

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



data







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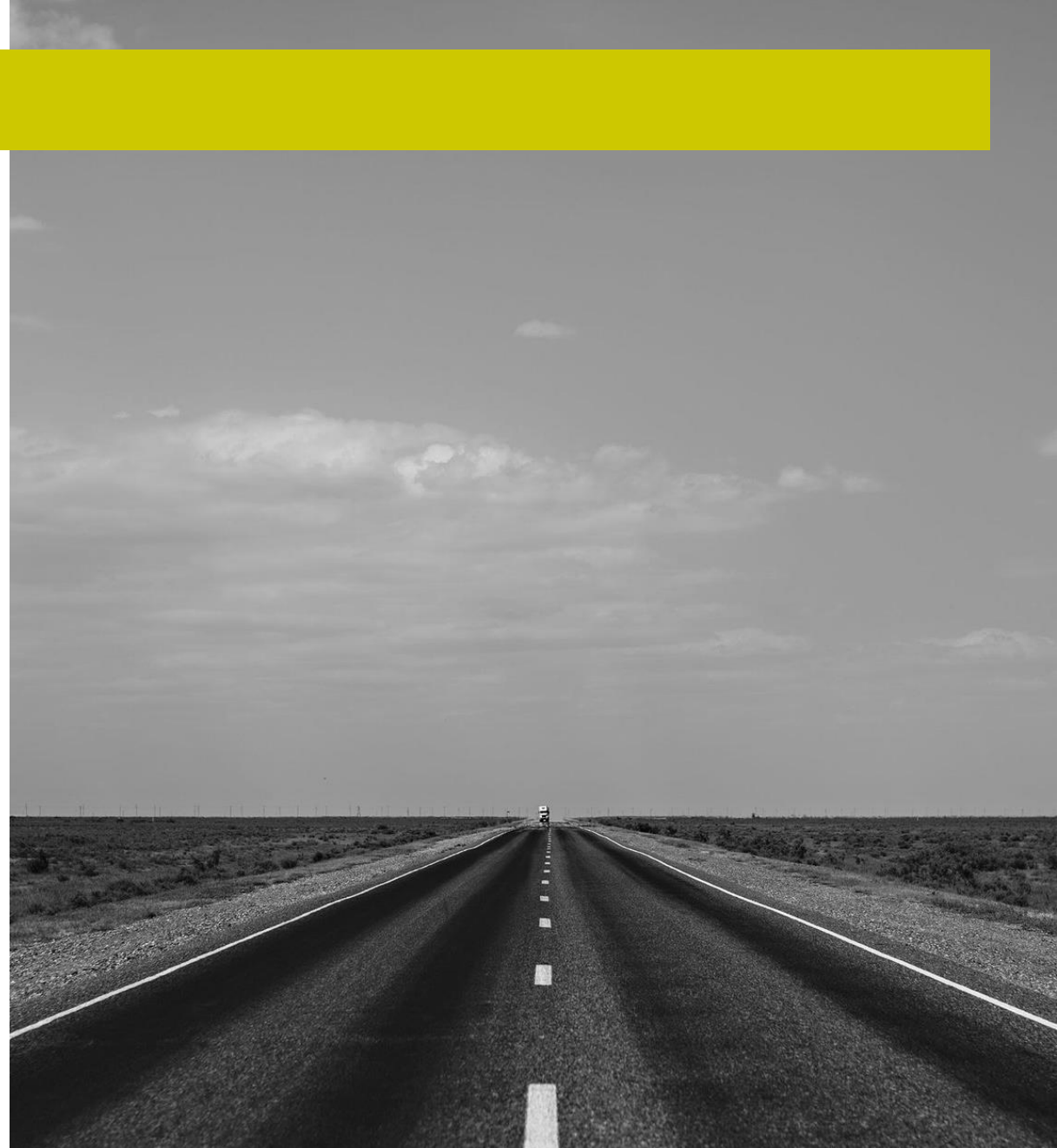
ELIMINATE THE EXCUSES

