

LIVE workshop: Immediate Impact



TIME TO RENEW



Better Benefits / Lower Cost

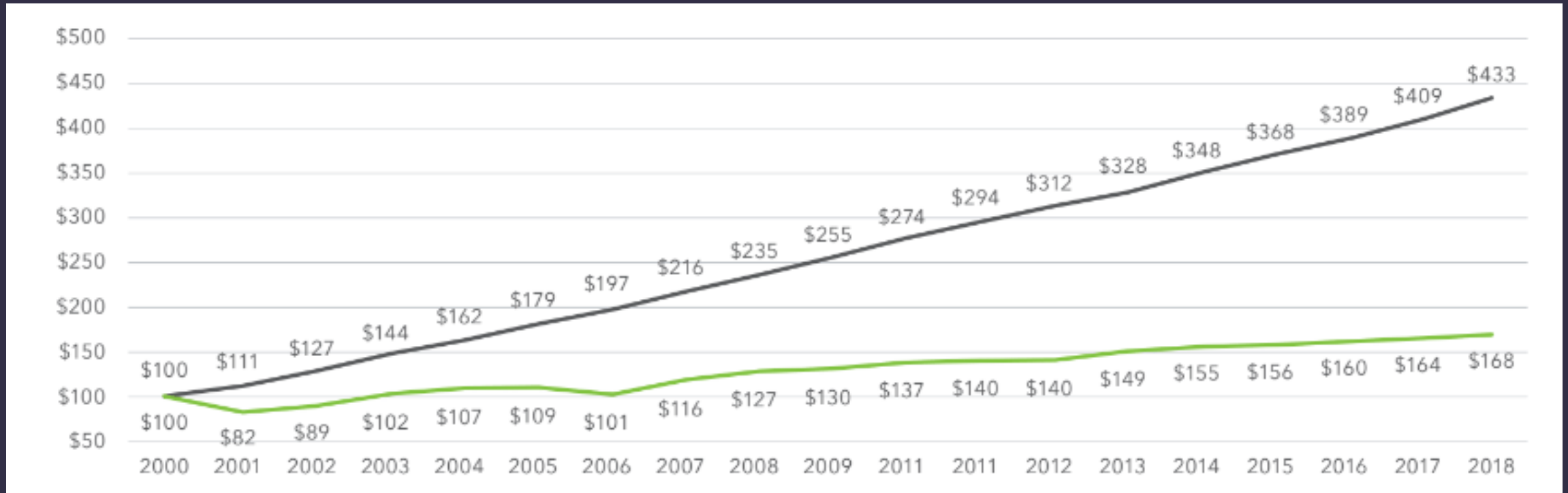
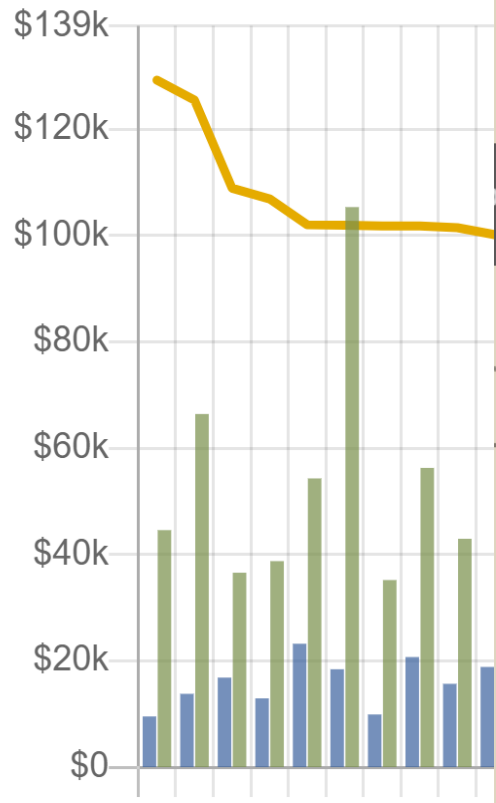


