

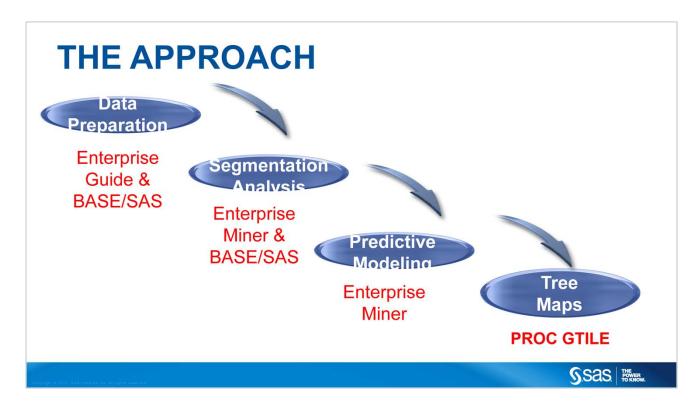


### WHAT'S THE BIG IDEA?

- Do you struggle to visualize results of predictive modeling and segmentation within your healthcare member network?
- Would you also like to leverage new opportunities within specific patient/member segments?
- □ A streamlined data mining approach utilizing **PROC GTILE** to answer these questions has arrived.









## PHASE I – DATA PREPARATION Claims Numerical Numerical Member Age Charged Amount Sum Categorical Paid Amount Sum Categorical Diagnosis Info

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Blue represents numerical information.

Diagnosis Family Roll-Up (250)

Hospitalization Flag (2)

Diagnosis/Disease Codes (10,000+)

Orange represents categorical variables with many levels, which result in a cardinality issue.

250 Exploded Variables

Site Info

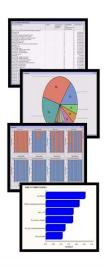
Green represents categorical attributes deemed to be acceptable for analysis.

Red represents categorical information with too many levels, such as diagnosis codes.



### PHASE II - SEGMENTATION ANALYSIS

- □ Four pieces of output
  - I. Variable Importance Table
  - II. Segment Size Graph
  - III. Segment Plot
  - IV. Cluster Profiling
    - A. Descriptive Statistics
    - B. Cluster Graphs







### **PHASE II - SEGMENTATION ANALYSIS**

### Variable Importance

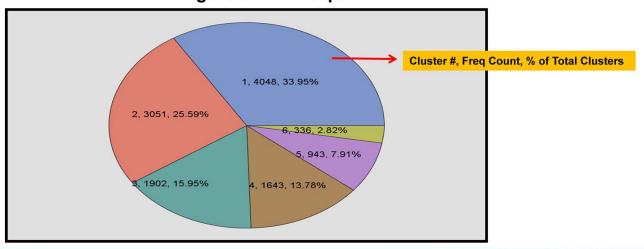
NAME	IMPORTANCE			
MEMBER_AGE_GROUP	1			
Administrative_social_admission	0.896642401			
Otitis_media_and_related_conditi	0.85285383			
Other_perinatal_conditions	0.801733151			
Liveborn	0.801567926			
Fever_of_unknown_origin	0.801512875			
Disorders_of_lipid_metabolism	0.738280497			
Other_screening_for_suspected_co	0.723012037			
Nonmalignant_breast_conditions	0.678949144			
Medical_examination_evaluation	0.678829698			
Hyperplasia_of_prostate	0.627194163			
MEMBER_GENDER	0.595882802			
Other_female_genital_disorders	0.567331453			
Menstrual_disorders	0.564605493			
Immunizations_and_screening_for	0.518495087			
Other_connective_tissue_disease	0.462305147			
Other_male_genital_disorders	0.448082511			

