

Medical Cost Savings Analysis Sample Displays



MEDICAL COST SAVINGS ANALYSIS (MCSA)

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

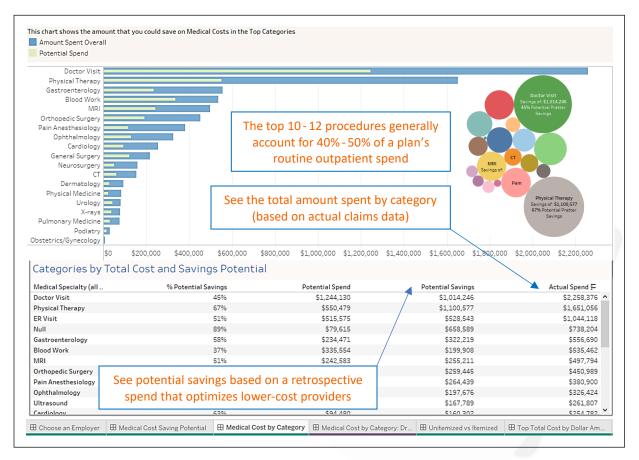
Our MCSA offers plan fiduciaries the following benefits:

- 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.

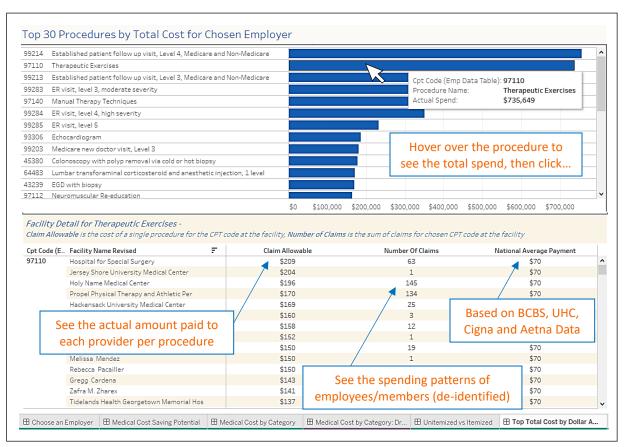
No service empowers self-funded plans the way MCSA does.

- 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

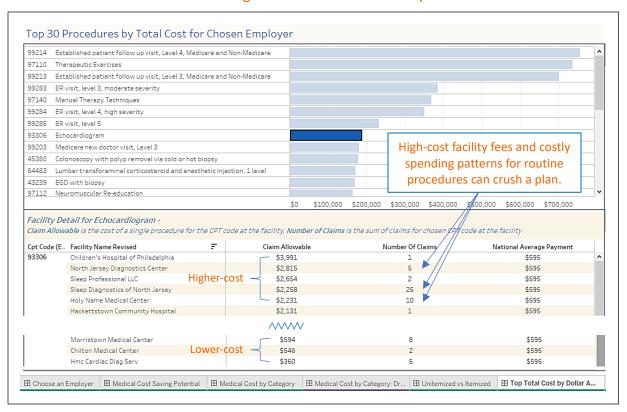


Example: Lumbar Spine Injection

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 | |
| Claim Allo 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 Overlook Medical Center Verlook Medical Center | Claim Allowable \$4,244 \$3,892 \$3,751 | er of Claims i | is the sum o | lumber Of Cl 1 3 1 | | | ational Avera \$34 \$34 \$34 | 8 8 8 | |
| 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 | |
| Claim Allo 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 Overlook Medical Center Verlook Medical Center | code at the facility, Number Claim Allowable \$4,244 \$3,892 \$3,751 \$3,597 \$3,550 | er of Claims i | is the sum o | Jumber Of Cl 1 3 1 | | | ational Avera \$34 \$34 \$34 | 8 8 8 8 | |
| Claim Allo Cpt Code (I | wable 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 Overlook Medical Center Overlook Medical Center Pamela R D'Amato James Joseph Hale | code at the facility, Numbe Claim Allowable \$4,244 \$3,892 \$3,751 \$3,597 | er of Claims i | is the sum o | Jumber Of Cl. 1 3 1 2 1 | aims | Na | ational Avera \$34 \$34 \$34 \$34 \$34 \$34 | 8 8 8 8 8 8 | |
| Claim Állo Cpt Code (I | buwable is the cost of a single procedure for the CPT of (EFacility Name Revised Holy Name Medical Center Millennium Health Care of Clifton, LLC Overlook Medical Center Pamela R D'Amato James Joseph Hale Garden State Pain Control Center | Claim Allowable \$4,244 \$3,892 \$3,751 \$3,597 \$3,550 \$3,462 | er of Claims i | is the sum o | lumber Of Cl 1 3 1 2 1 1 tify cos | aims tly prici | Na ing vari | ational Avera \$34 \$34 \$34 \$34 \$34 ance ar | s s s s s nong | |
| Claim Allo | buseble is the cost of a single procedure for the CPT of (EFacility Name Revised Holy Name Medical Center Millennium Health Care of Clifton, LLC Overlook Medical Center Pamela R D'Amato James Joseph Hale Garden State Pain Control Center Chilton Medical Center | Claim Allowable (Laim Allowable \$4,244 \$3,892 \$3,751 \$3,557 \$3,550 \$3,452 \$3,455 | er of Claims i | is the sum o | lumber Of Cl 1 3 1 2 1 1 tify cos | aims tly prici | Na ing vari | ational Avera \$34 \$34 \$34 \$34 \$34 \$34 | s s s s s nong | |
| Claim Állo Cpt Code (I | base between the cost of a single procedure for the CPT of t | Claim Allowable \$4,244 \$3,892 \$3,751 \$3,557 \$3,550 \$3,462 \$3,455 \$2,660 | er of Claims i | is the sum o | lumber Of Cl 1 3 1 2 1 1 tify cos | aims tly prici | Na ing vari | ational Avera \$34 \$34 \$34 \$34 \$34 ance ar | s s s s s nong | |
| Claim Állo Cpt Code (I | base between the cost of a single procedure for the CPT of t | Claim Allowable \$4,244 \$3,892 \$3,751 \$3,557 \$3,550 \$3,462 \$3,455 \$2,660 \$2,575 | er of Claims i | is the sum o | lumber Of Cl 1 3 1 2 1 1 tify cos | aims tly prici | Na ing vari | ational Avera \$34 \$34 \$34 \$34 \$34 ance ar | nong cedure | |
| Claim Állo Cpt Code (I | wable is the cost of a single procedure for the CPT of (EFacility Name Revised F Holy Name Medical Center Millennium Health Care of Clifton, LLC Overlook Medical Center Overlook Medical Center Pamela R D'Amato James Joseph Hale Garden State Pain Control Center Chilton Medical Center Nasar M. Shahid Patient Care Associates, LLC | Claim Allowable \$4,244 \$3,892 \$3,751 \$3,557 \$3,550 \$3,452 \$3,455 \$2,660 \$2,575 \$2,550 \$2,550 \$2,575 | er of Claims i | is the sum o | lumber Of Cl 1 3 1 2 1 tify cos ers for | aims tly prici | Na ing vari | ational Avera \$34 \$34 \$34 \$34 \$34 \$34 ance ar ine pro | nong cedure | |

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 |