

Fast Facts: Medical Benefits Sourcing

Save up to 15 percent or more on the cost of employee medical benefits.

ARE YOU PAYING TOO MUCH FOR EMPLOYEE MEDICAL BENEFITS?

Companies spend millions each year for employee medical insurance. And we don't need to tell you that the cost just keeps going up. Employers are forced to either absorb increases or pass the higher costs on to their employees. Either way, it's a no-win situation.

The best way to manage health insurance costs is to choose the medical plan payer offering the best discounts. But that's no easy task. Discounts can vary by region, and self-reported discounts may be difficult to compare fairly. In addition, payer-provided data do not always allow employers to project cost savings based on actual employee utilization.

Here's the good news—taking advantage of the no-risk Medical Benefits Sourcing solution from Perfect Commerce should help you control your medical benefit costs.

WHAT'S THE VALUE OF MEDICAL BENEFITS SOURCING?

Through our partner UBS, Perfect Commerce arranged for McCart Consulting Group to offer a no-risk, no-obligation analysis that shows you how to reduce costs in your self-funded medical benefits program. Here's what you can expect:

- Easy-to-understand analysis that compares the cost of your company's *actual claims* with alternate medical plan payer prices for those same claims
- Fact-based sourcing data to help you choose the medical plan payer that delivers the best mix of discounts, provider access and administration fees
- Overall program savings of up to 5–15 percent

HOW DOES THE SOURCING PROCESS WORK?

The analysis and sourcing process takes two to four weeks:

- Data collected on your company's most current 12 months of employee medical claims
- Qualified bidders invited to submit data for the same claims
- Actual costs compared with bidder costs to identify potential savings
- Analysis results presented to company stakeholders for decision making

You are under no obligation to change to another medical payer, and you pay nothing unless you decide to make a change. In that case, compensation is based on validated improvement in first-year discount rates. Additional services are available to help your company negotiate an administrative service agreement with the new payer, and to manage the transition process from your current payer to the new payer.

DISTINCT VALUE TO YOU:

- Overall cost savings of up to 5–15 percent in self-funded medical benefit programs
- No-risk, no-obligation cost analysis based on actual claims paid by your company
- Fact-based sourcing data to identify a medical plan payer that offers the best mix of discounts, provider access and administration fees
- Discount rates available by region for companies with operating locations in more than one city

More Information? Contact:

Your Perfect Commerce
Account Manager

or:

Don Rueter
281.863.6770
don.rueter@perfect.com

Perfect Commerce, Inc.:

1.877.777.4888 www.perfect.com

