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













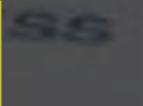


## LIVE workshop: How to use claims data to lower healthcare cost

**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
  - 8/26 = Employer Facing Webinar
  - HRCI/SHRM Certification
    - After completing the webinar, fill out the form on <u>https://thb.health/academy/</u>



### **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**

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### **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







## Fetch claims data on any fullyinsured group.



# HOW TO USE THE DATA







### Next Generation Predictive Analytics

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

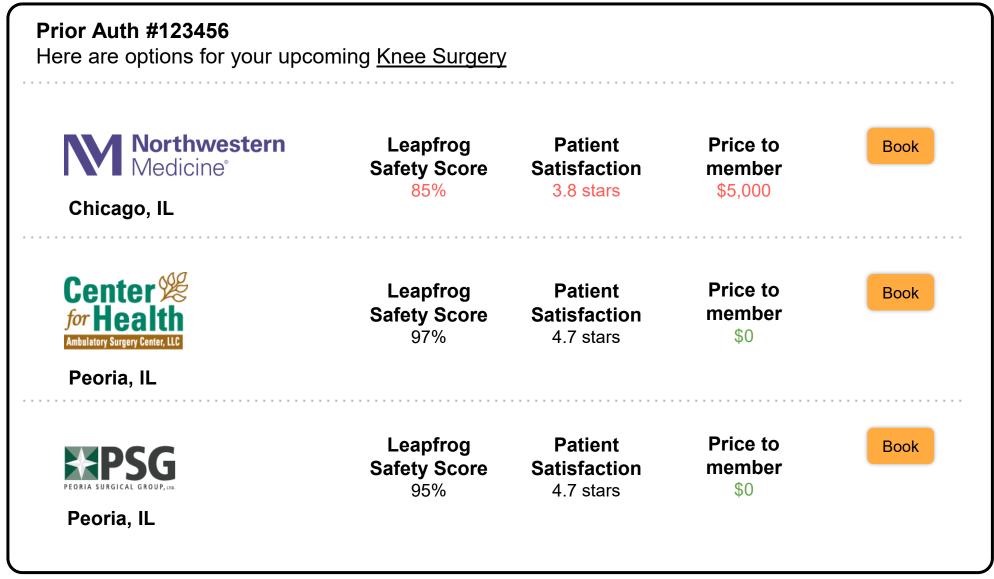
### **Information Is Power!**



# GETTING PEOPLE TO HIGH QUALITY



### Using quality and cost data to compare providers



# QUESTIONS?

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

# CALLTO ACTION

We want to SUPPORT those who want to ACT

No. of Concession, Name

#### **TRANSPARENT HEALTH BENEFITS - CALL TO ACTION**

#### EXCLUSIVE FOR YOU

ABC Company Reference Based Pricing Analysis - 150% of Medicare - Hospital Claims Only Summary Exhibit											
						% of Allowed					
			% of			Amount-					
			Medicare ·		Savings @ 150%	150% of					
	Allowed Amount	MCR Allowed <sup>2</sup>	Current	150% of Medicare	of Medicare	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%					

PENIN	PPO Paid Costs		Benchm	Benchmark Costs		Incentives	Plan	Gross	Plan	Net
Targeted Procedure Bundles	Low	High	PPO Paid	AHN Bundle	Benchmark	Per Member	Frequency	Savings	Incentives	savings
MRI Abdomen(with and without Contrast)	\$ 1,870.00	\$ 3,047.00	\$ 2,459.00	\$ 850.00	\$ 1,609.00	\$ 850.00	17	\$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
Diagnosite 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
Galibladder 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 Hemia 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	តា	\$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



### **CREATE VALUE**

# PARTING SHOTS

If you only do 1 thing...



# HOW TO GET THE DATA



Ben Winfield - Partner 888-503-1575x104 ben@roveranalytics.com



# HOW TO USE THE DATA

5 5 3



Rick Scheel, VP - National Sales 210-218-9434 rickscheel@mypoindexter.com



# GETTING PEOPLE TO HIGH QUALITY



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### **TRANSPARENT HEALTH BENEFITS**



- SAVE THE DATE
  - 8/26 = Next Employer Facing Webinar
  - **Immediate Impact:** 3 strategies that can impact your health benefits spend overnight
- **HRCI/SHRM** Certification
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#### CHANGE STARTS WITH YOU

