



Cedar Gate Technologies Recognized as the

2021

Technology Innovation Leader

North American Population
Health Management Industry
Excellence in Best Practices

Best Practices Criteria for World-Class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each award category before determining the final award recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Cedar Gate Technologies excels in many of the criteria in the population health management space.

| AWARD CRITERIA | |
|----------------------------|------------------------|
| <i>Technology Leverage</i> | <i>Business Impact</i> |
| Commitment to Innovation | Financial Performance |
| Commitment to Creativity | Customer Acquisition |
| Stage Gate Efficiency | Operational Efficiency |
| Commercialization Success | Growth Potential |
| Application Diversity | Human Capital |

Cedar Gate Technologies: A PHM Powerhouse

The healthcare sector necessitates value-based patient care, which urges stakeholders to seek solutions that personalize population health management (PHM) through a range of information technology (IT)-enabled services. PHM IT solution suites comprise data analytics, care coordination, patient engagement, and quality reporting. All products aim to curtail the escalating costs associated with first-

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- Azza Fazar, Best Practices Research Analyst

time admission, readmissions, and longer-in-patient stays by ensuring that healthcare providers (HCPs) offer only appropriate and optimum patient interventions.

PHM solutions streamline workflows by processing clinical, financial, and operational data to improve patient care efficiency. Additionally, as the focus on personalized care management and value-based medicine increases in the United States (US), data breaches, lack of skilled analysts,

and interoperability issues remain counter-productive for most early adopters of PHM IT solutions across the payer and provider markets.

Cedar Gate Technologies (Cedar Gate) spearheads the PHM IT sector with best-in-class value-based care technologies and services.

Cedar Gate allows its customers to embrace quality and risk-based payment plans seamlessly and report industry-leading outcomes in the form of shared savings, higher quality rankings, and better patient satisfaction.

Unique PHM Value Propositions

Cedar Gate proposes unique solutions that enable payment models for three market segments: provider, payer, and employer. The models promote efficient operations in fee-for-service and full-blown quality or risk-based payment programs, such as full capitation for providers. The company engages its payer customers as partners and provides a 360-degree oversight of provider and member performance across the care continuum. Lastly, the employer receives healthcare benefit analytics that integrates with the omnichannel care management platform. Comprehensive, customizable, and collaborative, Cedar Gate's solutions eliminate point-solution fatigue, act as a customizable toolset that interoperates and enhances existing systems, and co-work with other systems to meet current and future requirements.

Serving approximately 235 healthcare delivery organizations and 78,584 employers¹ across the US, the company's PHM offerings cover four main aspects to achieve HCPs' efficiency: data management, analytics, care management, and administration. Its platform solutions streamline clinical and financial

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management across its three market segments with tools supporting case management, disease management, population health, utilization management, advocacy, and wellness programs.

Cedar Gate's robust solutions also cover enterprise data management (EDM), analytics, population health, and administrative services. The company's EDM solutions address data capturing, cleansing, and enrichment, along with data storage, security, sharing, distribution, and exploration. Moreover, its analytics

solutions carry out medical loss ratio, predictive modeling, clinical and financial advisory, and risk stratification, guaranteeing actionable insights, appropriate care measures, and program effectiveness for its extensive clientele. Additionally, Cedar Gate's offerings in population health include case management, chronic diseases, utilization and cohorts, wellness and prevention, provider and member portals, incentives and rewards, and intelligent care plans. Lastly, the company's administrative solutions cover provider credentialing, incentive pool management, network development, provider and payer contracting, and payment distribution.

¹ Briefing for Frost & Sullivan, Cedar Gate Technologies, 21st September 2021: updated October 2021.

Utilization & Case Management

Cedar Gate's utilization management application authenticates and monitors all authorization requests (inpatient, services, and pharmacy) for HCPs. The application also conducts initial authorization, generates decision letters to members, providers, or facilities based on business needs, and handles appeals grievances.

Additionally, the company's case management application ensures that nurses and other medical professionals meet health and cost containment goals with value-based care and payment deals. Case managers use it to prioritize care coordination, financial management, and resource utilization; the application yields cost-effective outcomes that are patient-centric, safe, and flexible to each HCP's environment.

Cohort Management

All solutions for HCPs by Cedar Gate strive for efficiency, and its cohort management solution is no exception. The cohort management application effectively and proactively coordinates care with 360-degree member views and built-in clinical insights, including alerts for any gaps in care and risk scores that support early identification and intervention of at-risk members thoroughly efficient and hassle-free. For instance, the application automatically refers or enrolls patients with diabetes into a management program. The application automatically imports and assigns cohorts into queues, triggering actions, such as education and interventions or program referrals for cohort members.

