Performance Measurement and Scorecard Design

Version 1.0

This document is for analytics teams that have completed a population cost study comparison between non-adherence and adherent device users using PraxisBlue data specifications. As a next step, data identified in that study should be used to create a historical baseline of disease-related medical and pharmacy costs and inform on adherence-driven performance targets. This document serves as a guide for a general performance measurement approach, scorecard design, and ROI methodology.

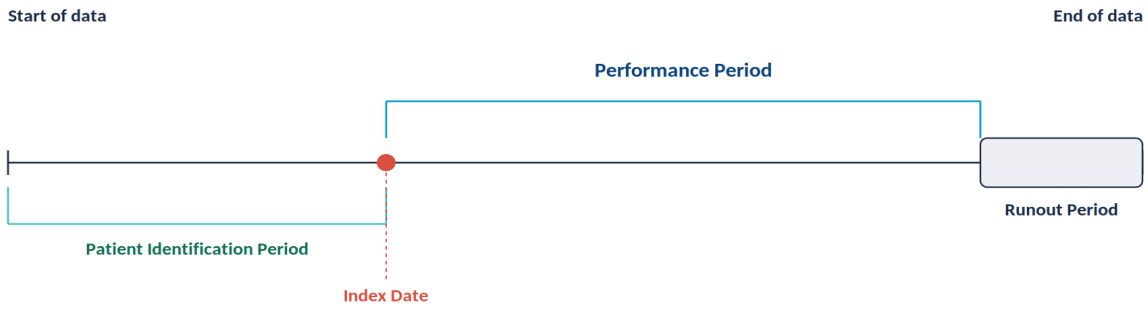
Adherence programs that cannot demonstrate a measurable disease-related cost impact are unlikely to advance to a productive value-based conversation with a payer partner.

Definitions and measurement parameters

Parameter	Definition
Study type	Retrospective pre/post analysis using paid claims data
Patient Identification Period	Window used to confirm qualifying device therapy patients and establish the Index Date; for both CPAP and NPWT the inclusion criteria = no device claims within 6 months of Index Date
Index Date	Date of first NPWT claim
Base Period	Historical comparison, commonly the same date range one year prior to the Performance Period
Performance Period	Measurement window following the Index Date during which adherence and disease-related costs are tracked
Runout Period	Claims run-out buffer following Performance Period close to allow for claims completion

Gross Disease-Related Non-Device Savings = (Base Period Disease-Related Costs − Performance Period Disease-Related Costs) × Study Population

Retrospective Claims Study Design



Index Date = earliest evidence of medical device therapy identified during the Patient Identification Period

Scorecard Design

The following is a recommended scorecard design based on the author's experience structuring CPAP and NPWT adherence improvement programs with payer organizations. This design is by no means prescriptive and can be built upon or modified.

Where a Minimum Savings Rate (MSR) is used, only gross disease-related non-device savings exceeding that threshold qualify for an MSR Adjustment. Where an Adherence Adjustment is used, additional value is attributed to the program based on the amount by which the Performance Period adherence rate exceeds the Base Period Adherence Rate, typically applied in defined increments up to a capped maximum.

Parameter	Definition
Base Period	Historical claims experience window used as the comparison baseline for the Performance Period
Minimum Savings Rate (MSR)	The minimum percentage of disease-related non-device savings required before a performance-based rate adjustment is earned
MSR Adjustment	The dollar or rate adjustment applied once disease-related non-device savings exceed the Minimum Savings Rate (MSR)
Base Period Adherence Rate	Average population adherence rate observed during the Base Period
Adherence Goal	Target adherence rate the program is designed to achieve during the Performance Period
Adherence Adjustment	Rate adjustment tied to adherence rate gains above the Base Period Adherence Rate, typically defined in tiered increments up to a capped maximum.

Example Scorecard

Performance Period 1 - 1/1/26-9/30/26	
Base Period	Non-NPWT device wound-related claims experience for 1/1/25-9/30/25
Minimum Savings Rate (MSR)	10%
MSR Adjustment	$2.00
Base Period Adherence Rate	28%
Adherence Goal	40%
Adherence Adjustment	$1.00 increments for each 5%; $3.00 cap

The total dollar ($) opportunity would be predetermined after consideration of historical rate increases and program return on investment (ROI) targets.