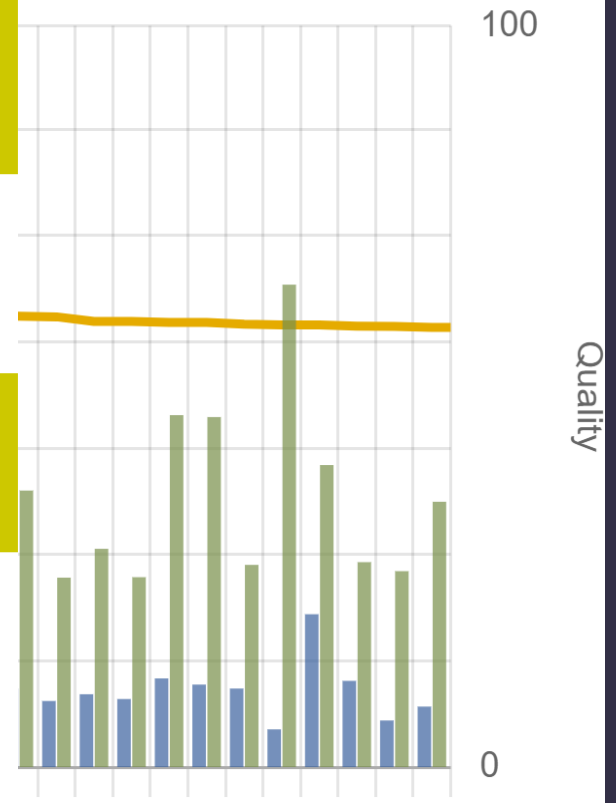


Chart Averages

470 - MAJOR HIP AND KNEE JOINT REPLACEMENT...
470 - MAJOR HIP AND KNEE JOINT REPLACEMENT OR REATTACHMENT OF LOWER EXTREMITY WITHOUT MCC (DRG)



Billed Charge	\$68,007
Cost	\$16,968
Medicare Reimbursement	\$11,621
Ratio of Billed to Medicare	5.85
Length of Stay	2.42
Number of Claims (rounded)	370,000





