

# **LIVE workshop:** How to use claims data to lower healthcare cost









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ELIMINATE THE EXCUSES

CHANGE THE STORY

IMPROVE THE QUALITY

# Today's Journey

- ✓ Webinar is being **RECORDED**
- ✓ Questions:
  - **Q&A section**
- ✓ Value Creation – CALL TO ACTION
  - Wait to the end... it will be **WORTH IT**
- ✓ **SAVE THE DATE**
  - 7/22 = Employer Facing Webinar



# TRANSPARENT HEALTH BENEFITS

- ✓ Broker who only works with unbundled self-funded plans
- ✓ Cobrokers with other advisors to help them expand their capabilities
- ✓ Specializes in Tribal Nations and Enterprises and FQHCs



**Cameron B. Cummins**

**Managing Partner**

**Transparent by Design**

cam.cummins@transparentbydesign.com

(269) 589-9838

# OUR TOPICS

- ✓ How to get the data
- ✓ How to use the data
- ✓ Getting people to HIGH quality



# OUR SPEAKERS



**Ben Winfield**

Partner

Rover Analytics



**Rick Sheel**

VP, National Sales

APH | Poindexter



**Kevin Schlotman**

CCO

Flume Health





# HOW TO GET THE DATA



Fetch claims data  
on any fully-  
insured group.



