



Case Study:

Care Management at a large group practice

*Reducing healthcare costs >30%
without budget or hires*

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Introduction

Wondering what kind of clinical results Medicare Care Management can drive?

Leading preventative care platform CircleLink Health is delighted to share the positive clinical results that Toledo Clinic achieved through a CircleLink Medicare Chronic Care Management (CCM) program, using 100% CircleLink RNs and no additional staff.

No budget was needed because:

- i) CircleLink charges \$0 upfront, and
- ii) our success-based fees are significantly less than the Medicare reimbursements our platform and service generates.



Methodology

Toledo Clinic's MSO (no relationship to CircleLink) did a full claims analysis of Medicare Advantage patients on CircleLink CCM vs. a risk-matched control cohort. The cost data and comparisons refers to the period that started 8/1/2020 and ended 4/30/2021. Rigorous cohort selection and risk-matching is detailed below:

Pre-Enrollment Metrics	Control Group (n=326)	Enrolled (n=326)	p-value
Inpatient Admissions (avg)	0.16	0.13	0.476
ER Visits (avg)	0.44	0.46	0.832
Complex Age 80+	14	16	0.852
Frailty DME	33	37	0.704
Frailty Diagnosis	94	96	0.931
Charlson Score (avg)	2.49	2.54	0.797
Risk Score (avg)	0.33	0.33	0.997

Results

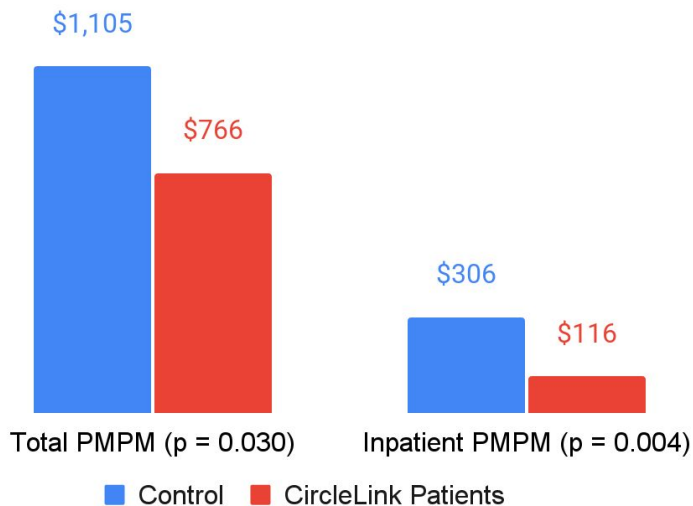
CircleLink's care management platform (CCM in this case) reduced healthcare costs at statistically significant levels:

- **31% total healthcare cost reduction vs. risk-matched cohort (p = 0.030)**
- **62% inpatient cost reduction vs. risk-matched cohort (p = 0.004)**

This translates to a \$4.1K reduction in total healthcare costs per patient per year, half of which resulted from reduced inpatient costs.

Hear more about this successful partnership from [Michele Patton](#), Toledo Clinic's Director of ACO and Clinical Operations.

CircleLink CCM Impact on Costs



Interested in hearing more about Care
Management for your practice?

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