Care Delivery: Executable Insights for High-Quality Care

Cedar Gate's care management and coordination applications support disease prevention with decision-support tools that run on embedded clinical guidelines. The applications support patient-provider communication and goal setting that improves care plan compliance and, subsequently, achieves desired health outcomes. Additionally, the company's chronic disease management tool helps monitor patients with chronic conditions between encounters. Delivery systems within value-based payment models proactively identify and close gaps in care, significantly impacting enterprise performance.

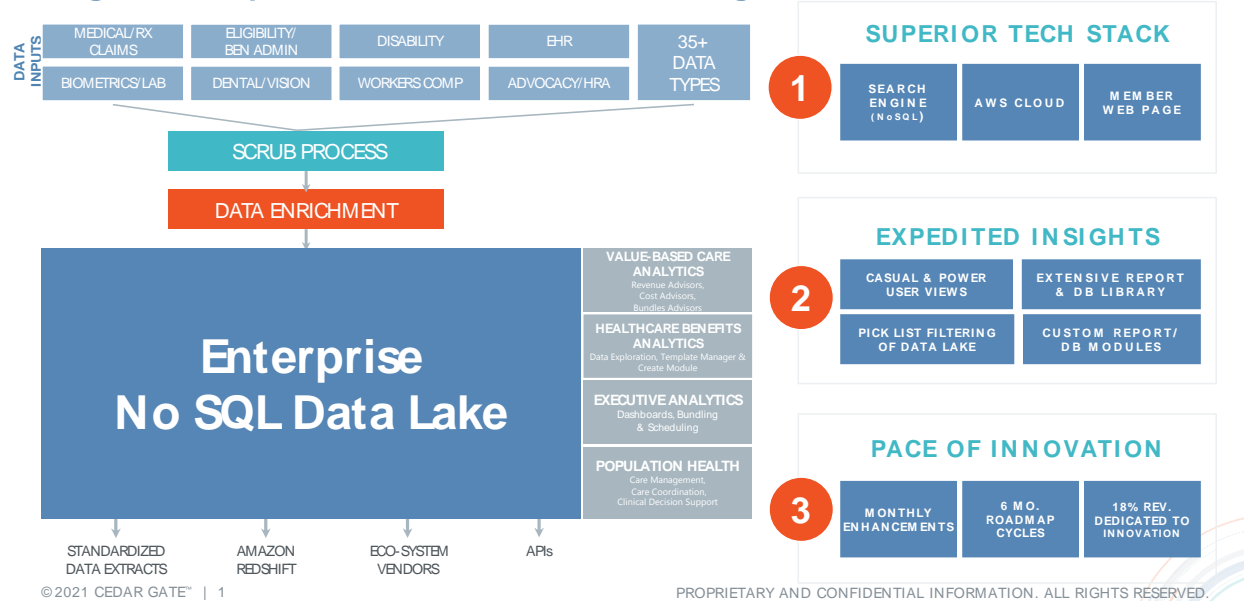
The company's clinical-friendly applications enable HCPs to efficiently manage disease prevention, immunizations, and several chronic health conditions. These applications receive and send out data daily in real-time via standard interfaces. Data evaluation occurs based on medical evidence curated and codified within the software, hence guaranteeing accurately flagging patients or cohorts that display rising risk factors. The application also appropriately assigns staff to manage a particular cohort based on the staff's professional and medical license and expertise.

Intelligent, Data-driven Care Plans

Cedar Gate's solutions use a singular enterprise data lake that incorporates search and analytics techniques for inferring actionable insights from structured and unstructured data stored in its lakes (as seen in the diagram below).² Besides a superior technology stack, the company's solutions offer expedited insights through detailed user interfaces, extensive report libraries, a pick list of filtering data lakes, and custom report modules.

² Briefing for Frost & Sullivan, Cedar Gate Technologies, 21st September 2021.

Singular Enterprise Data Lake Drives Better Insights and Outcomes



Cedar Gate’s solutions automatically develop intelligent care plans for every patient, leveraging data obtained from multiple sources, such as patient goals, preferences, and actions required, to improve patient health outcomes. Frost & Sullivan commends the company for developing patient-centric care plans to rapidly assess patient health outcomes and address gaps aligned with current clinical needs and contract performance measures. Along with Cedar Gate, HCPs capture patient values and unique goals, thus creating a care plan that supports more informed communication between members of the care team and the patients themselves.

The company’s PHM IT solutions offer a cost-effective, high-performance management system and prioritize quality and utilization. The solutions combine deep and detailed healthcare and financial data analyses, not limited to actuarial performance and projections, including industry experts' insights and thought leadership. Additionally, the solutions execute timely and effective actions to curb spending, account for revenue losses, and improve the overall quality of care.

