

IntegerHealth

High Value Healthcare... Lower Costs & Better Care

IntegerHealth holds the key to decreasing employer healthcare costs while improving the care that employees receive.

We do so by identifying the highest value doctors and hospitals in the employer's network. Once we identify them, the solution defines itself—steer employees to the high value providers because they achieve the best outcomes—get employees back to work fastest and keep them there.

30% of healthcare costs are from unnecessary or ineffective care. By steering employees to the high value providers, we wring out these excess costs.

How We Do It

Employers who self-insure are in a unique position because they own the medical and pharmacy claims that they pay. A self-insured employer working with us directs its TPA and PBM to send us its claims data. The employer then also sends us its HR records because inside those human resource files live the outcomes of the claims. These data feeds occur monthly over our secure FTP site, and everything is HIPAA and SOC compliant.

Our algorithms group the claims by diagnosis, linking together all of the related claims on a patient-by-patient basis. We then combine the HR records with the claims and determine how long the employee was off, calculating the cost of the absence—and the cost of the employee being off can be several times the claims cost!

After combining the claims and productivity costs, we risk adjust the total. Young healthy employees should have lower costs than older ones with chronic illnesses, so we level the playing field.

Next we calculate each provider's average risk adjusted cost for each diagnostic category (back pain, asthma, etc.). Those doctors whose average cost for a category is above the group average—the low value providers—are costing the employer too much.

When calculating provider costs, we pool the data so that all of the employers in a given geography benefit from each other's experience. Each employer, however, only sees its own data on our web portal.

Our medical professionals then work with each employer to interpret and take action on these remarkable insights.

QScore

To help employees find the best doctors, we encapsulate the rankings in a *QScore*—the higher the score, the higher the value of the provider.

An employee can go to our web portal and enter his or her medical issue to find the high value providers for that problem in the employer's network. Alternatively, the employee can call our 800#, chat online with a healthcare counselor, or email or text us. During a call or chat we can even book the employee's doctor appointment.

An employer that has an HDHP with HSAs can encourage employees to go to the providers with the highest *QScores* by contributing to the HSAs. The employer still pays less overall, and its employees receive better care.

Getting Started

To show an employer its opportunity for savings, we model the past three years of the employer's claims data and HR records. The employer's own data shows how much our proprietary analytics could save. We usually charge \$5,000 for this work, and two weeks after receiving the data we meet with the employer and go through the results.

Moving to an ongoing relationship, the employer and its employees have access to portals on our website that contain real-time rankings of all of the providers in the employer's network, along with dashboards and various reports. We also permit the primary care physicians in the network to access a portal so that they can refer the employees and other plan participants to the specialists with the highest *QScores*.

We charge on a PEPM (per employee per month) basis plus a percentage of the net claims savings.

Personal Care Plans

We can also use our analytics platform to identify the high risk individuals in a plan. *Generally, a small number of a plan's participants—those with chronic illnesses—account for a large portion of the plan's costs.*

We will already be decreasing the costs of these high risk individuals by steering them to high value providers. By also placing them on personal care plans we'll drive down their costs even further.

Although generic wellness programs don't work, returning only 50¢ for each \$1.00 spent, personal care plans tailored for high risk individuals do, returning \$3.80.

As part of the personal care plans our medical professionals perform annual health assessments and quarterly check-ups on the high risk individuals at the employer's facilities. We bill these assessments and check-ups as medical claims to the TPA under the employer's healthcare plan.

Workers' Compensation

We can also use our analytics platform to decrease the costs of self-insured, and non-subscriber self-funding, workers' compensation programs. Similar to our healthcare plan services, we identify the high value doctors and steer the employees to them. When the employer has established a provider panel to handle its workers' compensation claims (in Texas, a 504 network), the employer can limit the panel to high value doctors, creating immediate savings.

YouTube Channel

We have an "IntegerHealth" YouTube channel and on it are several videos, including a two-minute video explaining a little more about us and an educational presentation entitled "*Decreasing Healthcare Costs While Improving Care with Data Analytics*" that we give at conferences and to groups.

Contact Us

For more information, please call us at (817) 849-9400, contact us through our website at www.integerhealth.com, or email us at info@integerhealth.com.

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