

EXECUTIVE BRIEF

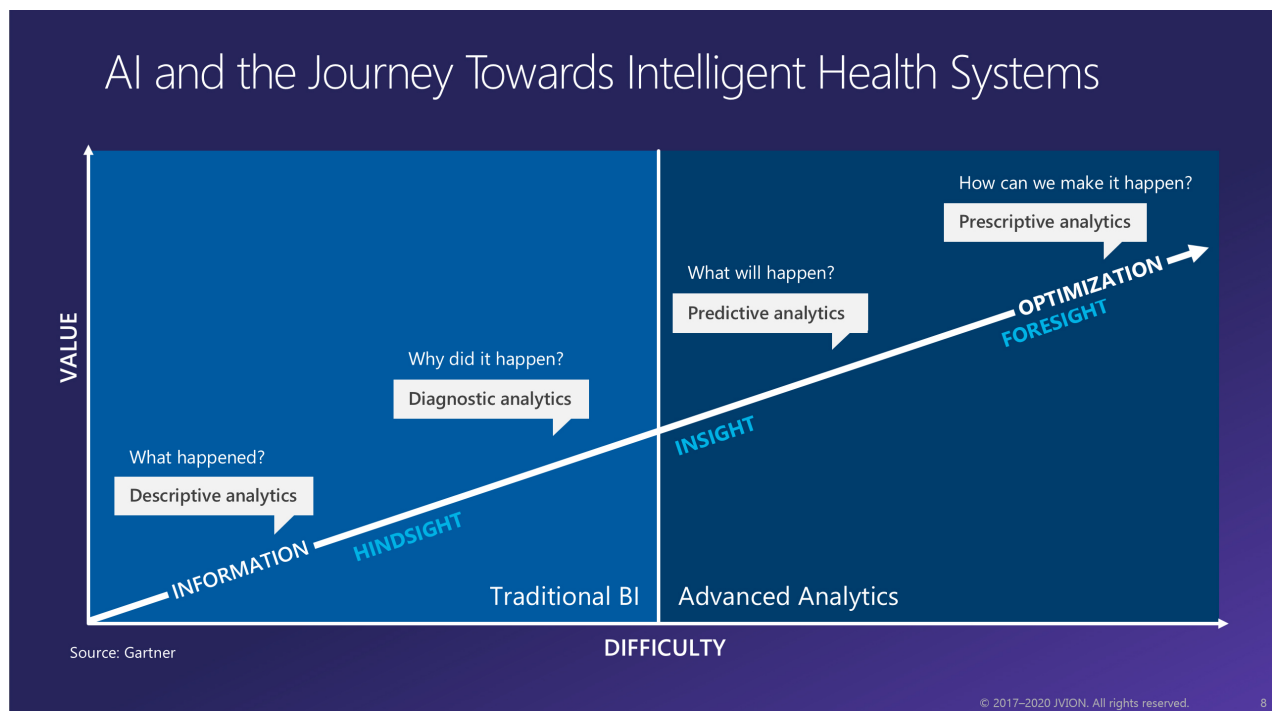
# ADDRESSING THE IRON TRIANGLE OF HEALTHCARE WITH CLINICAL AI:

Protecting Revenue While  
Improving Health Outcomes

2020

Unlike other technologies, prescriptive artificial intelligence (AI) offers tremendous potential to positively impact cost, quality, and access - referred to as the Iron Triangle of healthcare. According to Accenture analysis, when combined, key clinical health AI applications can potentially create \$150 billion in annual savings for the US healthcare economy by 2026.<sup>1</sup> Experts from Microsoft and Jvion convened with an audience of healthcare stakeholders for a webinar discussion of how clinical AI differs from traditional predictive analytics and explored ways in which AI can improve patient risk trajectories while having positive impact on revenue, and identified key steps to implement adoption across organizations.

As foundation for understanding basic elements of AI, Tom Lawry, National Director of Artificial Intelligence, Health and Life Sciences, Microsoft offers this simple definition: “Artificial Intelligence: IT systems that sense, comprehend, act and learn, where “Intelligence” demonstrated by software with the ability to depict or mimic human brain functions.”