Cedar Gate continuously strives for technological advancement, taking every step to upgrade its offerings through monthly enhancements, six-month roadmap cycles, and channels a considerable sum of its revenue to innovation. Frost & Sullivan believes that Cedar Gate’s uncompromising dedication to innovative solutions and constant advancements strengthens its position in the market, fueling its growth.

Care Coordination and Management: Streamlined Workflows

Cedar Gate’s applications implement codified clinical guidelines to electronic health records to identify target cohorts. The company integrates communication capabilities through the HCPs existing channels of patient communication that support individualized clinical messaging, including patient-friendly intelligent care plans. HCP team members get a 360-degree view of patient health records to streamline care management workflows further.

Simplifying Workflows

The application's award-winning dashboard displays priority care gaps when patients are in the examination room with a medical practitioner. Its clinical performance reporting generates insights on clinical measures, payer contract parameters, and provider or location of care performance.

Cedar Gate's care management application is now in its fifth generation and proves to reduce variation and gaps in various alternative payment models. The application streamlines workflows with analytics supporting risk stratification, cohort creation, and automated task assignments. The care management tool offers complete utilization management, including auto-approval, system-generated mailing, nurse and consultant review and determinations, and a health portal for health risk assessments, member engagements, and incentive management.

Analytic insights in poor care delivery methods are a common issue for population health strategy leaders. The company developed its workflow management application for value-based care coordination, applying procedures for care management backed by clinical evidence. Moreover, it informs the team of progress towards individual milestones. Integration with campaign management tools gives care coordinators email and text-messaging support for patient engagement campaigns. The care coordination workflow solutions allow HCPs to manually and automatically create cohorts that customers report, improve efficiency, reduce variation in care delivery, and improve health and financial outcomes. Furthermore, the application manages hundreds of patients who share common intervention possibilities and assigns staff to intervention programs based on expertise.

Conclusion

Cedar Gate Technologies (Cedar Gate), a United States-based information technology company, makes its mark in population health management through innovative solutions and the successful pursuit of value-based care for providers, payers, and employers. Cedar Gate's offerings for population health management cover two main aspects to guarantee next-generation value-based care enablement: care coordination and management for all chronic conditions at a national level. This application yields cost-effective outcomes that are patient-centric, safe, secure, and flexible to meet the needs of each constituent. The applications make cohort management easier with an automated flagging and queuing system for cohort members that receive similar interventions. Additionally, the company's ever-advancing innovative solutions generate individual intelligent care plans based on readily available data from many sources, reducing the burden on payers, providers, and employers collaborating to improve patient health.

Cedar Gate Technologies earns Frost & Sullivan's 2021 North America Technology Innovation Leadership Award in the population health management industry for its strong commitment to advancing technology and providing high-quality solutions to its customers.

What You Need to Know about the Technology Innovation Leadership Recognition

Frost & Sullivan's Technology Innovation Award recognizes the company that has introduced the best underlying technology for achieving remarkable product and customer success while driving future business value.

Best Practices Award Analysis

For the Technology Innovation Leadership Award, Frost & Sullivan analysts independently evaluated the criteria listed below.

Technology Leverage

Commitment to Innovation: Continuous emerging technology adoption and creation enables new product development and enhances product performance

Commitment to Creativity: Company leverages technology advancements to push the limits of form and function in the pursuit of white space innovation

Stage Gate Efficiency: Technology adoption enhances the stage gate process for launching new products and solutions

Commercialization Success: Company displays a proven track record of taking new technologies to market with a high success rate

Application Diversity: Company develops and/or integrates technology that serves multiple applications and multiple environments

Business Impact

Financial Performance: Strong overall financial performance is achieved in terms of revenues, revenue growth, operating margin, and other key financial metrics

Customer Acquisition: Customer-facing processes support efficient and consistent new customer acquisition while enhancing customer retention

Operational Efficiency: Company staff performs assigned tasks productively, quickly, and to a high-quality standard

Growth Potential: Growth is fostered by a strong customer focus that strengthens the brand and reinforces customer loyalty

Human Capital: Commitment to quality and to customers characterize the company culture, which in turn enhances employee morale and retention

About Frost & Sullivan

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The Growth Pipeline Engine™

Frost & Sullivan's proprietary model to systematically create on-going growth opportunities and strategies for our clients is fuelled by the Innovation Generator™. [Learn more.](#)

Key Impacts:

- **Growth Pipeline:** Continuous flow of Growth opportunities
- **Growth Strategies:** Proven Best Practices
- **Innovation Culture:** Optimized Customer Experience
- **ROI & Margin:** Implementation Excellence
- **Transformational Growth:** Industry Leadership



The Innovation Generator™

Our six analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

Analytical Perspectives:

- **Mega Trend (MT)**
- **Business Model (BM)**
- **Technology (TE)**
- **Industries (IN)**
- **Customer (CU)**
- **Geographies (GE)**