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J-CODES

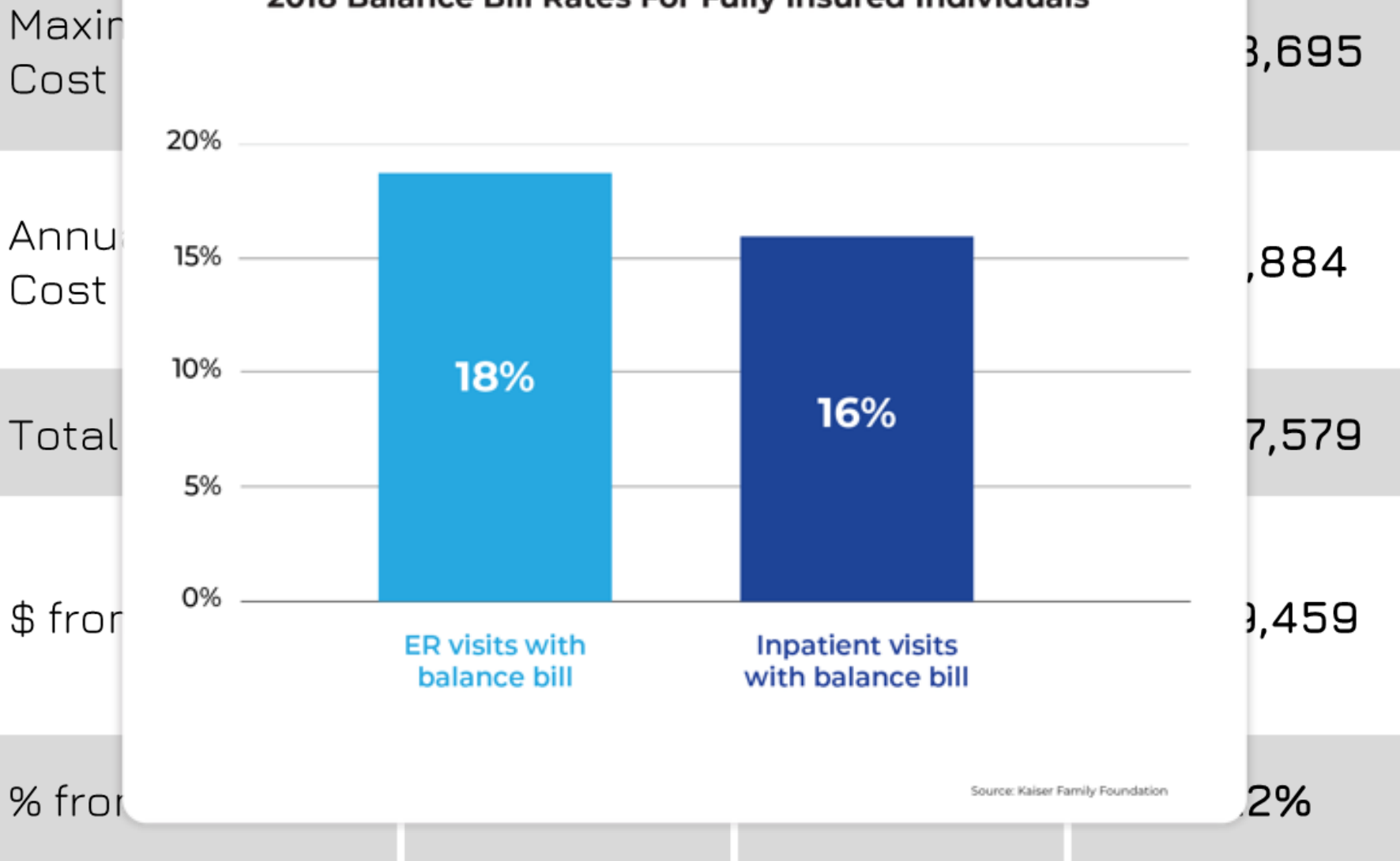


CURRENT PPO

RENEWAL PPO

V 2.0 RBP

2018 Balance Bill Rates For Fully Insured Individuals





LIVE workshop:

