



**Validation**Institute

# 2023 Validation Report

**Review for: Tria Health**  
**Validation Achieved: Savings**  
**Valid through: February 2024**



# Company Profile

---



<b>Category:</b>	<b>Disease Management</b>
<b>Website:</b>	<a href="http://www.triahealth.com">www.triahealth.com</a>
<b>Public or Private:</b>	Private
<b>Year Established:</b>	2009
<b>CEO:</b>	Jessica W. Lea
<b>Company contact:</b>	info@triahealth.com

## Description:

**Tria Health** develops and maintains a partnership of trust with patients and their health care providers. **Tria Health** delivers a telehealth solution that is patient-centered, pharmacist-led and technology-enabled. **Tria's** chronic condition management program provides telephonic patient consultations and achieves optimal health outcomes and improved financial outcomes.





# Claim Assertion for Validation

---

Tria Health's goal is to optimize medication use for people with chronic conditions. Better medication management has been shown to reduce healthcare costs, such as hospital stays and emergency room visits. Tria Health ensures patients are on the right medication, taking them as prescribed and getting the intended outcome. This includes barriers to adherence, closing gaps in care and resolving drug therapy problems.



# Method / Calculation / Examples

---

The analysis looked at emergency room (ambulatory) and inpatient hospital visits for selected chronic conditions. A group of 1,708 members who used the program were matched to 1,708 members who had not used the program. Matching was done using member age, diagnosis history, and quartile of per member per month medical costs. Diagnosis history focused on whether the member had claims with any of the following as a primary diagnosis: congestive heart failure, hypertension, asthma, chronic obstructive pulmonary disease, diabetes, and coronary artery disease. All members included in the analysis were covered by the benefit plan throughout the time periods reviewed.

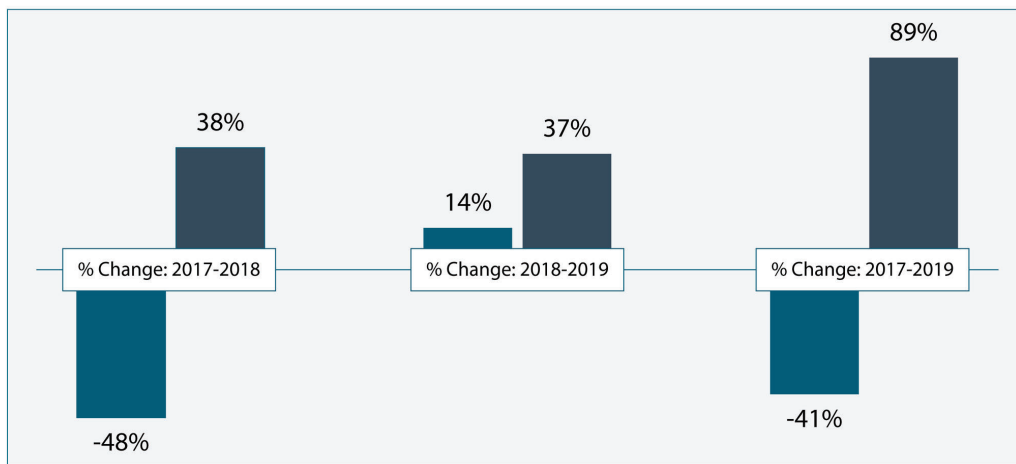
Savings were calculated by comparing the Tria Health users actual costs to what their costs would have been if they had grown as the matched cohort costs grew. For example, the Tria Health users actual per member costs for emergency department visits went down 48% from 2017 to 2018; their ED costs were also calculated as if they had grown by 38% (as the matched group's did).



# Findings & Outcomes

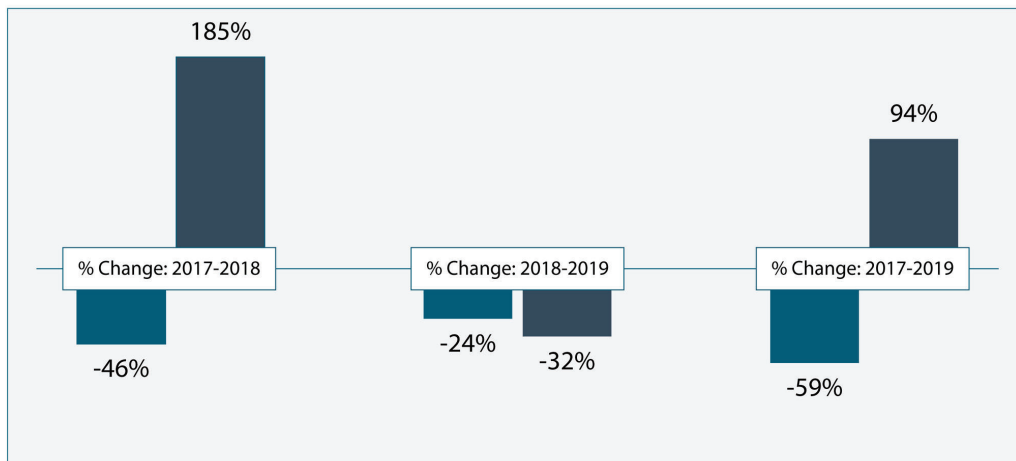
## Emergency Department Per Member Costs

