Medical costs account for 80% of payer spend. Are you leaving value on the table by managing admin, IT, and medical costs separately?

Unravel the Cost Conundrum

- **IT & Admin costs**
  - Enrollment
  - Claims processing
  - IT infrastructure and applications

- **Medical costs**
  - Professional services
  - Inpatient services
  - Outpatient services

NOTE: bullets are illustrative examples

To have a complete cost savings strategy, consider changing your approach to achieve additional value. You've got options.

**Option 1**
- BPaaS
- Includes ITaaS, BPO, and SI/consulting
- Co-owned governance layer
- Client employees are rebadged

**Option 2**
- BPaaS + Payment integrity
- Integrated technology, operations, and medical cost (pre-adjudication and pre/post payment functions)

**Option 3**
- BPaaS + Payment integrity + care management
- Addresses the full spectrum of medical costs across case/disease/condition management areas

Understand the cost savings potential when you evolve your sourcing model.

Leveraging comprehensive outsourcing can increase cost takeout by more than 7X over BPaaS alone

- **BPaaS**
  - $22 million savings
- **BPaaS + Payment Integrity**
  - $337 million savings
- **BPaaS + Payment Integrity + Care Management**
  - $939 million savings

* Savings estimates based on ~3 million-member plan; for smaller plans, savings multiples typically increase given their greater share of SG&A costs

Achieve breakthrough cost savings and incremental benefits. Convert your entire spectrum of costs to a comprehensive model.

- **Zero cost venture**
  - PMPM cost savings through a comprehensive model can equal, or even exceed, the cost of the sourcing engagement

- **Improved time-to-value**
  - Tighter integration and collaboration among technology, operations, and medical cost teams

- **Full TCO visibility**
  - Combined operations and payment integrity offers a full view of cost and facilitates comprehension orchestration of the payment integrity ecosystem

- **Upstream process improvement**
  - The single vendor’s intimate knowledge of the client environment enables insights to improve upstream processes

- **Incentive alignment**
  - Incentive alignment improves as the vendor and buyer achieve a strategic partnership

Addressing Payer Costs through a Comprehensive Model | A Blueprint for Achieving Breakthrough Cost Savings