**3 strategies that can impact your
health benefits spend overnight**

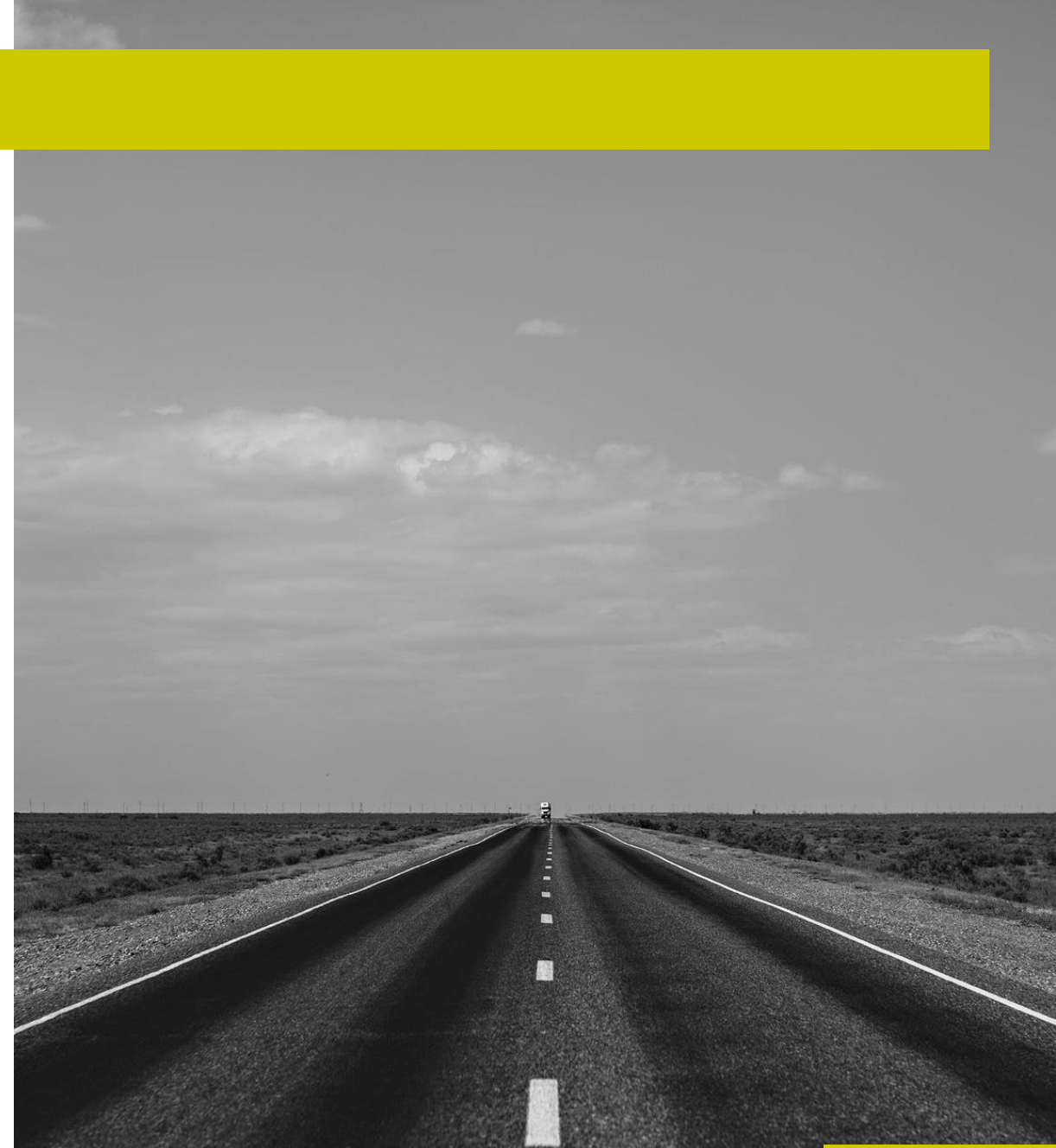
ELIMINATE THE EXCUSES

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**
 - 9/23 = Employer Facing Webinar



TRANSPARENT HEALTH BENEFITS



- **19-year** employee benefits professional
- **12 years** at large consulting house
- **\$3.5M+** personal production
- Chief Growth Officer for **\$350M+** practice
- Self-funding and health management **expert**
- Creator of THB and disruptor of the status quo



LESTER J MORALES

Founder & CEO, Next Impact

Creator of Transparent Health Benefits

lester.morales@nextimpactllc.com

(813) 784-1519

OUR TOPICS

- ✓ Better QUALITY = Lower COST
- ✓ J-CODES = One LETTER = 6-figures
- ✓ RBP... NOT a 4-letter word



OUR SPEAKERS



John Augustine

SVP Business Development



Nicole Elover

National Sales Executive



Donald Lee

VP, Strategy & U/W



PROACTIVE



Improve Benefits to Save Money!



It's a Totally Voluntary Choice for members...



**Self Directed Care =
Pay Your Deductible and
Coinsurance**



**Advocate Coordinated Care =
Pay Reduced Cost or Zero Cost**

Simplify the healthcare experience and provide comfort for you and your members.

