



# Performance Management for Value-Based Care

Preparing provider organizations to accept greater risk in their value-based contracts

A Comprehensive Solution for Continuous Performance Improvement

Application

Services

Software & Infrastructure



Salient has been helping it's clients maximize performance since 1986. Our **Performance Analytics, Quality Measurement & Reporting, and Care Management** empower providers to make the transformation to value-based care.



**Performance  
Analytics**



**Quality Reporting  
& Measurement**



**Care  
Management**

“Salient makes it easy to understand every aspect of your performance down to the most granular level to see exactly what is driving your results.”

Carol Beam  
President & CEO, Rocky Mountain Accountable Health Network  
Billings, MT



# A Turn-Key Solution for Value-Based Care

## Application



Performance Analytics



Quality Measurement & Reporting



Care Management



Network Management



Multi-Payer Integration

## Services



Consulting



Analytical Support



Custom Development



Training & Toolkits



Customer Support

## Software & Infrastructure



High Speed In-Memory Data Mart



Intelligent Dashboards



Data Management



Cloud-Based



SOC2 Type II Compliant

## Application Capabilities

- Player Assignment Alignment
- Organization to Provider & Patient-Level Detail
- Financial Impact
- Readmissions and Facility Index Flagging
- Transitional Care Management (TCM) Effectiveness
- Chronic Care Management (CCM)
- Episodes & Visits
- Post Acute Care (PAC)
- Network Management and Leakage Reporting
- Actionable Gaps in Care
- Risk Coding
- Easy Ad Hoc Analyses

# The Salient Healthcare Difference

It's all about creating a culture of Continuous Performance Improvement. Salient Healthcare's singular focus is delivering timely, actionable information across your organization where value is created. With the right system in place, you'll witness the power first-hand.

## User Support

- Ease of Use
- Pre-Built Analytics
  - Prescriptive Methodology
  - Directive and Actionable
- Ad Hoc Analytics
- Data Management
- Navigational Support

## Flexibility/Nimbleness

- Adapting to Rule Changes
- Supports any VBP Contract
- Modular Pricing
- Free 45-Day Trial
- Speed to Value
  - Implementation Speed
  - New Data Update Speed

## Governance

- Security
  - SOC2 Type II Compliant Infrastructure
  - Provisioning with granular user-level data security
  - Provider Portal
- Data Integrity
  - Enables collaboration at large scale with global bookmarking and collections

“The support system is awesome. It's always so fast! I also know that if I have a higher level question, I can just reach out to the team and I never feel uncomfortable doing that. It's always well-received. It's just really nice to have that kind of two-way communication.”

Erin Leighton, RHIT  
Information Systems & Database Administrator,  
Community Care Partnership of Maine  
Bangor, ME



# Seeing is Believing:

## Risk Free 45-Day Trial with Consultative Assessment Using Your Own MSSP Data

In just weeks, Salient will help you identify opportunities to improve performance across your organization.

### The Trial Includes:

- 3-Year Historic Data Load
- One Additional Monthly Data Load
- Complimentary Assessment
- Orientation and Training
- Access to toolkits, and self-help tutorials in Salient University
- Recommended Plan of Action

Contact us at  
[healthcare-info@salient.com](mailto:healthcare-info@salient.com)  
to get started today!

“The platform keeps a historical view of attribution that helps identify trends, making it easier to project future performance. These, and many more features, have allowed us to analyze claims data and create actionable reports for our providers to improve performance.”

Stephanie Meléndez, PhD, LSSGB  
Performance Data Analyst, Baptist Health  
Miami, FL





Get started with Salient and join us in the transformation of value-based care.

**Contact us for a demonstration:**  
phone 607.739.4511  
email [healthcare-info@salient.com](mailto:healthcare-info@salient.com)

“The Salient ACO platform provides us with a wide range of utilization and financial dashboards so that we can understand where patients are going, how much they are spending, and if the care being provided is appropriate.”

Raul Puente  
COO, Medical Consultants Management,  
Deerfield Beach, FL



**MEDICAL CONSULTANTS**  
— MANAGEMENT —