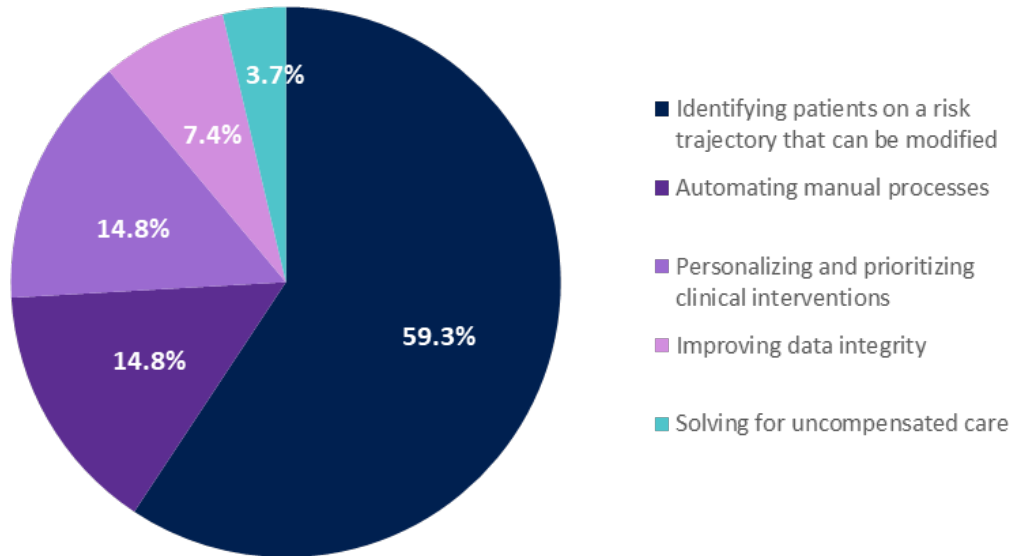
While many health care organizations are starting to do AI pilots within their systems, Tom takes a wider organizational view, reminding us that a truly intelligent health system is

“an entity that leverages data and AI to create strategic advantages through the efficient provision of health and medical services across all touchpoints, experiences and channels.”



The audience weighed in on their thoughts about where AI would be most helpful to their organizations.

## What is the main area where AI would be most helpful to your organization?



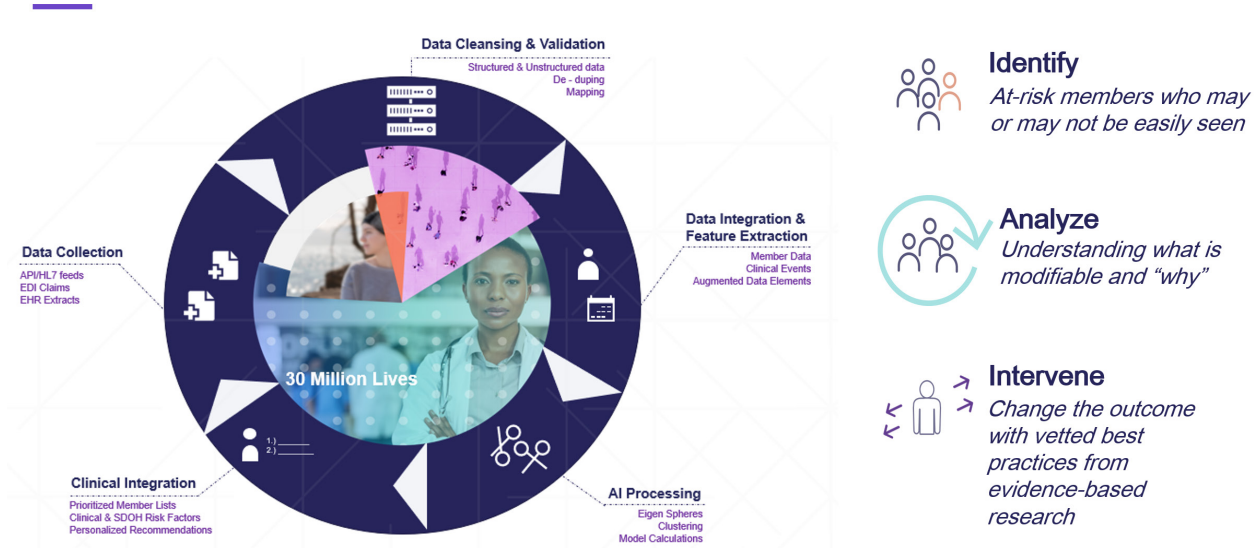
AI is being applied across the health care spectrum in ways that produce value, from clinical trials to precision medicine to predicting length of stays and readmission risks.

