



# [ SYNTAX ]

## CASE STUDY

### How Brevard Health Alliance partnered with Syntax Health to negotiate more favorable terms with a health plan and third party organization

#### CONTEXT

Community-based health centers, like Brevard Health Alliance, are keenly focused on increasing access to crucial primary care by reducing barriers such as cost, lack of insurance, distance, and language for their patients. Brevard, a community health center in Florida, is a thought leader in finding innovative ways to do well while doing good – supporting the health of their constituents while managing a successful enterprise.



#### CHALLENGE

Brevard was approached by a third-party to enter into a value-based arrangement. The third party offered to provide a solution that leverages advanced technology to streamline care delivery, improve data integration, and facilitate care. The third-party promised to reduce administrative burdens and enable providers to focus more on patient care. What's more, they offered their services for \*free\* if Brevard would agree to a small guarantee, plus a small share in VBC incentives, with the majority going to the third party.

The offer raised questions, as the Brevard team did not have the right data and analysis tools to understand if the proposal was equitable or actionable. The complexities and potential risks in the proposal highlighted the need for expert guidance in navigating such negotiations. In search of a solution, Brevard discovered Syntax through its Redesign Health contacts. Syntax—a company built by Redesign—leverages actuarial modeling and analytics to design and manage value based care. This made Syntax a promising partner. Brevard chose Syntax over other options because of their proven track record in improving contract design and negotiations with advanced analytics, industry benchmarks, and historical performance insights. Syntax's ability to streamline the contract review process and enhance negotiation capabilities was a decisive factor.



#### SOLUTION

Syntax conducted a comprehensive analysis of the contract proposal terms alongside Brevard's historical performance.

Syntax also identified contract terms that limited potential shared savings and found misalignment in who earns the savings for the work.

Syntax's detailed analysis and modeling tools provided Brevard with a clear understanding of the proposal's implications.



*"Syntax is redefining industry standards... In healthcare delivery, understanding the crucial role of actuarial support is a game-changer, and this platform is a testament to that. Syntax Health ensures healthcare services are accurately calculated and appropriately valued."*

#### SHAUN GARCIA

*Chief Quality, Data, and Analytics Officer, Brevard Health Alliance*

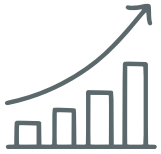


# RESULTS



50% FASTER

Syntax's involvement resulted in a 50% faster contract review process than was typical for Brevard, thanks to the platform's modeling and automation tools.



236% INCREASE

Syntax was able to show Brevard that their value should have been 236% more than proposed, going from \$246K to \$572K of incentive pay, a significant increase.



DEEPER UNDERSTANDING OF VALUE

With Syntax's support, Brevard gained a deeper understanding of their value in the market and developed increased confidence to scale their value-based program. This clarity and insight convinced Brevard of the value Syntax offers, leading them to invest in Syntax's SaaS platform for ongoing VBC contracting work.

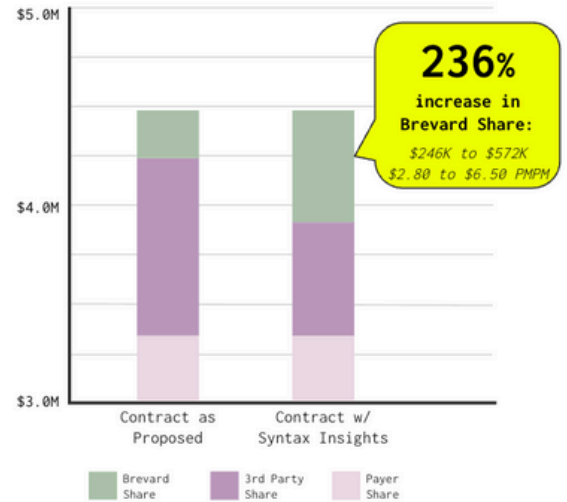


FOCUS ON PATIENT CARE VS. ADMINISTRATIVE CHALLENGES

As a client of Syntax, Brevard has transformed their approach to VBC contract negotiations. They became more adept at identifying and addressing potential risks, ensuring more favorable outcomes. This growth enabled them to focus more on patient care and less on administrative challenges, ultimately enhancing their service delivery to their community.

## Syntax Impact – in Just One Contract

Based on a review of Brevard's historic performance, plus identification of terms that limited potential shared savings and misalignment in who earns the savings for the work.



*"Value-based care enables providers to give patients the best possible care; to get to know the patients and do what they need most."*

### HUMANA

*10th annual Value-based Care Report & Issue brief: Value-Based Care in Nephrology*

## About Syntax Health

Syntax Health provides a unique VBC solution to help provider organizations better manage risk with its actuarially credible modeling automation, real-time negotiation interface, and streamlined contract lifecycle management. These capabilities enable faster response times, higher accuracy, and improved efficiency in VBC contract negotiations, ultimately reducing administrative burdens and increasing financial performance.

Scan or reach out to learn more



[www.meetsyntax.com](http://www.meetsyntax.com)

[info@meetsyntax.com](mailto:info@meetsyntax.com)

## About Brevard

Brevard Health Alliance, Inc. is Brevard County's only Federally Qualified Health Center. BHA provides extensive primary health care services to Brevard County residents regardless of their ability to pay. By offering services on a sliding-fee scale, BHA provides a wide variety of care services to Brevard County's economically disadvantaged residents.

[www.brevardhealth.org](http://www.brevardhealth.org)