



CASE STUDY

Prioritizing Breast Cancer Screening with Strategic Patient Outreach

Actium Health enabled Virtua Health to identify and engage priority patients which led to 1,395 lives being positively impacted.

KEY OUTCOMES



High-risk patient identification

Using Actium's AI models and data-driven approach to pinpoint the patient populations most at risk for breast cancer.



Personalized, proactive outreach

Leveraging Actium Health's CENTARI™ platform to execute a targeted, effective campaign aimed at driving patients to schedule screenings.



Increased engagement and human impact

Increasing mammogram appointments and early detection among patients that may not have acted otherwise.

Dealing with Delayed Patient Screenings

At the beginning of the COVID-19 pandemic, screening mammograms all but stopped as healthcare facilities delayed or cancelled elective procedures. However, as about 1 in 8 U.S. women (about 13%) will develop invasive breast cancer over the course of her lifetime, delayed breast cancer screenings were putting lives at risk. Once healthcare providers better understood and implemented the needed pandemic safety practices, getting patients in for their mammograms was crucial.

Virtua Health, an award-winning comprehensive community healthcare system comprising five hospitals and 270+ locations in South New Jersey and Philadelphia, was ready to restart conducting mammograms and recognized the need to prioritize its communications outreach to patient populations at higher risk for breast cancer. The objective was to educate identified patients about both the availability and safety of mammogram appointments to encourage them to schedule their screening.

“Even in a pandemic year that caused unprecedented healthcare disruption and trauma, working with our clinicians to create relevant, highly tailored communications to prioritized patient populations, we are able to effectively influence high-risk individuals to come in and get their mammograms.”

RYAN YOUNGER – VP of Marketing, Virtua Health

1 in 8

Women will develop invasive breast cancer during her lifetime

11,310

mammograms scheduled during the COVID-19 pandemic (from March 2020 through May 2021)

Identifying and Prioritizing High-Risk Patients

Although early detection is critical to preventive health, fears of COVID-19 caused many high-risk patients to delay or cancel tests and screenings. An increased health care gap for patients also stemmed from healthcare systems temporarily halting elective procedures to minimize the virus' spread.

Once its safety systems were in place, Virtua Health wanted to identify and influence priority patients to come in for their breast cancer screening. It needed to prioritize

high-risk patients to make up for lost time as well as schedule appointment levels in alignment with the new pandemic safety capacities and protocols. As traditional marketing methods cast a wide net and blanket the market, Virtua Health was looking for a more modern, data-driven approach.

In addition, Virtua Health needed to build trust with personalized, meaningful outreach to help allay public fear of engaging in healthcare.

Influencing Patients with Personalized, AI-Powered Communications

Virtua Health leveraged Actium's CRM Intelligence platform, CENTARI, to identify patients who are most at risk for breast cancer and created targeted, proactive outreach strategies that identified a mammogram as their **Next Best Action**. Factoring in more than just patient age and family history, Actium's AI Models enable complex clinical (EHR), payer, claims and third-party datasets to predict which patients were in need of a mammogram. It uses AI to observe millions of local population encounters and machine learning to continually improve the model, an approach that identifies patients up to 15x more likely to have breast cancer.

In addition to surfacing their priority breast cancer screening patients, the Virtua Health marketing team also used Actium's platform to enable highly relevant and personalized communication journeys. This resulted in not only increased engagement, but also building trust with the brand to influence them to seek the care they need.



10,000

life years gained

1,395

lives impacted via early breast cancer diagnosis during the COVID-19 pandemic

“We were truly able to touch people’s lives, proactively influencing more than a thousand women being affected by breast cancer, by partnering with and using Actium’s AI-driven outreach campaigns.”

RYAN YOUNGER — VP of Marketing, Virtua Health

Increasing Screenings and Impacting Lives

While Virtua Health was already familiar with Actium's patient engagement ROI results, the human impact of the breast cancer screening outreach campaign during the COVID-19 pandemic surpassed expectations.

The targeted communications influenced 11,310 mammogram appointments (from March 2020 through May 2021), resulting in 1,395 breast cancer diagnoses for patients that may have not otherwise scheduled their screening due to pandemic restrictions or fears.

These diagnoses also have a positive ripple effect on the lives of the patients as well as their families. Once a patient

is diagnosed with breast cancer, she begins receiving therapeutic intervention, which typically extends her life an average number of years. Given this multiplier effect, the Virtua Health breast cancer screening marketing campaign resulted in an astonishing and heart-warming 9,793 life years gained for its patient population.

In addition, 124 patients received benign findings. By getting screened and confirming that their concerning lumps were benign, these patients were not only able to receive the appropriate treatment, but also enjoy peace of mind, which was particularly meaningful during the high-stress, high-stakes environment of the pandemic.

Planning for a Broader Impact

Following the success of its breast cancer screening campaign during the COVID-19 pandemic, Virtua Health has now implemented "always-on" Next Best Action campaigns — such as for colorectal screening, cardiology, and orthopedics." Working with their clinical partners, the Virtua Health marketing team continues to proactively engage their patients in relevant 1:1 dialogues to address health needs in a meaningful way.



Where Others See Patient Data, Actium Health Sees Human Potential

Learn how fast Actium Health can transform your healthcare system at: actiumhealth.com
or email sales@actiumhealth.com to request a demo.