

# Medical Cost Savings Analysis Sample Displays



# MEDICAL COST SAVINGS ANALYSIS (MCSA)

#### HELPING SELF-INSURED PLANS REDUCE THEIR SPEND ON ROUTINE OUTPATIENT CARE

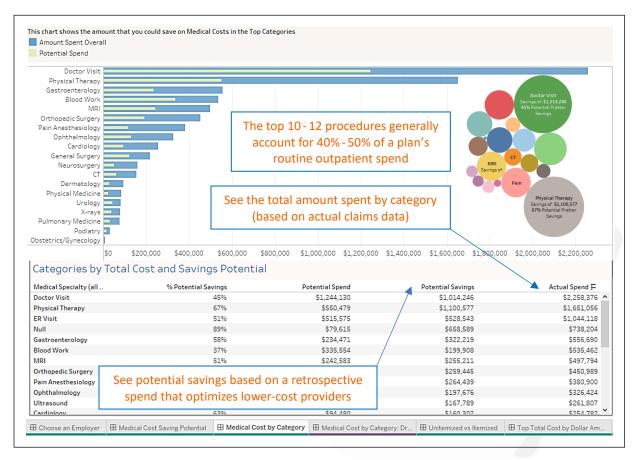
Our MCSA offers plan fiduciaries the following benefits:

- Line-item display of spends by procedure, provider, claims paid, and frequency of use.
- Allows plans/advisors to quickly identify costly in-network price variances and spending patterns that are driving-up outpatient spends.
- Acts as a "watch dog" over the plan's outpatient spend.
- Offers plan-level and employee/member-level savings solutions for consideration.
- Keeps the plan and plan fiduciaries in compliance with certain ERISA requirements.
- Provides a measurable ROI.

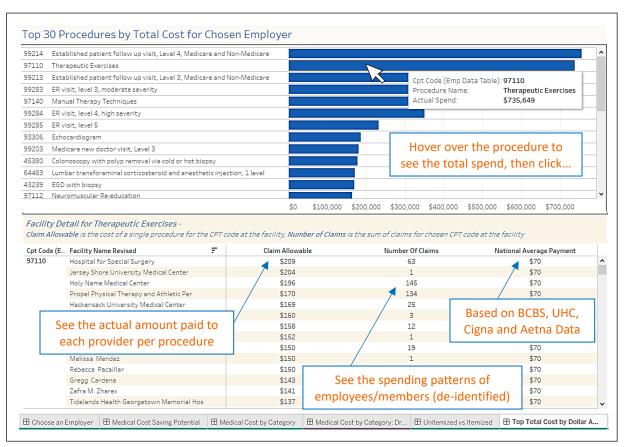
No service empowers self-funded plans the way MCSA does.

- Medical cost transparency tools don't.
- Cost-cutting services don't.
- Benchmark reports don't.
- Stratified random samplings don't.
- Focused audits of high-dollar claims don't.
- 100% claims analysis with judgmental samplings don't.

#### Example: Top 30 Routine Outpatient Procedures (data from actual report)



# MCSA: Quick Visualization of Key Claims Data

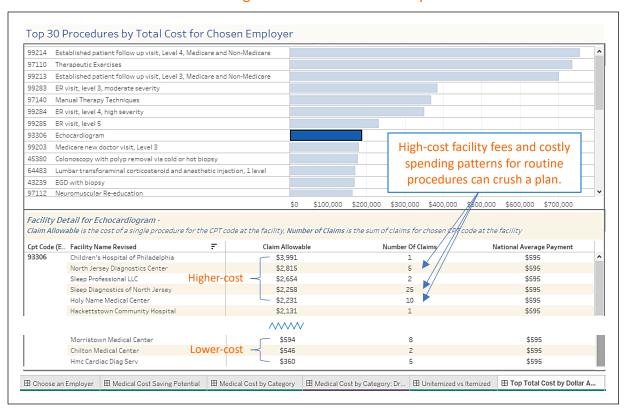


# Example: Lumbar Spine Injection

A procedure to reduce inflammation and swelling. Actual injection takes 5 to 10 minutes.

