



## Chemung County saves \$1M in Medicaid, related costs

### SUNDAY STAR-GAZETTE

By Ray Finger

**May 20, 2008 – Horseheads firm's software used to track, find spending patterns.**

Salient Corp.'s technology has so far saved about \$1 million in social services spending by Chemung County, New York state and the federal government, county officials said.

And as more counties in New York implement Salient's data management program for Medicaid and related expenditures, interest should grow in the service that the Horseheads-based firm provides, Chemung County Executive Tom Santulli said.

"They should be very proud of their product," he said. "It's done us well, and quite frankly, I think it's something that could be used statewide or nationally."

About \$265,000 has been paid to Salient since 2005, said Michael Krusen, deputy county executive. The local share of that ranges from zero to 25 percent, or up to about \$66,000, because any of the categories associated with Medicaid are rolled into the county's total Medicaid expense that is capped, he said.

Salient has clearly paid for itself, he said. "I don't think there's any question about that."

For example, about \$420,000 in savings has resulted in the Welfare to Work program, Krusen said. From 2006 to 2007, people were put to work more quickly and 200 cases were removed, he said.

"The reason they're able to do that is Salient is able to kind of drill into these people's information," he said. "It provides more timely information to our workers, who are able to move these people into work assignments much quicker."

In the area of resource recovery, there has been \$360,000 in Medicaid savings from what county officials call abuse-of-use, Krusen said. Salient's technology monitors clients, doctors and pharmacists to show how Medicaid is being used and where money is spent.

"I don't think it really is intentional fraud," Santulli said, noting some Medicaid recipients have said they went to different doctors who sent them for the same tests.

"Even they were kind of confused in the flow of their care. With data, you can manage it. It's that simple," he said. "With management, you have less utilization. With less utilization, you have a lot less cost."

The county's program was never designed to provide less health care but is intended to give patients the actual health care that is needed while managing it, Santulli said.

Krusen cited one particular case in which the expenditures of one recipient of Medicaid benefits were \$17,000 for a four-month period. After she was placed under a more intensive oversight process, her expenditures were \$5,000 for the same period in the following year.

"Without that data that Salient provides, you could never do it because you wouldn't even know what you're looking for," Santulli said. "If you don't have the data, you can't track it. You can't prevent it."



## Medicaid Press Quotes

One other category of resource recovery involved the collection of child support that wasn't being paid, Krusen said. Because of Salient's ability to put data together from multiple sources, collections have improved by about \$200,000 over 2005 collections, he said.

Nassau and Suffolk counties on Long Island will soon join seven counties in the state that contract with Salient to manage Medicaid and help identify fraud, waste and abuse. Besides Chemung, they are Albany, Chemung, Monroe, Onondaga, Broome, Ulster and Chautauqua counties.

"We use the Salient system to identify and track providers who may be audited based on questionable activities," Chautauqua County Executive Greg Edwards said.

"With it, our Medicaid specialist has passed along several potential targets to the state Office of Medicaid Inspector General for further investigation," he said. "We also have expanded on our current responsibilities around recipient fraud, as we now have an easy-to-use continuous monitoring solution for reviewing Medicaid cases."

Salient's performance management system provides complete information on every individual and case in the system, and it allows for instantaneous investigation into anomalies, according to Guy Amisano, the company's president and founder.

"We expect more activity -- both at the federal and national levels -- as government looks to create more accountability in existing systems, discover cost savings and improve overall efficiency," he said.

There has never been a management oversight data-gathering component for human services, especially Medicaid, Santulli said. The New York State Department of Health needs to set up the oversight management component statewide, and Salient can provide a real-time data management tool to achieve that, he said.

### About Salient

Salient Corporation makes very large scale in-memory intelligence technology for ad hoc data interrogation, visualization and root cause analysis. The company provides continuous audit, performance monitoring and forensic applications for business, health care, education and government.