### Top Clinical Opportunities for AI

	Clinical Decision Support		Medical imaging & Workflow
	Chronic Disease Management		AI-assisted Surgery
	Predictive Insights & Risk Management		Clinical Trials & Patient Recruitment

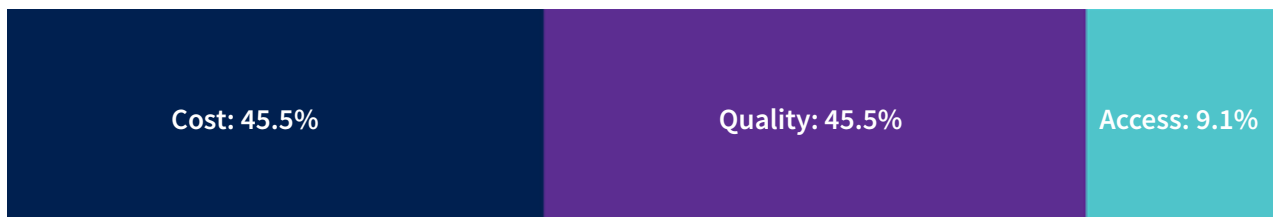
Dr. John Showalter, Chief Product Officer, Jvion, explains how his team is using a three-tiered approach based on the needs of the industry. The first step is identifying individuals who are at-risk of a negative outcome – and more importantly those on the cusp of becoming high-risk. Then, clinical data and social determinants of health are analyzed to understand what is driving the risk which if any of those risk factors are modifiable. Jvion then combines these prescriptive insights evidence-based research to provide prioritized and personalized recommendations to change the risk trajectory. This process “starts with data collection, data cleansing moving the whole way through to the AI processing and getting it back into clinical and care coordination workflow so that human capacity can be augmented.”

## An Approach That Moves With The Needs of the Industry

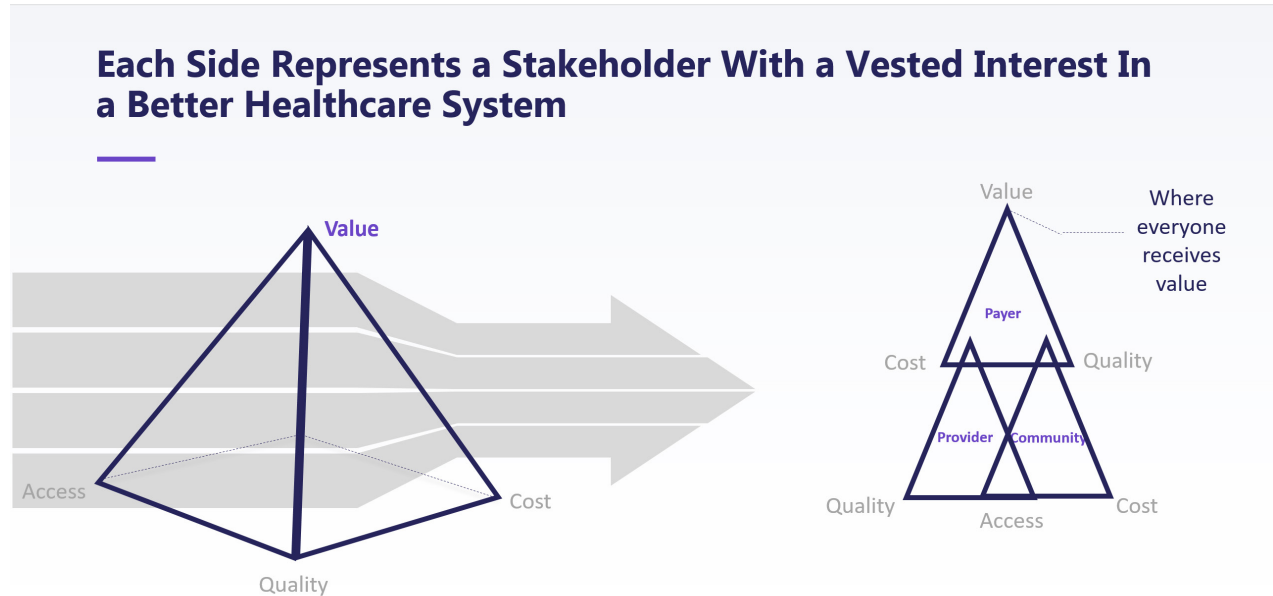


Dr. Showalter tells us that there is a huge need in healthcare today to be more efficient and this need has created tension between cost, quality and access – and “if you can get to the individual level, you can actually disrupt this tension, and AI helps disrupt this tension.”