Overall measure of variable significance among the 6 clusters





### PHASE II – SEGMENTATION ANALYSIS Segment Size Graph



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# PHASE II — SEGMENTATION ANALYSIS Segment Plot Variable = MEMER\_AGE\_GROUP Variable Dominance for the Clusters...Children 0-10 Yrs Old Comprise Cluster 2 Segment Variable Segment Variable Go 10 11-20 21-25 26-30 31-35 36-40 41-45

8



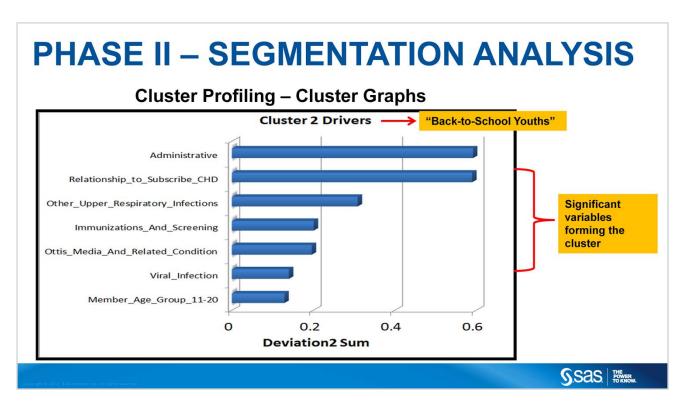
### PHASE II - SEGMENTATION ANALYSIS

### **Cluster Profiling – Descriptive Statistics**

Segment Id	N Obs	Variable	Mean
2	3051	member_age	7.56
		paid_amount_sum	\$2,228.09
6	336	member_age	33.31
		paid_amount_sum	\$10,764.86

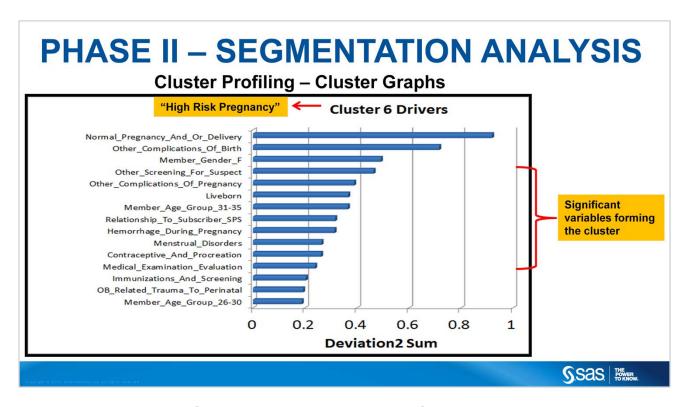






Two values are created for each cluster: 1) the average for the cluster and 2) the average for the overall population. The deviation is simply  $(1) - (2) \rightarrow$  This is the true drivers for each of the clusters.





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### PHASE III - PREDICTIVE MODELING MultiPlot P Decision Tree -Independent Model I GF2011 To Clustering – Predict Hospitalization Regression -Hospitalizati... Likelihood TatatExplore MultiPlot Decision Tree Independent Model II To Clustering – Predict Thyroid Disorder GF2011 Regression -Likelihood tatExplore Sas THE POWER TO KNOW.



### PHASE III - PREDICTIVE MODELING

### Model I – Decision Tree

Significant splitting rules include...

Paid amount sum (medical risk)

Liveborn

Normal pregnancy and/or delivery

OB related trauma to perinatal care

Member gender

Other aftercare

Appendicitis and other appendix issues

Sprains and strains

Administrative social admission

Both techniques were close: Lift of 4.5 & Misclassification rate of 3%!

Model I – Regression

- . Whether the member had a pregnancy where the baby was liveborn
- 2. The paid amount sum (medical risk)
- 3. Whether the member had a normal pregnancy or delivery
- 4. Whether the member had appendicitis

Decision Tree
Wins To Predict
Hospitalization
Likelihood!

