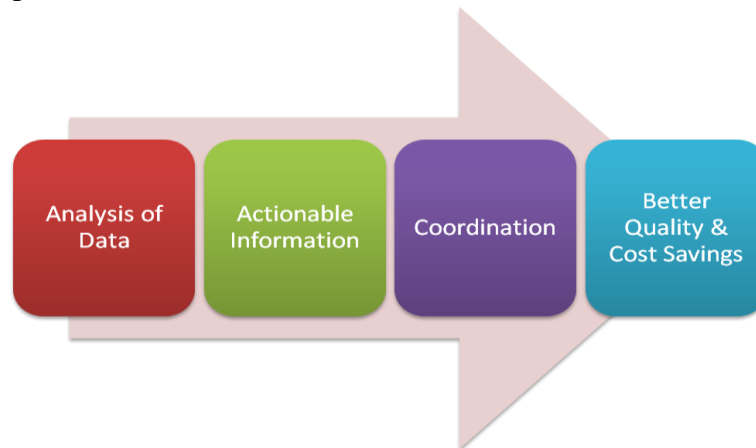


## Coordination of Care Program: Opportunities for Savings and Improved Outcomes in Commercial Health Plans and Federal and State Programs

Southeastern Consultants, Inc. (SEC) is a national pharmaceutical and health care consulting and data analysis firm providing services to health plans, benefit managers, employer and provider groups, government agencies, associations, medical and pharmaceutical industry, disease management organizations, and academic institutions. SEC provides services to clients for identifying opportunities to improve the coordination of care and intervention strategies to achieve cost savings.

- Identify unnecessary costs
- Improve quality of care
- Medication use management
- Disease and care management
- Address disparities
- Identify and classify patient safety issues
- Identify and classify access problems
- Measure cost and quality success



### SEC Client Services

- **Conducting a baseline claims analysis with periodic updates** to identify patterns of uncoordinated care using criteria-driven algorithms
- **Creating a disease profile of the population, and examining drug/medical utilization and cost components** to risk stratify and characterize uncoordinated care patients by the specific contributing factors identified
- **Mapping uncoordinated patients into geographic regions and to existing care providers** for planning and implementation of intervention and care coordination activities
- **Evaluation and retooling of existing systems and intervention programs** to develop and apply common criteria, procedures and systems for enrollment and monitoring of targeted patients
- **Implementation of new intervention programs and strategies and expanding existing educational and intervention programs** for identified patients to improve care coordination and maximize return on investment
- **Integration of existing and new technologies** to improve efficiency and patient outcomes, such as electronic health information exchange systems, e-prescribing, and other web-based provider monitoring tools that offer the best return on investment

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