- Personal guidance through the complexity of health care



- Secure environment to discuss sensitive topics and share anxieties



- Remain connected during the journey

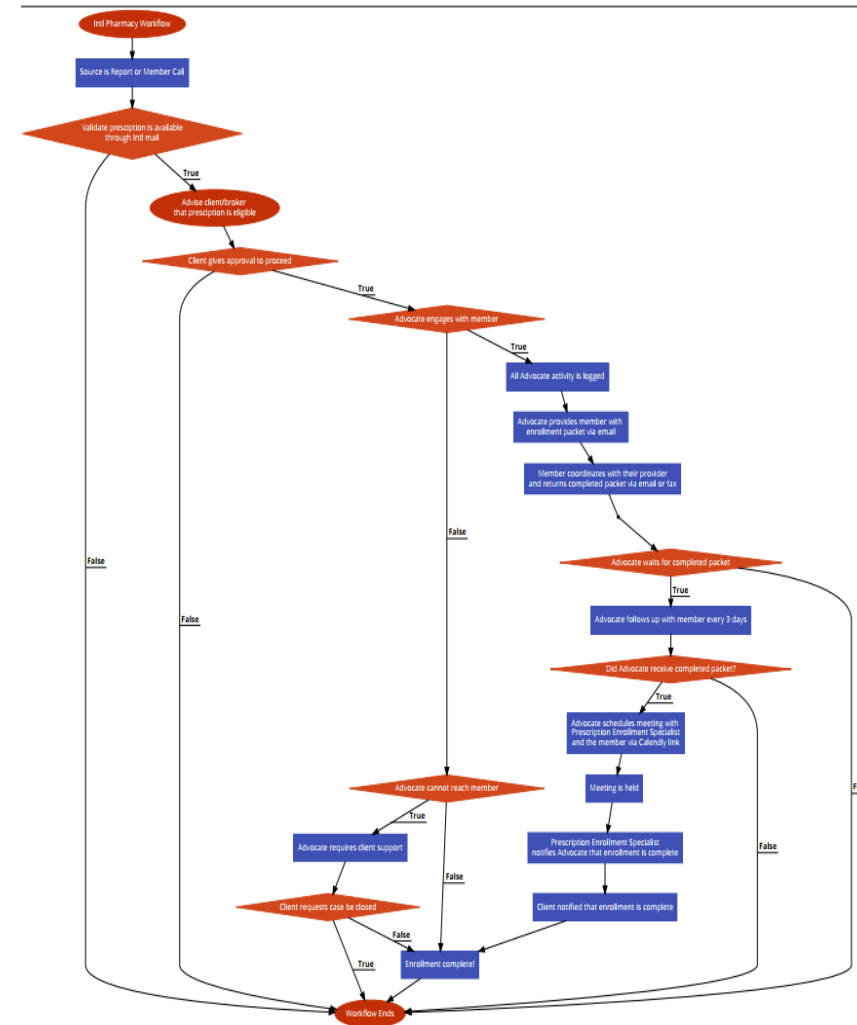
Advocacy Workflow / Reporting



WellNet built workflows within our platform capturing all pertinent touch points within the member / advocate engagement

- Who initiated
- Reason for engagement
- Member/advocacy interaction
- End-result

All encompassing, all reportable.



J-CODES



script**sourcing**



PRESENTED BY



NICOLE ELOVER

NATIONAL SALES EXECUTIVE



scriptsourcing

1000 MAN GROUP
PRIVATE MARKETING AGENCY

6 MONTHS
WITH SCRIPTSOURCING

TOTAL PROJECTED ANNUAL RX
COST 2021

\$5,428,315

RX SPENDING ELIGIBLE FOR SAVINGS

\$2,481,110

TOTAL SAVINGS WITH SCRIPTSOURCING

\$2,081,395

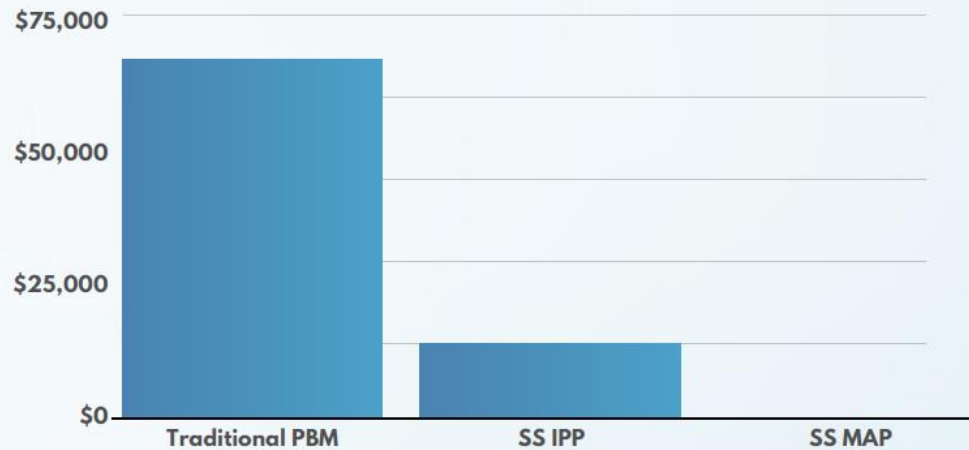


J-CODE MEDICATIONS

STELARA

Treats plaque psoriasis, psoriatic arthritis, ulcerative colitis, and Chron's Disease