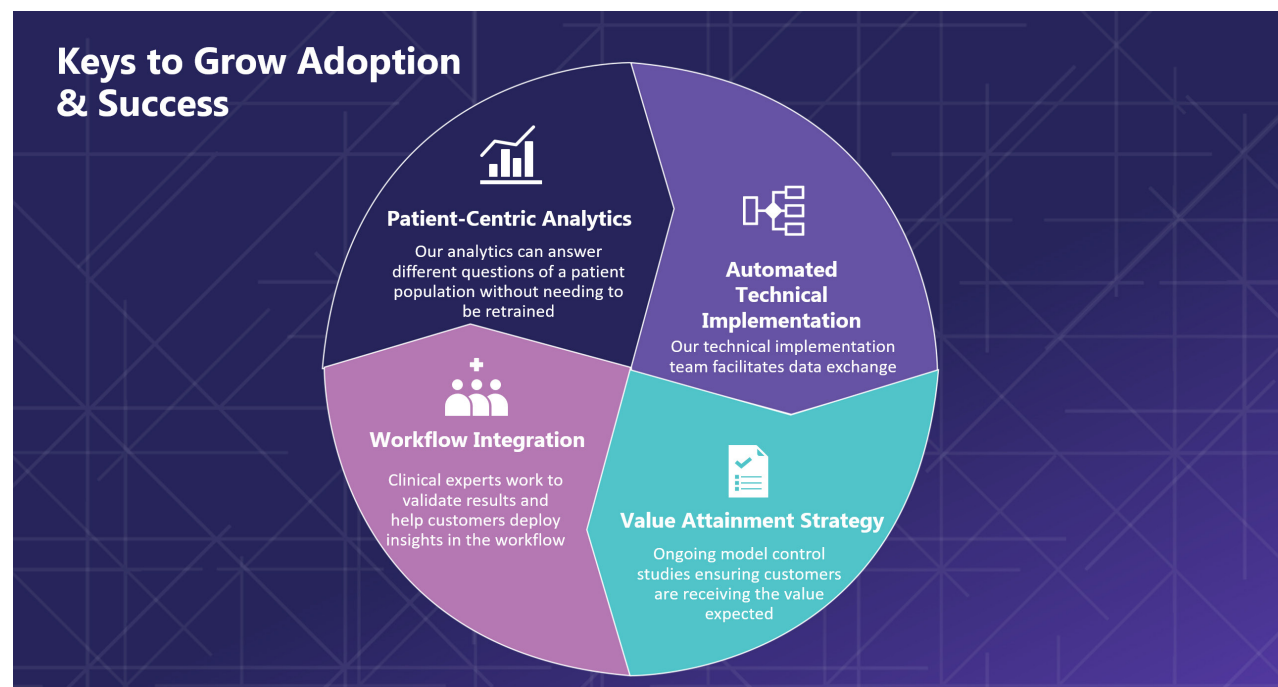
When asked, “Of the three, which is the most challenging for your organization to improve?” the audience was equally split with both cost and quality:



Prescriptive clinical AI transforms the triangle of cost, access and quality into a value pyramid. Essentially, different stakeholders own different parts of the pyramid on path towards value. Sitting between cost and quality is the payer, between quality and access is the provider, and between access and cost is the community.