# Our solution



Tech



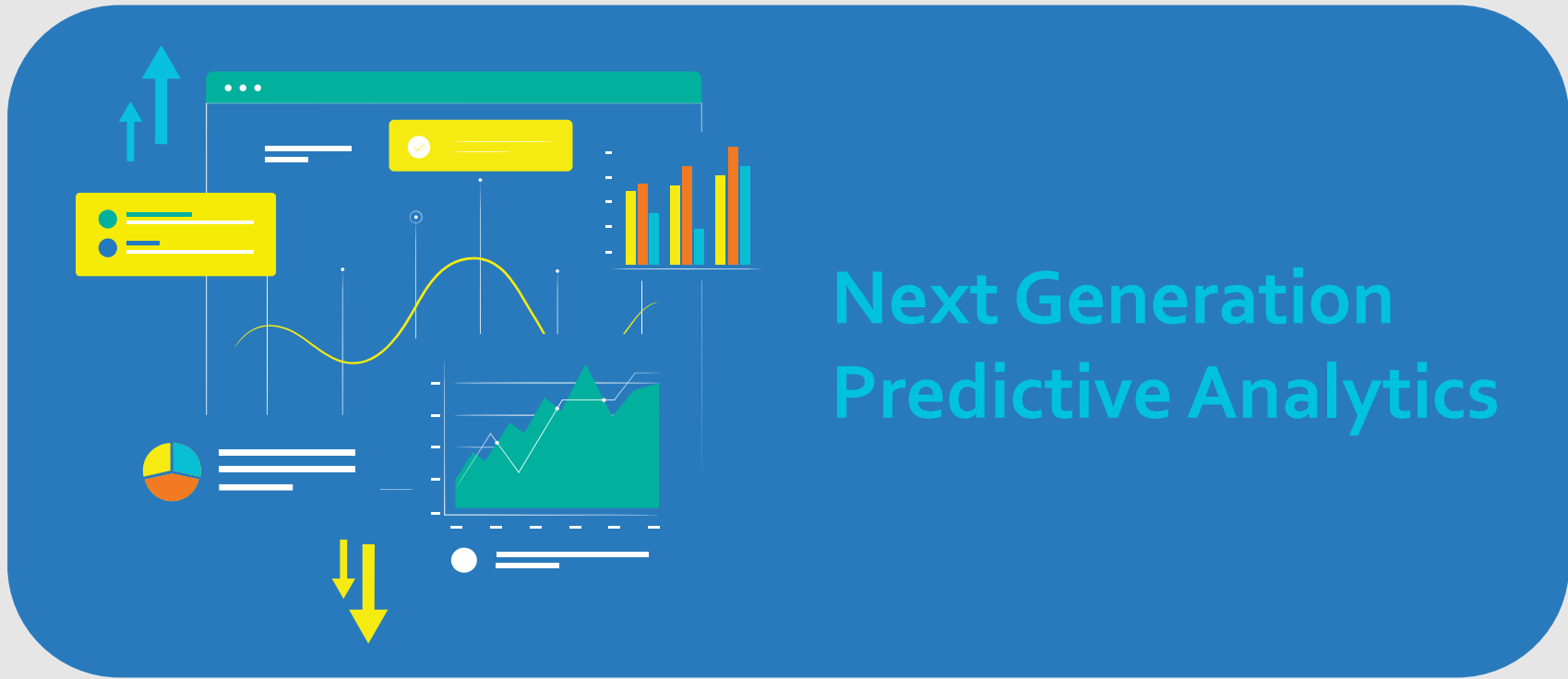
Support



Shop

# HOW TO USE THE DATA





# Next Generation Predictive Analytics

**DATA is the raw material of Information and**

**Information Is Power!**

# GETTING PEOPLE TO HIGH QUALITY

*flume*  
health

# Using quality and cost data to compare providers

Prior Auth #123456

Here are options for your upcoming Knee Surgery



Chicago, IL

Leapfrog  
Safety Score  
85%

Patient  
Satisfaction  
3.8 stars

Price to  
member  
\$5,000

Book



Peoria, IL

Leapfrog  
Safety Score  
97%

Patient  
Satisfaction  
4.7 stars

Price to  
member  
\$0

Book



Peoria, IL

Leapfrog  
Safety Score  
95%

Patient  
Satisfaction  
4.7 stars

Price to  
member  
\$0

Book





# QUESTIONS?

MY MOM SAYS THE ONLY STUPID QUESTION  
IS THE ONE NEVER ASKED

A top-down view of a meeting table with hands, papers, and a coffee cup. The background is a wooden table with several people's hands visible, some holding pens or pointing at documents. There are papers with charts and graphs, and a grey mug of coffee. The overall scene is a collaborative work environment.

