



SAIL™ Report

Prepared for Tom's Autobody
Risk scored as of 4/17/2025

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The SAIL™ Score is a predictive model developed to identify future healthcare costs. It evaluates a cohort of insured individuals across multiple **weighted categories using demographic and 4 years of previous medical claims data.**

The resulting score reflects the group's **projected 12-month risk**, helping analysts and decision-makers spot trends, segment populations, and plan care more effectively.

Higher scores indicate higher predicted risk, guiding earlier intervention and smarter resource use.

EXECUTIVE SUMMARY

Tom's Autobody | 4/17/2025

90
Population Size

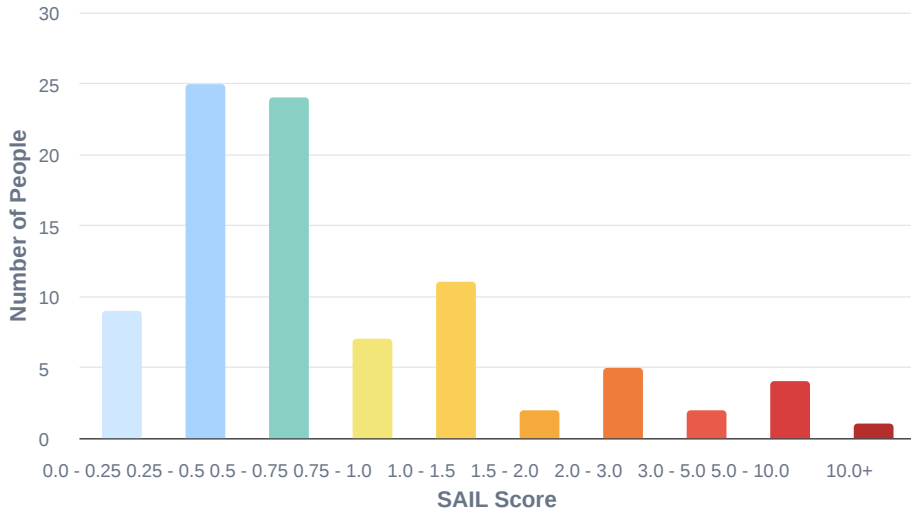
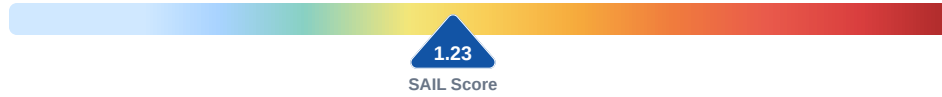
The number of people represented in this report.

94.4%
Match Rate

Percentage of people matched in our data.

SAIL Score and Risk Distribution

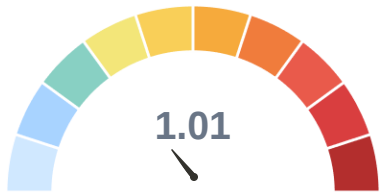
SAIL™ scores show how much risk is driven by demographics (age & gender) versus morbidity (health condition). The score equals demographic risk multiplied by morbidity.



i SAIL predicts a **23% above average total risk** for the next 12 months.

Demographics Score

Projected score based on age and gender.



i SAIL predicts a **1% above average demographic risk** for the next 12 months.

Morbidity Score

Projected score based on health conditions.



i SAIL predicts a **22% above average morbidity risk** for the next 12 months.

Top 5 High Cost Rx

Rx	Rank Cost	Members	Last Seen
NEUPOGEN	\$150k+	1 - 3	<1y
OCREVUS	\$50k-\$90k	1 - 3	<1y
BIKTARVY	\$25k-\$50k	1 - 3	<1y
TACROLIMUS	\$25k-\$50k	1 - 3	2-4y
LUPRON	\$25k-\$50k	1 - 3	>=4y

Top 5 High Cost Medical Procedures

Procedure	Members	Last Seen
Coronary atherosclerosis and other heart disease	1 to 3	<1y
Protected	1 to 3	2-4y
Peripheral and visceral vascular disease	1 to 3	1-2y
Cardiac dysrhythmias	1 to 3	<1y
CNS abscess	1 to 3	<1y

High Cost Claimants

Prediction	Rx Portion due to Rx	80th Percentile	% Grp Cost Prediction
\$140,300	18.0%	\$216,300	14.8%
\$87,400	18.0%	\$100,500	9.2%
\$47,800	80.0%	\$54,900	5.0%
\$47,100	80.0%	\$63,700	5.0%
\$45,700	31.0%	\$62,300	4.8%

High Cost Claimants

Members whose claims exceed \$10K within 12 months.