90 DAY SUPPLY (3 DOSES)



**COST WITH
TRADITIONAL PBM**

\$68,145

**COST WITH
SCRIPTSOURCING IPP**

\$13,461

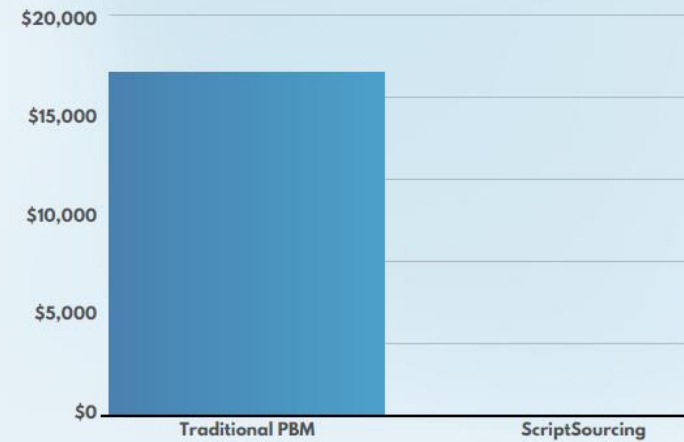
**COST WITH
SCRIPTSOURCING MAP**

\$0

OCREVUS

Treats Multiple Sclerosis

90 DAY SUPPLY (1 DOSE)



**COST WITH
TRADITIONAL PBM**

\$16,974

**COST WITH
SCRIPTSOURCING**

\$0

REFERENCE- BASED PRICING



Data Selection

Inpatient | Outpatient | Professional

Select Providers

VIRGINIA State(45)

e.g. Banner, 030002, or Maricopa

Select DRG

460 - SPINAL FUSION EXCEPT CERVICAL WITHOUT ...