Tria Health Users    Tria Health Matched Cohort



## Inpatient Per Member Costs

Tria Health Users    Tria Health Matched Cohort



Per Member Costs Annual Percentage Change - Tria Health Users & Matched Group



# Findings & Outcomes

---

Graph above shows the year-to-year changes for the Tria Health user group’s Emergency Department (ED) and Inpatient (IP) per member costs. The graph shows the user group’s trend was consistently lower than the matched group’s for emergency department costs per member. For inpatient costs per member, the Tria Group’s trend was lower from 2017 to 2018 and lower for the three-year total.

The table below compares the Tria Group’s actual costs to the projected costs, which is what the Tria Group’s costs would have been if they had grown the same way that the matched group’s costs grew. For example, if the Tria Group’s ED costs had grown 37% instead of decreasing by 48%, the ED costs would have been \$116,885 in 2018 rather than \$90,168.

	Tria Group Actual Costs	Projected Costs w/ Matched Group Trend	Difference Savings
<b>Emergency Room Visit</b>			
ED - 2018	\$90,168	\$116,885	\$26,717
ED - 2019	\$102,471	\$106,381	\$3,910
<b>Inpatient Stays</b>			
Inpatient - 2018	\$499,438	\$1,069,130	\$569,692
Inpatient - 2019	\$379,091	\$560,878	\$181,787
<b>Total Savings</b>			<b>\$782,106</b>



# Limitations

---

The frequency of the target ER and inpatient visits is relatively low for a working-age population. The infrequency likely contributed to the intervention and control groups having different baseline rates and different average per visit costs. The analysis strives for a conservative estimate of savings, by applying the (lower) study group's average visit costs to the calculation. This may understate the true impact.





# Validation and Credibility Guarantee

---

**Tria Health Telehealth Solution** achieved validation for **Savings**. Validation Institute is willing to provide up to a \$25,000 guarantee as part of their Credibility Guarantee Program. To learn more, visit <https://validationinstitute.com/credibility-guarantee/>.

## Savings

Can reduce health care spending per case/participant or for the plan/purchaser overall.

## Outcomes

Product/solution has measurably improved an outcome (risk, hba1c, events, employee retention, etc.) of importance.

## Metrics

Credible sources and valid assumptions create a reasonable estimate of a program's impact.

## Contractual Integrity

Vendor is willing to put a part of their fees "at risk" as a guarantee.







**Validation Expiration: February 2024**

# CERTIFICATE OF VALIDATION

---

<b>Applicant:</b>	<b>Tria Health</b> 7101 College Blvd Suite 600 Overland Park, Kansas, 66210
<b>Product:</b>	Tria's Telehealth Solution
<b>Category:</b>	Disease Management
<b>Claim:</b>	Tria Health's goal is to optimize medication use for people with chronic conditions. Better medication management has been shown to reduce healthcare costs, such as hospital stays and emergency room visits.
<b>Validation Achieved:</b>	<b>Validated for Savings</b>

---

**Linda K. Riddell, MS**  
**VP, Population Health Scientist**  
**Validation Institute**

---

**Benny DiCecca**  
**Chief Executive Officer**  
**Validation Institute**



# About Validation Institute

---

**Validation Institute** is a professional community that advocates for organizations and approaches that deliver better health value - stronger health outcomes at lower cost. We connect, train, and certify health care purchasers, and we validate and connect providers delivering superior results. Founded in 2014, the mission of the organization has consistently been to help provide transparency to buyers of health care.

## Validation Review Process

Validation Institute has a team of epidemiologists and statisticians who review each program. The team focuses on three components:

- Evidence from published literature that a similar intervention had similar results.
- The reliability and credibility of the data sources.
- The rigor of the approach to calculating results.

To achieve validation, the program has to satisfy each of these components. VI's team then summarizes the review into a report which is publicly available. Details of VI's review are available with the program's permission.