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### **COST ANALYSIS**

The median was chosen instead of the mean, since the median is not as sensitive to outliers within the data. In a cost

analysis of Model I, the median paid amount sum (cost) for a patient/member being hospitalized is \$14,078. Model I

yielded a total of 201 false positives (an associated total cost of \$2,829,678) and 175 false negatives (an associated

total cost of \$2,463,650). Although false negatives may be more of a concern because health initiative efforts must be

increased in those cases, false positives and false negatives are both misclassifications from the model.

In a cost analysis of Model II, the median paid amount (cost) for a patient/member being diagnosed with a thyroid

disorder is \$2,129. Model II yielded a total of 13 false positives (an associated total cost of \$27,677) and 438 false

negatives (an associated total cost of \$932,502). This is a high cost despite the fact that models I and II both have

very good accuracy, so it might be useful to be rather strict when deeming what a "good" misclassification rate is

(such as less than 1 percent).



### PHASE III - PREDICTIVE MODELING

### Model II - Decision Tree

### Significant splitting rules include...

Medical examination and evaluation Malaise and fatigue Paid amount sum (medical risk) Nutritional deficiencies Member gender Cancer of thyroid

Lift → Decision Tree = 2.9; Regression = 3.6

Misclassification rate → Decision Tree = 3.9%; Regression = 3.7% Regression Wins To Predict Thyroid Disorder Likelihood!

### Model II - Regression

- 1. Whether the member had a medical examination and evaluation
- 2. Member age
- 3. Whether the member had malaise and fatigue
- 4. Member gender
- 5. Whether the member had nutritional deficiencies

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In a cost analysis of Model II, the median paid amount (cost) for a patient/member being diagnosed with a thyroid

disorder is \$2,129. Model II yielded a total of 13 false positives (an associated total cost of \$27,677) and 438 false

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very good accuracy, so it might be useful to be rather strict when deeming what a "good" misclassification rate is (such as less than 1 percent).



### **PHASE IV – LINKING OF SEGMENTATION ANALYSIS AND PREDICTIVE MODELING** Filter Each Cluster For Predicting wan ] **Medical Risk 2011 Partition Data Into Training (70%) &** Validation (30%) And Paris Paris Com Input **Assign Role of Target** Data To Medical Risk **Build Decision Tree Create 6 Clusters** For Predictive Model Assign/Score **Members Into One Of** 6 Clusters Maria 1 - Train **Export Data For Tree** Pagetter | Pagetter Maps Sas HE HOWER



### PHASE V - TREE MAPS



### Treemapping

From Wikipedia, the free encyclopedia

Treemapping is a method for displaying tree-structured data using nested rectangles.

Contents [show]



Main idea [edit]

Treemaps display hierarchical (tree-structured) data as a set of nested rectangles. Each branch of the tree is given a rectangle, which is then tiled with smaller rectangles representing sub-branches. A leaf node's rectangle has an area proportional to a specified dimension on the data. (In the illustration, this is proportional to a waiting time). Often the leaf nodes are colored to show a separate dimension of the data.

When the color and size dimensions are correlated in some way with the tree structure, one can often easily see patterns that would be difficult to spot in other ways. A second advantage of treemaps is that, by construction, they make efficient use of space. As a result, they can legibly display thousands of items on the screen simultaneously.





### PHASE V - TREE MAPS

```
LIBNAME SGF 'C:\SGF2011'; Assign Library & Path

DATA SGF.Finaltreemap; Create Permanent Tree Map Data Set
SET Treemapin;

ODS LISTING CLOSE; Close Any Open Delivery System That Existed

ODS HTML FILE = Tree Map Location
'C:\SGF2011\TreeMaps\clusterseg.html' GPATH = 'C:\';

GOPTIONS RESET = ALL DEVICE = JAVA HSIZE = 8.42
VSIZE = 5.31; Tree Map Sizing
```