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



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



HOW TO GET THE DATA

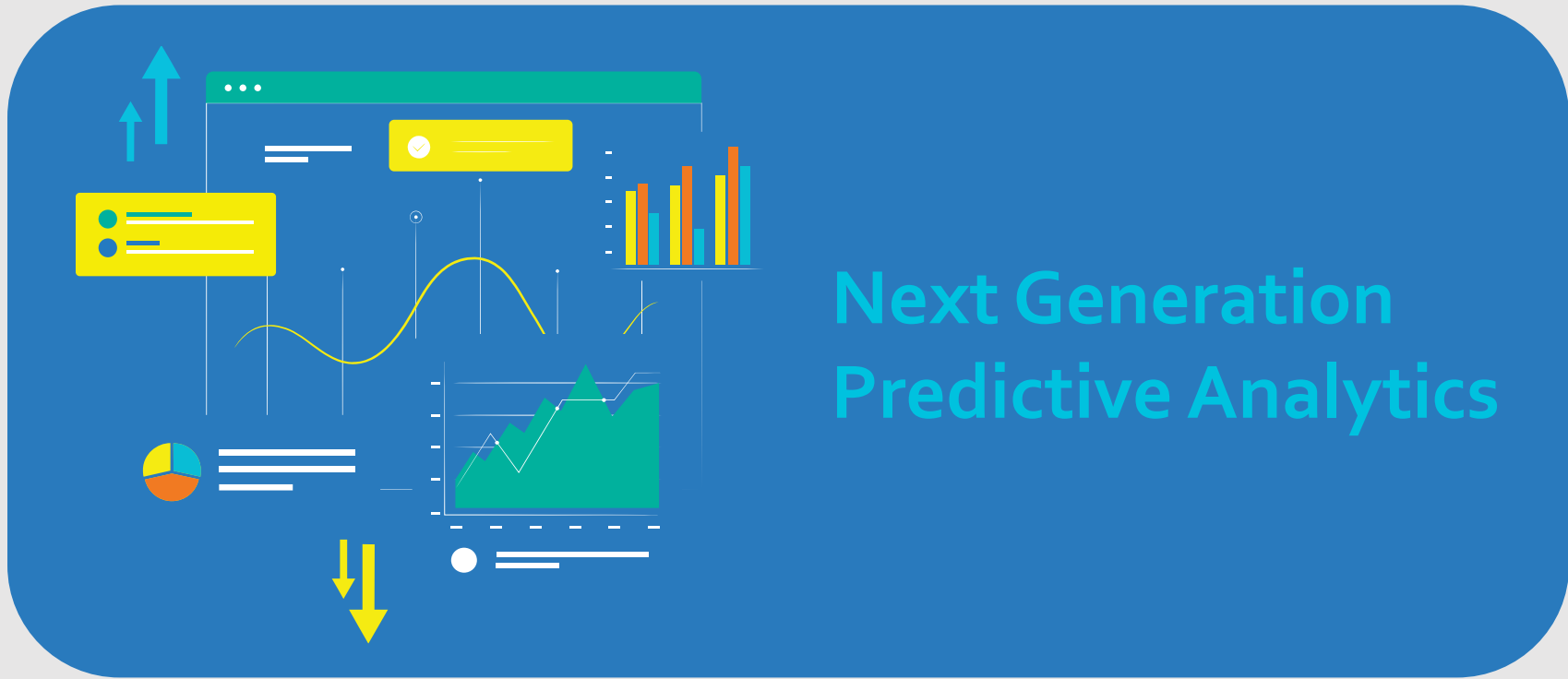


Fetch claims data
on any fully-
insured group.



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

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 image is dimmed and serves as a background for the text. Several hands are visible, some holding pens or pointing at documents. A grey mug of coffee is in the upper right. Papers with charts and graphs are scattered on the table.

CALL TO ACTION

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

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...

HOW TO GET THE DATA



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HOW TO USE THE DATA



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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

- After completing the webinar, fill out the form on <https://thb.health/academy/>



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Thank You



CHANGE STARTS WITH YOU

