



**Validation**Institute

# **2022 Validation Report**

**Review for: Ault International Medical  
Management (AIMM)**

**Validation Achieved: Outcomes**

**Valid through: October 2023**



# Company Profile

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<b>Category:</b>	Care Management
<b>Website:</b>	<a href="http://aim-m.com">http://aim-m.com</a>
<b>Year Established:</b>	2003
<b>Public or Private:</b>	Private
<b>CEO:</b>	Deb Ault
<b>Company contact:</b>	info@aim-m.com
<b>Description:</b>	

**AIMM** builds medical management programs to the unique specifications of each individual group. By understanding the client’s culture, population, goals, objectives, and budget, **AIMM** formulates a medical management strategy that is the best possible fit for them, and will generate the results they need to achieve. Tweaking and modifying the program as services progress ensures optimal success. All AIMM services are centered on the concepts of being patient-centric, comprehensive, holistic, and fully integrated. **AIMM** understands that the most effective, most well received, medical management programs are “Patient Centric”. Therefore, **AIMM's** programs focus on identification of patients who could benefit from the individualized attention and assistance of a professional Nurse in controlling their health condition(s).

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# Claim Assertion for Validation

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Members of AIMM-managed health plans have a lower rate of pre-term births than a group of college-educated women. Since members of AIMM are likely from a wide range of education levels, their pre-term birth rate being lower than a college-educated women shows that there are other factors working in the members' favor.





# Method / Calculation / Examples

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The number of deliveries during April 2021 through March 2022 was calculated. The number of women with claims for pre-term labor services was counted for the same period. All pre-term labor patients were less than 37 weeks gestation. The number of pre-term labor patients was made the numerator and the number of deliveries the denominator to create a rate of pre-term births.



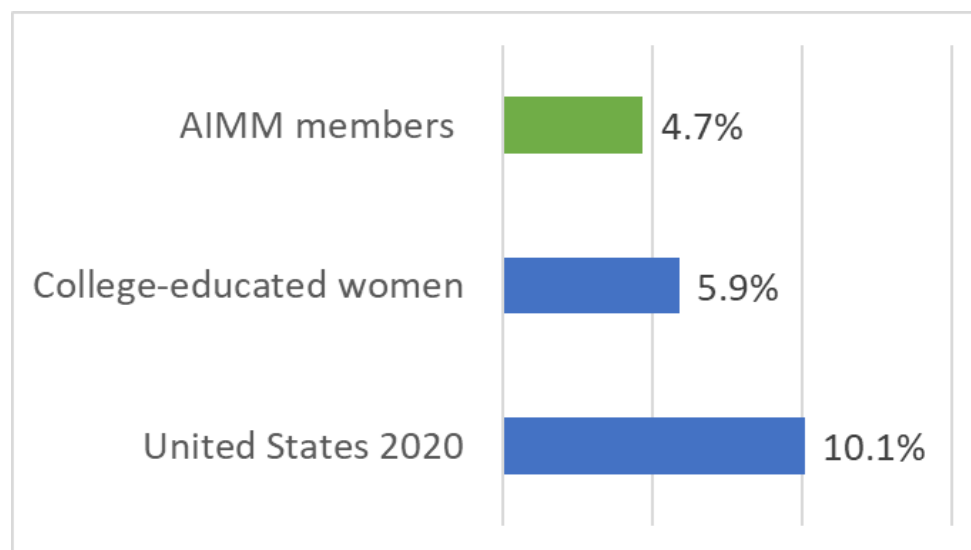
# Findings & Validation

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Graph 1 shows the preterm birth rate (less than 37 weeks gestation) for the United States in the year 2020 (CDC, 2022), for college-educated women (Johnson, Green, Vladutiu, & Manuck, 2020), and for AIMM members.

The U.S. rate reflects that 42% of the country's births are covered by Medicaid (Kaiser Family Foundation, 2022), whose members have social and economic risk factors for preterm birth. As these risk factors are less common in employed and privately insured women (such as AIMM members), we would expect AIMM's rate to be lower than the U.S.

AIMM's rate was 25% lower than the rate for college-educated women who have fewer risk factors than non-college educated women. Since AIMM's group includes women with less than a college education, AIMM's performance on preterm births is better than expected.



Graph 1: Preterm Birth Rates



# Limitations

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Demographic data was not available on AIMM members to clarify how the group contrasted with the college-educated women in Johnson's study.



# Works Cited

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CDC, U. (2022, May 11). Reproductive Health. Retrieved from <https://www.cdc.gov/reproductivehealth/maternalinfanthealth/pretermbirth.htm>

Harvard Business Review . (2020). Retrieved from Harvard Business Review: <https://hbr.org/2020/06/u-s-health-care-is-in-flux-heres-what-employers-should-do>

Johnson, J., Green, C., Vladutiu, C., & Manuck, T. (2020). Racial disparities in prematurity persist. American Journal of Obstetrics and Gynecology .

Kaiser Family Foundation . (2022, May 11). Births Financed by Medicaid . Retrieved from KFF : <https://www.kff.org/medicaid/state-indicator/births-financed-by-medicaid/?currentTimeframe=0&sortModel=%7B%22colId%22:%22Location%22,%22sort%22:%22asc%22%7D>

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Willis Towers Watson. (2020). Retrieved from Fierce Health Care : <https://www.fiercehealthcare.com/payer/willis-towers-watson-employers-expect-health-costs-to-rise-by-5-2022>



# Validation and Credibility Guarantee

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**Ault International Medical Management** achieved validation for Outcomes. Validation Institute is willing to provide up to a \$25,000 guarantee as part of their Credibility Guarantee Program. To learn more, visit <https://validationinstitute.com/credibility-guarantee/>.

## Savings

Can reduce health care spending per case/participant or for the plan/purchaser overall.

## Outcomes

Product/solution has measurably improved an outcome (risk, hba1c, events, employee retention, etc.) of importance.

## Metrics

Credible sources and valid assumptions create a reasonable estimate of a program's impact.

## Contractual Integrity

Vendor is willing to put a part of their fees "at risk" as a guarantee.







**Validation Expiration: October 2023**

# CERTIFICATE OF VALIDATION

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<b>Applicant:</b>	<b>Ault International Medical Management</b> 1491 Polaris Parkway, Box 213, Columbus, OH 43240, US
<b>Product:</b>	AIMM's service
<b>Claim:</b>	Members of AIMM-managed health plans have a lower rate of pre-term births than a group college-educated women.
<b>Validation Achieved:</b>	<b>Validated for Outcomes</b>
<b>Validation Award Date:</b>	September 2022

*Linda Riddell*

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**Linda Riddell**  
**VP, Population Health Scientist**  
**Validation Institute**

*Benny DiCecca*

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**Benny DiCecca**  
**Chief Executive Officer**  
**Validation Institute**



# About Validation Institute

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**Validation Institute** is a professional community that advocates for organizations and approaches that deliver better health value - stronger health outcomes at lower cost. We connect, train, and certify health care purchasers, and we validate and connect providers delivering superior results. Founded in 2014, the mission of the organization has consistently been to help provide transparency to buyers of health care.

## Validation Review Process

Validation Institute has a team of epidemiologists and statisticians who review each program. The team focuses on three components:

- Evidence from published literature that a similar intervention had similar results.
- The reliability and credibility of the data sources.
- The rigor of the approach to calculating results.

To achieve validation, the program has to satisfy each of these components. VI's team then summarizes the review into a report which is publicly available. Details of VI's review are available with the program's permission.