Year in Review: VitreosHealth Surpasses Prior Year Sales by Nearly 4X, Doubles Membership Flowing Through Insights-as-a-Service

Sales results enable continued focus on new clinical and non-clinical predictive risk models to help customers fuel population health management initiatives.

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Plano, Texas — January 12, 2016 — VitreosHealth, the leader in predictive and prescriptive health insights for population health management, reached a number of significant milestones in 2015, including 400% sales bookings growth over 2014, expanding the company's market into the mid-tier health plan segment of health care, and more than doubling the number of active members in their health risk analytics system. Furthermore, VitreosHealth released two new products targeted for care management teams, and developed five new predictive risk models for pediatric care including behavioral/mental health.

The company, which doubled its employee base this past year and now has a nationally distributed workforce, currently analyzes clinical and non-clinical risk for more than 1.6 million members, has identified $700 million in quantifiable savings to clients, and has helped improve patient satisfaction by an average of 3.3% . Customers achieved these results because VitreosHealth accurately discerned clinical and non-clinical risk factors, pinpointed gaps-in-care and revealed obstacles to close gaps-in-care for highly targeted invidualized intervention plans. Most clients have experienced a reduction of $40 or more in per member per month (PMPM) costs in high-risk cohorts, while driving down hospital admissions by as much as 5%.

"We've built a great team and developed an innovative approach to delivering population health insights that fully assimilates each population cohort's distinct dynamics, rather than just acknowledging regional or even local differences," said Jay Reddy, President and CEO of VitreosHealth. "Our 2015 results show that our approach is on the right track. As population health management initiatives continue to emerge in 2016, we expect that demand for our Insights-as-a-Service will accelerate across health care systems, large medical groups, ACO's, regional health insurers, and medicare and medicaid insurance plans alike. Our continued sales success allows us to maintain and even accelerate our long-time commitment to and focus on innovation and development across predictive technologies, disease risk models and non-clinical risk models."

While other analytics companies in the population health management market are still selling software licenses, and leaving risk modeling up to their customers' BI teams, VitreosHealth clinicians and data scientists are already working on their 10th semi-annual refresh of disease-specific and non-clinical risk models that are delivered as Insights-as-a-Service.

VitreosHealth 2015 Results At-A-Glance
- Increased sales bookings 400% over 2014
- Doubled active member count
- Grew staff headcount by 2X

- Expanded market to mid-tier, regional health plans and provider-owned health plans
- Released two new insights apps to support care management team collaboration
- Created five new pediatric predictive risk models: asthma, pre-diabetes, diabetes, metabolic syndrome, behavioral/mental health
- Developed two new adult predictive risk models: behavioral/mental health, wellbeing to enable proactive integrated care management
- Established key strategic partnerships: Dell Healthcare Services, E&Y Health Care Advisory Services
- Moved to larger facilities in U.S. and India to accommodate accelerated growth

About VitreosHealth
VitreosHealth enables disruptive change in population health management. Vitreos Insights-as-a-Service delivers population risk models and predictive and prescriptive health insights so everyone throughout the healthcare continuum can achieve a patient-centric focus and contribute to financial performance. With VitreosHealth's closed-loop performance management process, you can transform the business of population health management into a center of excellence to enhance clinical efforts and drive better health outcomes. Insights start with predictive clinical risk scores, non-clinical markers, gaps-in-care, and prescriptive care recommendations. We show your care managers, clinicians, administrators and C-suite, which patients and members are going to become high risk, predict their probability of hospitalization or escalation of chronic disease, and help determine the interventions they need right now to delay or avoid high-cost healthcare episodes. Healthcare providers and payers choose the insights delivery method that's right for their organization – mobile 3-click insights apps, embedded into the EHR or workflow system, or via other electronic format. VitreosHealth Population Health Management powers all predictive and prescriptive analytics, leverages a comprehensive portfolio of disease-specific predictive risk models, and applies every source of data at your disposal: EHR, claims or billing, household, consumer, socio-economic and behavioral. VitreosHealth – everything you need to power population health management. Learn more at www.VitreosHealth.com.