e.g. 470 or Joint Replacement

Options

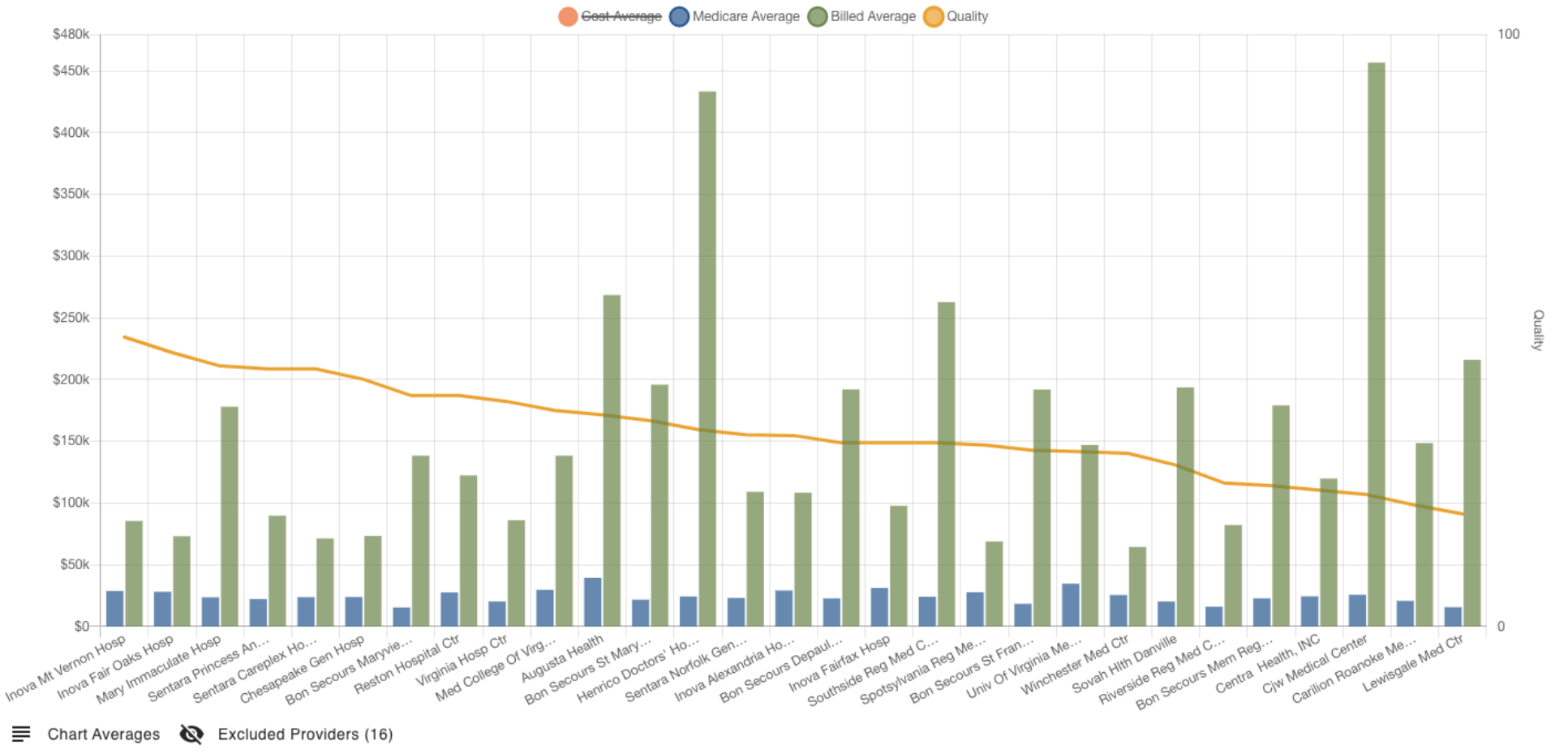
Averages
Weighted | Simple

Display
Values | Ratios

Sort
Quality

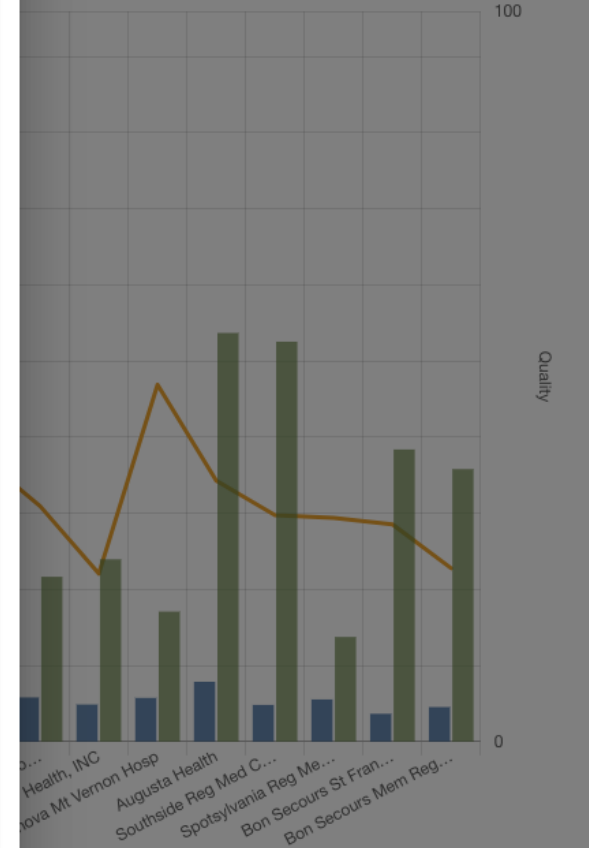
29 Providers

Inpatient DRG 460 across 29 hospitals in VIRGINIA



INOVA FAIRFAX HOSPITAL

General Information	Cost to Charge Ratios	Cost centers	Transplant information
Overview Provider ID 490063 Address 3300 GALLOWS ROAD FALLS CHURCH, VA 22042 Beds 833 Type Acute Care Hospitals	Total (all departments) 38% OR Room 24% Recovery Room 53% Delivery Room 38% Anesthesiology 27% Radiol. Diag. 19% Radiol. Therap. 57% Radioisotope - CT Scan 7% MRI 15% Cardiac Cath - Laboratory 16% PBP Clinical Lab - Blood/Packed Blood - Blood Store 33% IV Therapy 32% Resp. Thera 86% Phys. Thera 43% Occ. Thera - Speech Path - EKG 15% Electroencephalography 9% Medical Supplies 162% Implant 35% Drugs 39% Renal 81% Home Dialysis - Ambulance - DME Rent - DME Sold -	Routine Inpatient Charges \$352,472,727 Costs \$274,178,841 Days 176,961 Charge/Day \$1,992 Cost/Day \$1,549 Intensive Care Charges \$143,560,490 Costs \$74,376,232 Days 26,401 Charge/Day \$5,438 Cost/Day \$2,817 Coronary Care Charges \$22,638,786 Costs \$15,725,429 Days 6,184 Charge/Day \$3,661 Cost/Day \$2,543 Burn Care No data available Surgical Care No data available Nursery Care Charges \$43,486,942 Costs \$20,974,087 Days 22,617 Charge/Day \$1,923 Cost/Day \$927 Skilled Nursing No data available Nursing Facility No data available	Kidney Acquisition Cost \$55,083 Acquisition Charge \$69,530 Living Count 33 Cadaveric Count 155 Total Cost \$10,355,610 Total Charges \$13,071,697 Heart Acquisition Cost \$124,765 Acquisition Charge \$147,699 Living Count - Cadaveric Count 44 Total Cost \$5,489,670 Total Charges \$6,498,747 Liver No data available Pancreas Acquisition Cost \$15,964 Acquisition Charge \$17,944 Living Count - Cadaveric Count 14 Total Cost \$223,502 Total Charges \$251,214 Lung Acquisition Cost \$71,612 Acquisition Charge \$80,568 Living Count - Cadaveric Count 71 Total Cost \$5,084,432 Total Charges \$5,720,310 Intestine No data available
