

Managing Data, Automating Work and Driving VBC success with Persivia's One Integrated AI-driven Solution

Overview

Sanitas, a subsidiary of Keralty, a multinational health organization, operates 50 medical centers across Florida, Connecticut, and New Jersey in collaboration with leading local health insurance organizations. Sanitas has an integrated care model enhancing access to high quality primary and urgent care while reducing total care costs. Sanitas' 500 providers serve around 400,000 patients across 40 facilities in Florida alone. Sanitas has committed to providing its 400,000 patients with the highest quality of care at the best possible cost. To achieve this, Sanitas participates in multiple Value Based Care (VBC) models including ACO, Medicare Advantage and Medicaid Risk.

Sanitas at a glance

30+ Integrations 50+ Facilities
500 Providers 400k Patients
1.5MM records 6+ VBC Contracts

Challenges

- **Fragmented and siloed data**
- **Manual and redundant workflows**
- **Multiple systems**

Solution

- **Persivia CareSpace®**
A single Integrated platform
- **Customized proactive clinical programs**
- **Persivia CareTrak®**
A point of care Tool to deliver actionable insights

Opportunities

With 30 data sources, including 10+ EMRs, HIEs, and Payors, Sanitas faced challenges managing a dispersed patient population across multiple states. At that point Sanitas had:

Data Siloes

Struggled to pull data from disparate EMRs, Multiple Payer files and building a robust longitudinal record.

Tedious/Manual Workflows

Teams relied on Excel and Google Sheets for various tasks, hindering productivity and timely actions.

Multiple Point Solutions for VBC Requirements

Operating under multiple VBC models Sanitas needed a comprehensive solution for data aggregation, workflow automation and deep analytics.

Solution | Why Persivia

Persivia implemented the CareSpace® platform, an end-to-end integrated population health platform, to address Sanita's multifaceted challenges effectively. Persivia finished integrating 30 EHRs over 500 practices and went live in less than 90 days from contract signing as per Sanitas' requirement.

CareSpace® improved Sanitas' care delivery processes by adding strong risk stratification capabilities with AI driven workflows. With the power of NLP and AI driven models, Persivia enabled Sanitas to maximize the number of opportunities they could identify for patients. CareSpace® provides:

- **Comprehensive VBC Solution:** Persivia's CareSpace® offered a holistic solution encompassing data processing, care management, care coordination, quality improvement, and risk adjustment, tailored to meet Sanitas's specific VBC needs.
- **Robust Data Integration:** Within a remarkable 90-day timeframe, Persivia seamlessly integrated data from 40 Florida-based facilities and 15 affiliate groups, resolving Sanitas's six-month data backlog with eCW within a single day.

- **Advanced Analytics Capabilities:** Identify gaps in care, and cost reduction opportunities, manage network utilization and optimize outcomes.
- **EMR Integration:** Leveraging AI-driven workflows, CareSpace empowered Sanitas to derive actionable insights at the point of care, enhancing decision-making and patient outcomes.
- **User-Friendly Interface:** Persivia platform intuitive design and ease of use, facilitated swift adoption and minimized training requirements for their teams.



We have been impressed with Persivia's ability to complete the first set of integrations, import the patient data, train our teams, implement custom workflows, and get the system deployed in under twelve weeks from contract signing.

Ignacio Arabeity
CEO of Sanitas Health Management Services

Value at the Point of Care

Persivia CareTrak®

A key Sanitas requirement was the ability to deliver actionable information into multiple EHRs (notably eClinicalWorks) in real time during an encounter. To accomplish this, Persivia deployed CareTrak® its EHR extension app. CareTrak® enhanced Sanitas's ability to improve patient care by empowering providers with actionable insights at the point of care.

CareTrak's integration into Sanitas' workflow facilitated a paradigm shift in how care was delivered, ensuring that patients received timely, personalized, and coordinated care at every encounter with their healthcare providers. CareTrak® enabled and improved:

- **Comprehensive Patient Insights:** CareTrak® delivered insights beyond traditional risk adjustment and quality gap identification. It provided a comprehensive view of each patient's eligibility for various engagement programs, such as cardiac care management or high-risk case management.
- **New Models of Care:** Deployment of new Models of Care and ability to visualize the impact and effectiveness of these models to quickly understand the ROI in terms of clinical and financial outcomes.
- **Dynamic Care Planning:** CareTrak® facilitated the creation of dynamic care plans tailored to each patient's unique needs and eligibility for different programs. This unified approach ensured that providers had a holistic view of the patient's care journey across multiple programs.
- **Unified Care Coordination:** By unifying care plans across different programs, CareTrak streamlined care coordination efforts among providers, care managers, social workers, psychologists and other stakeholders. Persivia's collaborative, integrated, cross-disciplinary platform CareSpace® enhances the quality and effectiveness of patient care.
- **Empowering Providers:** CareTrak® equipped providers with the tools and information they needed to make informed decisions at the point of care. With access to real-time insights and actionable recommendations, providers could deliver personalized care that aligned with each patient's specific health goals and needs.

Team Persivia: A Collaborative Partnership

Persivia not only offered its innovative solutions to Sanitas but also demonstrated exceptional teamwork and collaboration throughout their partnership. The Persivia teams' technical excellence, responsive support, and transparent communication has been invaluable in resolving challenges swiftly and driving success for Sanitas.

About Persivia

Persivia Inc. is committed to catalyzing the transition from the traditional Fee-For-Service model to Value-Based Care (VBC). Our proprietary Persivia CareSpace® Platform stands as a beacon of innovation, an integrated, AI-driven solution tailored to support all VBC models and care venues.

CareSpace® consolidates clinical, socioeconomic, claims, and other pertinent data from diverse sources, offering a holistic view that places the patient at the heart of care. With advanced analytics, real-time clinical decision support, and actionable insights, CareSpace® empowers providers to enhance care quality and optimize costs.

Our platform provides both individual patient insights and population-level analytics, ensuring personalized and cost-effective care management, with our data fabric serving as the backbone of our AI-driven Clinical Programs, enabling healthcare providers to leverage comprehensive patient data securely and efficiently. By consolidating disparate data sources into a unified platform, our data fabric ensures seamless access to critical information, facilitating informed decision-making and personalized patient care.

Central to our expertise is the utilization of Artificial Intelligence in Care Management, Risk Adjustment, STARS Management, Cost and Utilization Management, and Risk Stratification—capabilities honed over a decade and a half of experience. Today, Persivia proudly supports care, quality, cost, and risk management initiatives in over 200 hospitals, with a user base of 12,000 clinicians.

Established in 2015, Persivia Inc. is headquartered in Marlborough, Massachusetts, driving innovation at the intersection of healthcare and technology.



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