# PHASE V — TREE MAPS PROC GTILE DATA = SGF.Finaltreemap; Procedure Used & Tree Map Input Data Set Size Dimensions Of Tree Map Tiles Layer 1 - Cluster Layer 2 - Sub-group Within Cluster TILE Member Count TILEBY= (Population Cluster, Top Clinical Driver) Color Gradient Variable /COLORVAR = Predicted Medical Risk COLORRAMP= (green orange red); RUN; QUIT; Close Java Map ODS HTML CLOSE; ODS LISTING; Close Output Delivery System



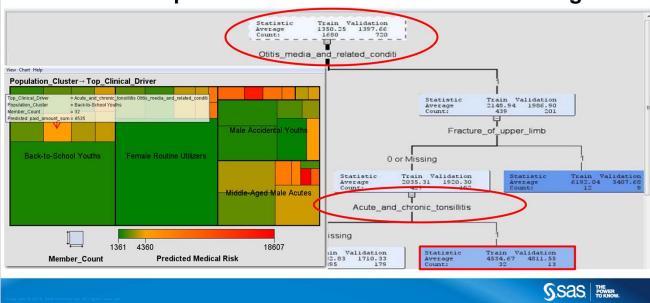
### PHASE V - TREE MAPS

The Tree Map - Input Data

Population_Cluster '	Top_Clinical_Driver	Predicted_iviedical_Ki	sk wember_count	<del>   &gt;</del>	Layer 1 - Cluster				
Back-to-School Youths	Abdominal_pain Otitis_media_and_related_conditi	\$ 3,40							
Back-to-School Youths	Acute_and_chronic_tonsillitis Otitis_media_and_related_conditi	\$ 4,53	32						
Back-to-School Youths	Joint_disorders_and_dislocations MEMBER_AGE	\$ 2,58	55 23	-	Layer 2 - Sub-				
Back-to-School Youths	MEMBER_AGE Acute_and_chronic_tonsillitis	\$ 2,51	18 30		group Within				
Back-to-School Youths	MEMBER_AGE Fracture_of_upper_limb Otitis_media_and_related_conditi	\$ 6,19	92 12	ll .	Cluster				
Back-to-School Youths	Medical_examination_evaluation Otitis_media_and_related_conditi	\$ 3,81	18 9		Ciustei				
Back-to-School Youths	Other_aftercare	\$ 3,63	37 25						
Back-to-School Youths	Other_gastrointestinal_disorders	\$ 1,99	36	1					
Back-to-School Youths	Other_nervous_system_disorders	\$ 2,53	38		Predicted Medical  Risk From EM →  Tree Map Color  Gradient				
Back-to-School Youths	Otitis_media_and_related_conditi	\$ 1,65	55357	<b>L</b>					
Female Routine Utilizers	Disorders_of_lipid_metabolism	\$ 2,09	94 37						
Female Routine Utilizers	Disorders_of_lipid_metabolism Nonmalignant_breast_conditions	\$ 7,76	53 6	1					
Female Routine Utilizers	Headacheincluding_migraine	\$ 3,75	50 17						
Female Routine Utilizers	MEMBER_AGE	\$ 1,36	51 442						
Female Routine Utilizers	Nonspecific_chest_pain	\$ 3,61	18 27						
Female Routine Utilizers	Nutritional_deficiencies Disorders_of_lipid_metabolism	\$ 8,05	64	1					
Female Routine Utilizers	Spondylosisintervertebral_disc	\$ 2,48	38						
High Risk Pregnancy	Hemorrhage_during_pregnancyabr Other_complications_of_pregnancy	\$ 3,95	67		Frequency				
High Risk Pregnancy	Other_complications_of_pregnancy	\$ 3,59	98 7	-	Member Count Within Sub-group				
Male Accidental Youths	Joint_disorders_and_dislocations	\$ 2,29	95 19						
Male Accidental Youths	Other male genital disorders	\$ 3,04	16 13	1					



### Proactively Identified Avg Medical Risk of \$145,120 For a SubGroup within the Back-to-School Youths Segment





### Tree Map Demonstration





