

INDUSTRY

PRIMARY CARE PRACTICE

GEOGRAPHY

SOUTHEAST; 3 LOCATIONS

OF EMPLOYEES

135

PLAN SAVINGS

\$1700,000 FIRST YEAR
FLAT TREND for 2 YEARS



***“WHY CAN’T I DESIGN MY
PLAN TO BENEFIT ME?”***

A **PCP Practice** in the southeast always questioned why they couldn’t have more control of their healthcare offering when they understand healthcare and have some unique business characteristics and objectives. This practice wanted to:

- Drive more of their employees to use their own services- PCP, imaging, ASC
- Save cost- 44% increase
- Enhance their relationship with the other employers in their community
- Drive care to the highest quality/ best priced facilities

After getting a 44% increase, the CEO of the practice went out to search for something new.

**TAKE MORE CONTROL; GET
BETTER RESULTS**

The practice implemented a program that allowed them to control the plan design and incentives to drive the behavior they wanted. By empowering the employees with the practice, the results were staggering:

- Outpatient costs **decreased** by 35%
- Diagnostic imaging cost **decreased** by more than 50%
- Inpatient **cost fell more** than 25%

What started as a 44% increase to their healthcare cost, over \$400,000 in additional cost for the employer, resulted in an 18% reduction over the previous years spend- \$170,000 in savings and over \$500,000 total savings vs. simply renewing their previous plan.

“Given we are on a high-deductible, it is great to know what I am going to pay before I get the service. The advocate always gives me options; I don’t mind driving a bit to save hundreds, even thousands... it’s my money!”