# KONZA
## NATIONAL NETWORK

NCQA's Data Aggregator Validation program allows KONZA to demonstrate data quality, reduce physician administrative burden, establish new payer relationships and win new contracts.

## ORGANIZATION PROFILE

**SIZE:** 10-50 employees

**REGION SERVED:** 10 states

**TYPE:** Health Information Exchange (HIE) and Analytics

**STAKEHOLDERS:** Payers, providers, community organizations, patients

**PROGRAM:** Data Aggregator Validation

## RESULTS

- ☑ **Won new contracts**
- ☑ **Saved partners time and money**
- ☑ **Improved patient care**

## DATA AGGREGATOR VALIDATION KEY FACTS:

- Validated clinical data help ensure reliability for key quality and financial initiatives like quality reporting, gap closure and value-based contracting.

- High-quality data assures vendor trust and confidence to health plans, providers and government organizations.

- Data are acceptable, reliable, actionable for Healthcare Effectiveness Data and Information Set (HEDIS®) reporting.

- Meets standard supplemental data auditing requirements for all validated data streams, eliminating the need for primary source verification during HEDIS® reporting.

> *Data Aggregator Validation confirms KONZA's medical record data is the highest quality and meets all the rigorous requirements that NCQA has established for auditors. Payers no longer need to complete the expensive process of primary source verification (PSV) and providers no longer need to copy, fax or mail medical records to payers to support PSV. This new process allows payers to **acquire data at a lower cost and reduce the administrative burden** for providers. We see enormous value for providers and payers in this opportunity.*
>
> *LAURA MCCRARY EdD,*
> *KONZA PRESIDENT & CEO*

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## Challenge

After being presented with an RFP opportunity for a contract, KONZA was looking for new ways to stand out and create a competitive advantage among other HIEs.

## Solution

KONZA pursued NCQA's Data Aggregator Validation program, a rigorous process that evaluates clinical data streams from ingestion through aggregation and output to help ensure data accuracy. Going through validation allowed KONZA to demonstrate that its meticulous process for maintaining data integrity passed third-party standards and ensured that data are of the utmost quality and can be trusted for quality reporting and other uses.

## Results

KONZA successfully validated data streams representing more than 500,000 patient records, and can now leverage its validated data to increase revenue with new payer contracts. Validating data with NCQA positioned KONZA to:

- **Win new contracts.**
  KONZA increased its contract win rate and positioned itself as a leading competitor, based on validating data with NCQA. One contract win was because it was the only organization in the running whose data was validated by NCQA.

- **Create efficiencies for data exchange stakeholders.**
  Because KONZA's data stream is validated up front by NCQA, its health plan and provider partners save time and money during the HEDIS® audit process.

- **Improve patient care with quality data.**
  Trusted data allow KONZA to improve clinical decision making, which helps them improve patient care.

## COMPANY PROFILE:

KONZA, Inc., is a not-for-profit organization that provides physician-led HIE and data analytics services in 10 states. KONZA builds on a proven model for development of the technical infrastructure necessary to enable sharing of clinical information at the point of care while supporting transformative, value-based payment models, care management and data analytics. Patients, physicians, health care facilities and other health care providers across the country benefit from KONZA's delivery of actionable intelligence.

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Visit **ncqa.org/dav** to learn more about NCQA's Data Aggregator Validation program and how to apply.

**NCQA**
Measuring quality.
Improving health care.
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