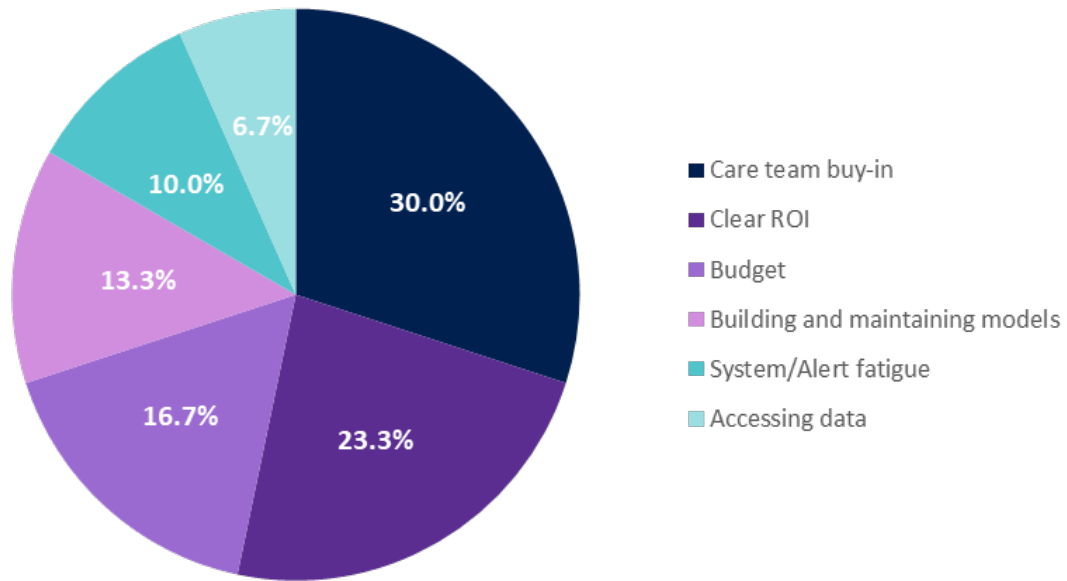


Prescriptive AI augmentation is a paradigm shift for changing health outcomes - moving from reactive to proactive care. To grow adoption and success of AI, Dr. Showalter tells us, “it needs to be patient centered - we have to understand what’s going on at the individual level, as opposed to the population level. If we’re patient centric, we automate the systems timely and integrate it into the workflow – there’s a lot of value to be obtained, and we’re able to help patients stay better, get the care they need when they need it, and ultimately keep them out of the hospital.”



There are many challenges for payers and providers moving towards AI adoption, the most significant of which includes demonstrating the investment and how that change benefits patients to system-wide buy-ins. And these challenges are consistent with what the audience tells us too.

## What do you believe is the biggest barrier to adoption?



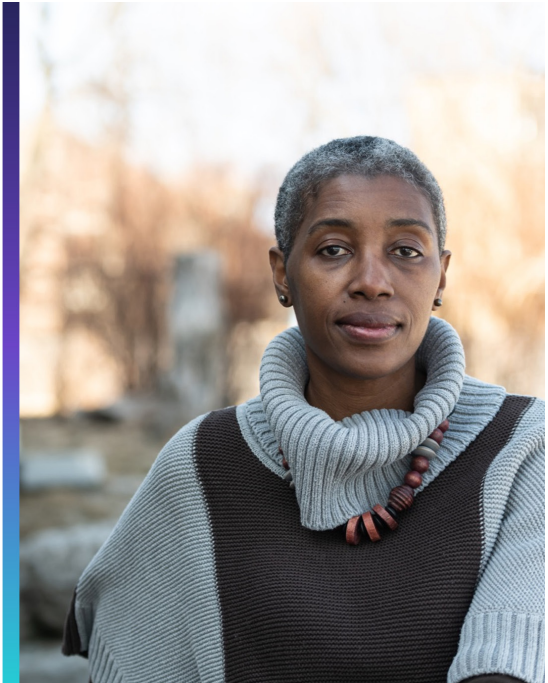
### Jvion's Position

Founded in 2009, Jvion is a **clinical AI company** that delivers **purpose-built prescriptive analytics** that enable healthcare organizations and clinicians to **proactively identify and manage unforeseen risks down to the individual member level.**

More than just delivering insights, we partner with clinicians and other stakeholders to prevent member harm by recommending personalized interventions that drive better health outcomes, cost savings and make the most effective use of their resources.



**Recognition**



**Sources:**

<sup>1</sup> Artificial Intelligence Insights: <https://www.accenture.com/us-en/insight-artificial-intelligence-healthcare>

To watch the full one-hour webinar, visit: <https://www.youtube.com/watch?v=dpZ2-rUpBHQ&t=19s>

For more information, call: 470.427.2900



**About Jvion**

Jvion, a leader in prescriptive clinical artificial intelligence, enables providers, payers and other healthcare entities to identify and prevent avoidable patient harm, utilization and costs. An industry first, the Jvion CORE™ goes beyond predictive analytics and machine learning to identify patients on a trajectory to becoming high-risk. Jvion determines the interventions that will more effectively reduce risk and enable clinical and operational action. The CORE accelerates time to value by leveraging established patient-level intelligence to drive engagement across healthcare organizations, populations, and individuals. To date, the Jvion CORE has been deployed across hundreds of clients and resulted in millions saved.