# CALL TO ACTION

We want to **SUPPORT** those who want to **ACT**

# TRANSPARENT HEALTH BENEFITS - CALL TO ACTION

**EXCLUSIVE  
FOR YOU**

PENN Targeted Procedure Bundles	PPO Paid Costs		Benchmark Costs		Saving vs. Benchmark	Incentives Per Member	Plan Frequency	Gross Savings	Plan Incentives	Net savings	
	Low	High	PPO Paid	ANN Bundle							
MRI Abdomen(with and without Contrast)	\$ 1,870.00	\$ 3,047.00	\$ 2,459.00	\$ 850.00	\$ 1,609.00	\$ 850.00	77	\$124,498.00	\$ 65,790.00	\$ 58,708.00	
MRI Brain(with and without Contrast)	\$ 1,329.00	\$ 2,493.00	\$ 1,911.00	\$ 532.00	\$ 1,379.00	\$ 532.00	12	\$ 16,010.00	\$ 6,177.00	\$ 9,833.00	
CT Abdomen(with and without Contrast)	\$ 661.00	\$ 1,262.00	\$ 962.00	\$ 571.00	\$ 391.00	\$ 571.00	48	\$ 18,890.00	\$ 27,662.00	\$ (8,772.00)	
CT Angiography Chest(with and without Contrast)	\$ 771.00	\$ 1,523.00	\$ 1,147.00	\$ 349.00	\$ 798.00	\$ 349.00	8	\$ 6,177.00	\$ 2,701.00	\$ 3,476.00	
CT Head(without Contrast)	\$ 557.00	\$ 1,018.00	\$ 788.00	\$ 349.00	\$ 439.00	\$ 349.00	14	\$ 5,839.00	\$ 4,727.00	\$ 1,212.00	
Diagnostic Colonoscopy	\$ 1,268.00	\$ 11,470.00	\$ 6,369.00	\$ 1,969.00	\$ 4,400.00	\$ 1,194.00	33	\$144,738.00	\$ 39,270.00	\$105,468.00	
Diagnostic Upper Endoscopy	\$ 1,207.00	\$ 7,234.00	\$ 4,221.00	\$ 2,872.00	\$ 1,349.00	\$ 1,374.00	17	\$ 23,484.00	\$ 23,935.00	\$ (451.00)	
Gallbladder Removal - Laparoscopic	\$14,132.00	\$22,170.00	\$18,151.00	\$ 5,312.00	\$12,839.00	\$ 1,862.00	4	\$ 49,687.00	\$ 7,207.00	\$ 42,480.00	
Inguinal Hernia Repair - Laparoscopic	\$ 5,478.00	\$14,544.00	\$10,011.00	\$ 8,231.00	\$ 1,780.00	\$ 2,446.00	4	\$ 6,889.00	\$ 9,467.00	\$ (2,578.00)	
Knee - Total Joint Replacement	\$24,595.00	\$37,819.00	\$31,207.00	\$23,936.00	\$ 7,271.00	\$ 5,550.00	4	\$ 28,139.00	\$ 21,479.00	\$ 6,660.00	
Knee - Arthroscopic Meniscectomy	\$ 4,884.00	\$10,855.00	\$ 7,870.00	\$ 3,516.00	\$ 4,354.00	\$ 1,503.00	6	\$ 25,272.00	\$ 8,726.00	\$ 16,546.00	
Knee - ACL/MCL Repair - Arthroscopic	\$ 8,387.00	\$21,173.00	\$14,780.00	\$ 7,191.00	\$ 7,589.00	\$ 2,238.00	6	\$ 44,054.00	\$ 12,993.00	\$ 31,061.00	
Hip - Total Joint Replacement	\$24,595.00	\$44,847.00	\$34,721.00	\$24,894.00	\$ 9,827.00	\$ 5,550.00	2	\$ 19,015.00	\$ 10,739.00	\$ 8,276.00	
Wrist - Carpal Tunnel Surgery	\$ 2,537.00	\$ 5,857.00	\$ 4,197.00	\$ 2,373.00	\$ 1,824.00	\$ 1,275.00	4	\$ 7,059.00	\$ 4,933.00	\$ 2,126.00	
Rotator Cuff Repair - Arthroscopic	\$ 9,857.00	\$19,981.00	\$14,919.00	\$ 6,660.00	\$ 8,259.00	\$ 2,132.00	6	\$ 47,943.00	\$ 12,376.00	\$ 35,567.00	
Cataract Surgery	\$ 2,345.00	\$ 6,279.00	\$ 4,312.00	\$ 3,143.00	\$ 1,169.00	\$ 1,429.00	4	\$ 4,524.00	\$ 5,529.00	\$ (1,005.00)	
Physical Therapy - Exercises	\$ 154.00	\$ 468.00	\$ 311.00	\$ 90.00	\$ 221.00	\$ 90.00	677	\$149,672.00	\$ 60,953.00	\$ 88,719.00	
Epidural Injection - Lumbar	\$ 1,872.00	\$ 3,975.00	\$ 2,924.00	\$ 745.00	\$ 2,179.00	\$ 745.00	15	\$ 33,723.00	\$ 11,533.00	\$ 22,190.00	
								Total Savings	\$755,713.00	\$336,197.00	\$419,516.00
								Administration Fees	Monthly \$ 4,041.00	Annually \$ 48,492.00	
								Saving Opportunity from Common Procedures			\$371,024.00

ABC Company Reference Based Pricing Analysis - 150% of Medicare - Hospital Claims Only Summary Exhibit						
	Allowed Amount	MCR Allowed <sup>2</sup>	% of Medicare - Current	150% of Medicare	Savings @ 150% of Medicare	% of Allowed Amount- 150% of Medicare
Entity 1 OP	\$6,513,000	\$2,099,000	310.3%	\$3,148,500	\$3,364,500	51.66%
Entity 1 IP	\$4,087,000	\$1,599,000	255.6%	\$2,398,500	\$1,688,500	41.31%
Entity 1 Combined	\$10,600,000	\$3,698,000	286.6%	\$5,547,000	\$5,053,000	47.67%
Entity 2 OP	\$31,144,000	\$14,012,000	222.3%	\$21,018,000	\$10,126,000	32.51%
Entity 2 IP	\$34,919,000	\$14,085,000	247.9%	\$21,127,500	\$13,791,500	39.50%
Entity 2 Combined	\$66,063,000	\$28,097,000	235.1%	\$42,145,500	\$23,917,500	36.20%
Total	\$76,663,000	\$31,795,000	241.12%	\$47,692,500	\$28,970,500	37.79%



**CREATE VALUE, ADD CLIENTS**

A person in a dark suit is holding a glowing lightbulb. The lightbulb is the central focus, emitting a warm, yellow light. The person's hands are visible, holding the base of the bulb. The background is dark and slightly blurred, showing the texture of the suit.