Billed to Medicare Ratios Inpatient 3.32 Outpatient 4.08 Data Source Dates Inpatient Dec 2019 Outpatient Dec 2019 Cost Report FY 2019 Financials Total charges \$3,796,031,061 Total costs \$1,427,543,517 Net income \$85,590,126 Patient revenue \$3,871,812,259 Patient discounts \$2,150,213,583 Operating expenses \$1,684,473,021 Percent of billed after discounts 44.46% Quality Total quality 36.92 Clinical 75.00 Care coordination / experience 41.00 Safety 31.67 Efficiency -			





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 CHANGE

TRANSPARENT HEALTH BENEFITS - CALL TO ACTION

EXCLUSIVE FOR YOU

PENN	PPO Paid Costs		Benchmark Costs		Saving vs. Benchmark	Incentives Per Member	Plan Frequency	Gross Savings	Plan Incentives	Net Savings	
	Low	High	PPO Paid	AIN Bundle							
Targeted Procedure Bundles											
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	\$ 5,939.00	\$ 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	
								\$755,713.00	\$336,197.00	\$419,516.00	
								Administration Fees Monthly	\$ 4,041.00	Annually	\$ 48,492.00
										\$371,024.00	
										Saving Opportunity from Common Procedures	

ABC Company Reference Based Pricing Analysis - 150% of Medicare - Hospital Claims Only Summary Exhibit						
	Allowed Amount	MCR Allowed ²	% 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 out of focus, showing the texture of the suit.

PARTING SHOTS

If you only do 1 thing...



John Augustine - SVP Business Development

610-348-6804

jaugustine@wellnet.com





Nicole Elover - National Sales Executive

410-902-6126

nicole@scriptsourcing.com





Donald Lee– VP, Strategy & U/W

406-698-0667

donaldlee@6degreeshealth.com



TRANSPARENT HEALTH BENEFITS

The New Workforce: How communication, open enrollment, and the use of technology can help you impact your new hybrid workforce

FEATURED PANELISTS



Frank Mengert, Eric Silverman & Lester Morales

LIVE EMPLOYEE HEALTH BENEFITS WEBCAST

Thursday, Sep 23, 2021
2:00 pm EST



LESTER J MORALES

Founder & CEO, Next Impact

Creator of Transparent Health Benefits

lester.morales@nextimpactllc.com

(813) 784-1519

Thank You



CHANGE STARTS WITH YOU

