



Midwest Business Group on Health

Catalysts for *Change* in Health Care & Benefits

Work chart: Evaluating/Calculating Clinical Outcomes

To understand a solution’s outcomes, it’s important to first understand how the numbers are calculated. Here is an easy-to-use chart to help evaluate solutions.

Employers can also include this chart in a Request for Information or Request for Proposal project with the vendor to solicit their direct input.

Question	Why is this important?	Answer
What is the vendor’s network model?	A vendor’s network model gives insight into whether or not the vendor can receive outcomes directly from providers and the level of clinical oversight the vendor has.	
How was the data collected? <i>For ex: claims, self-reported, direct from providers, from clinic-reported data?</i>	Understanding how a vendor receives data is critical as it can tell how complete and accurate the data is and whether it is for the employer’s specific members or for other patients at that clinic.	
Does this data represent the vendor’s entire book of business or is it a smaller sample?	Having a clear understanding of the population size used to calculate the outcomes is important to understanding its validity. Meaningful cycle volume and high reporting compliance are critical in ensuring outcomes are representative of patients’ results and not due to random chance.	
How does the vendor calculate the outcomes? What is the calculation behind each metric?	Fertility is very complex. A single success outcome can be calculated in many ways. For example, when a vendor says they have a pregnancy rate of X, is it pregnancy rate per retrieval, pregnancy rate per transfer, or pregnancy rate per transfer for those <35, etc. Consistency is required for accurate aggregations and comparisons.	

Question	Why is this important?	Answer
Has the data been validated by an independent third party?	A third-party, independent verification can ensure a trustworthy methodology for calculating outcomes.	
Does the vendor report outcomes every year? For what years does the vendor report outcomes? What are they benchmarking against?	A consistent trend of superior outcomes is key to understanding the value and impact of a solution. CDC and SART release data on a delayed timeline to allow for analysis; the most current CDC is delayed by 3 years and SART data is delayed by 2. Fertility solutions should be clear about the CDC/SART data they are benchmarking against and they should be using their most up-to-date outcomes so employers can evaluate the most recent impact of the solution.	