# PARTING SHOTS

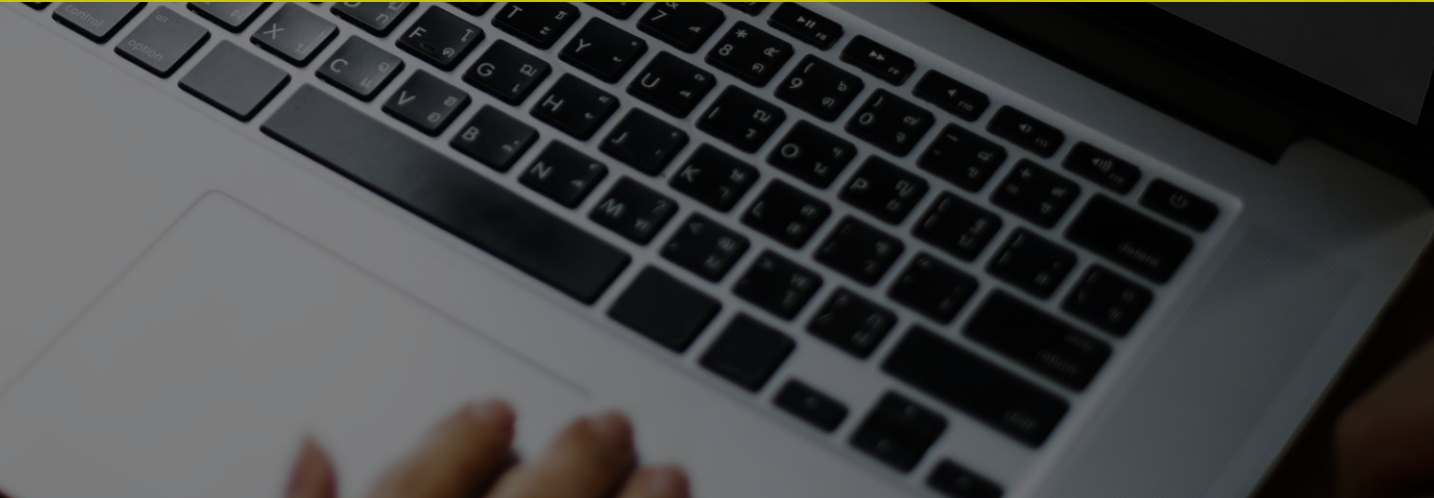
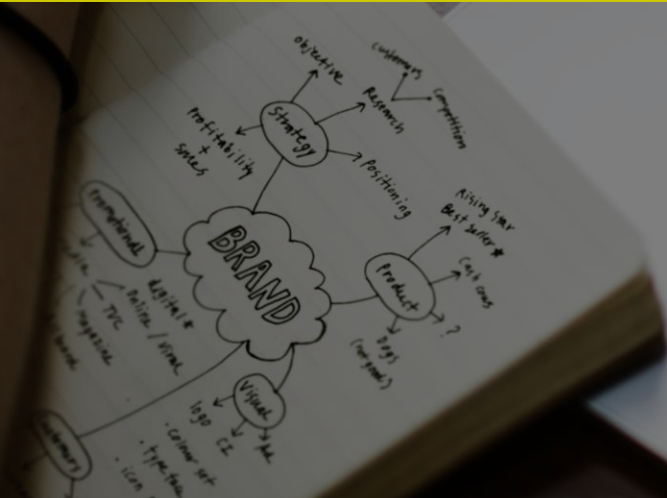
If you only do 1 thing...



Ben Winfield - Partner

888-503-1575x104

[ben@roveranalytics.com](mailto:ben@roveranalytics.com)





**Rick Scheel, VP - National Sales**

**210-218-9434**

**[rickscheel@mypointexter.com](mailto:rickscheel@mypointexter.com)**





Richard B. Rosenfield - CCO

513-236-4586

[kevin.schlotman@flumehealth.com](mailto:kevin.schlotman@flumehealth.com)



# TRANSPARENT HEALTH BENEFITS



**Cameron B. Cummins**

**Managing Partner**

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[cam.cummins@transparentbydesign.com](mailto:cam.cummins@transparentbydesign.com)

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**LIVE workshop: How to use claims data to lower healthcare cost**

**FEATURED PANELISTS**



Ben Winfield, Rick Scheel & Kevin Schlotman

**LIVE** EMPLOYEE HEALTH BENEFITS WEBCAST

July 22, 2021  
2:00pm ET/ 11:00am PT





# Thank You



CHANGE STARTS WITH YOU