99283 E	283 ER visit, level 3, moderate severity									
97140 N	Manual Therapy Techniques									
99284 E	ER visit, level 4, high severity									
99285 E	ER visit, level 5									
93306 E	Echocardiogram									
99203 N	Medicare new doctor visit, Level 3									
45380 C	Colonoscopy with polyp removal via cold or hot biopsy									
54483 L	Lumbar transforaminal corticosteroid and anesthetic injection, 1 level									
	EGD with biopsy									
		\$0	\$100.000	\$200,000	6200.000	\$400,000	\$500,000	\$600,000	\$700,000	
Claim Állo Cpt Code (I	Detail for Lumbar transforaminal corticoster wable is the cost of a single procedure for the CPT of [E Facility Name Revised F Holy Name Medical Center	code at the facility, Number Claim Allowable	er of Claims i	is the sum o	lumber Of Cl			ational Avera		
Claim Állo Cpt Code (I	bewable is the cost of a single procedure for the CPT of       (E Facility Name Revised       Holy Name Medical Center	code at the facility, Number Claim Allowable \$4,244 —	er of Claims i	is the sum o	lumber Of Cl 1			ational Avera \$34	8	
Claim Állo Cpt Code (I	bewable is the cost of a single procedure for the CPT of       (E Facility Name Revised     F       Holy Name Medical Center     Millennium Health Care of Clifton, LLC	Code at the facility, Number Claim Allowable \$4,244 \$3,892	er of Claims i	is the sum o	lumber Of Cl 1 3			ational Avera \$34 \$34	8	
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Claim Allo Cpt Code (I	bewable is the cost of a single procedure for the CPT of   (E Facility Name Revised   Holy Name Medical Center   Millennium Health Care of Clifton, LLC   Overlook Medical Center   Pamela R D'Amato	code at the facility, Numbe Claim Allowable \$4,244 \$3,892 \$3,751 \$3,597	er of Claims i	is the sum o	lumber Of Cl 1 3 1 2			ational Avera \$34 \$34 \$34 \$34 \$34	8 8 8 8	
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#### **Example: Echocardiogram** A test of the action of the heart using ultrasound. Performed by a technician.



# Example: Top Spends by Frequency

#### A Complete Metabolic Panel (CMP): one of the most-ordered blood tests.

99214 Established patient follow up visit, Level 4, Medicare	and Non-Medicare								
97140 Manual Therapy Techniques									
97112 Neuromuscular Re-education									
80061 Lipid panel (cholesterol and triglycerides)									
97530 Therapeutic Activities									
85025 Complete blood cell count (CBC) with differential									
80053 Complete Metabolic Panel (CMP)		The The	e top 4	2 tests c	ost the	e plan	32%	more	
83036 Hemoglobin A1C									
97012 Traction, Mechanical					bottom 1				
97014 Electrical Stimulation, Unattended high-frequency sp						spend	ls can	add	-up.
99203 Medicare new doctor visit, Level 3									
		0 1,000	2,000 3,000	4,000	5,000 6,000	7,000	8,000	9,000	10,000
acility Name Revised	Clain	n Allowable		Numbe	er Of Claims		Nationa	Averaç	e Payment
Christ Hospital		\$836			1			-	\$68 /
Hoboken University Medical Center		\$790			2				\$68
Henderson Hospital		\$488			1				\$68
Magee Women's Hospital of UPMC		\$435			1				\$68
Hospital for Special Surgery	\$14.891 -	\$428			4				\$68
Capital Health Regional Medical Center	\$14,891 -	\$393			2				\$68
Good Samaritan Medical Center		\$369			1				\$68
Christiana Care Health Services		\$368			2				\$68
Saint Barnabas Medical Center		\$295			25				\$68
Hackettstown Community Hospital		\$282			2				\$68
		$\sim$							
Bio Reference Laboratories, Inc.		\$9			124				\$68
Labcorp	C11 404	\$9			65				\$68
Manhattan Physicians Laboratories,	\$11,484 -	\$9			8				\$68
Quest Diagnostics		\$8			1.079				\$68