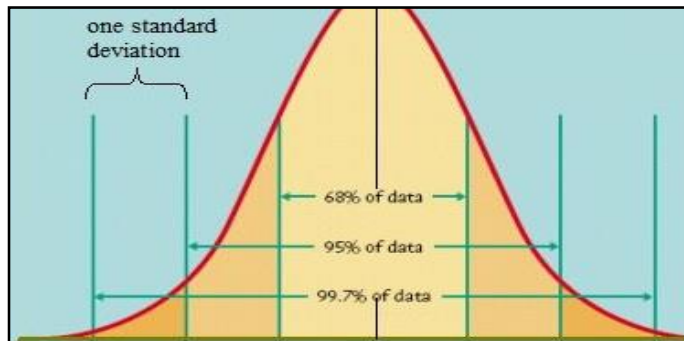
**DAVID ADAMS**  
VP Business Intelligence, Crux Strategies

- Clinical and software development background
- CEO, HCA Carolina Healthcare, 450 physicians
- CIO, HCA Southeast Division, 27 hospitals
- CEO Infrastructure and Cybersecurity, Ingenuity Associates
- COO, PharmMD, PE portfolio company
- CEO, Revenue Platforms

## ANNUAL REPORT FOR FISCAL YEAR 2018

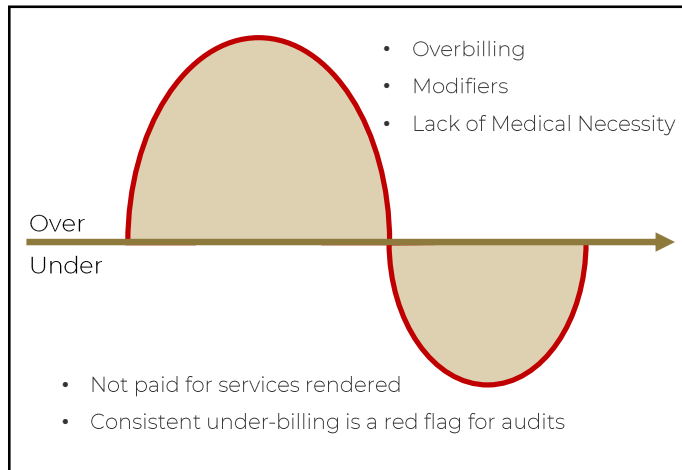
The Department of Health and Human Services And The Department of Justice Health Care Fraud and Abuse Control Program Annual Report for Fiscal Year 2018

- 1139 New Criminal Health Care Fraud Investigations
- 497 Health Care Fraud Convictions
- 795 Civil Enforcement Actions
- 2,712 Exclusions
- \$2.3 Billion in Settlements & Judgments
- The updated FY 2017 three year average return on investment (2015-2017) is \$4.10 returned for every \$1.00 expended.



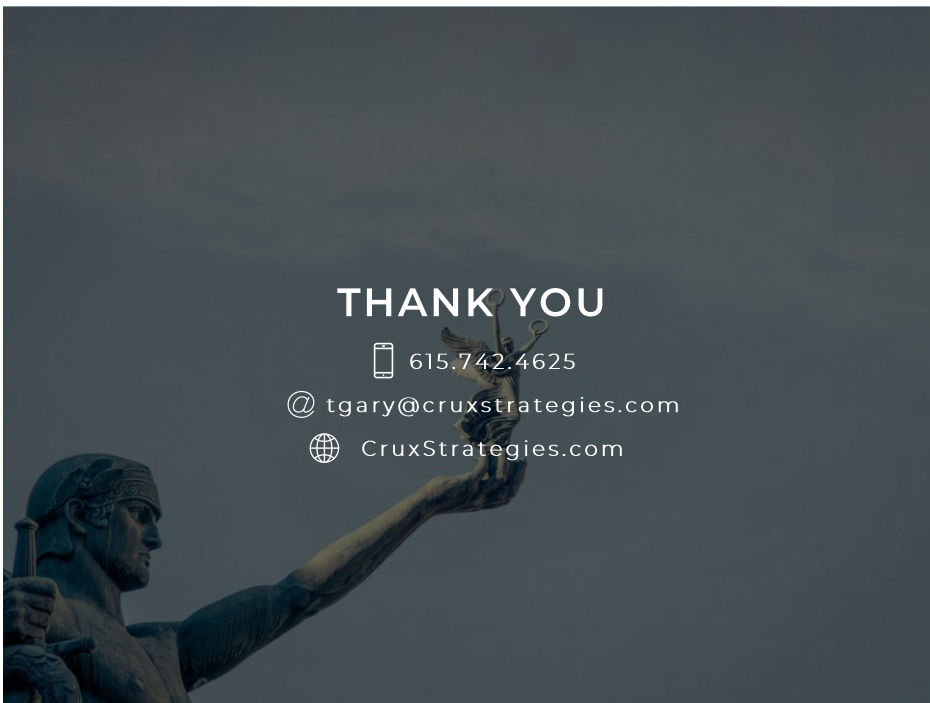
- Load Contracted Rates by Payor & DRG / CPT
- Codes Mix Average Payment by Applicable Metrics
- Set Normal Distribution for Case Mix.
- Set alerts when payment falls outside 1 standard deviation.







# EXAMPLES DEMO



THANK YOU

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