

Case Study

Using Geneia's Advanced Analytics & Insights Platform to Identify More than \$500,000 in **Medical Cost Savings**.



Our client is a **Fortune 500** company with more than \$10 billion in sales, 150,000 customers, and 15,000 employees. Like most employers, our client is working to **control health costs for the employer and their employees** while simultaneously preserving a competitive benefits package. The company self-funds their health plan, and offers four plans to employees. Employees pay 20% of the premium on the mid-level option.

In just 20 minutes on the platform, the human resources staff of our client found a significant number of cost drivers along with actionable information to address them:



Over **\$500,000** in out-of-network utilization prime for possible redirection to in-network services and/or network expansion opportunities



More than **\$39,000** in retail prescription refill costs that could be redirected to lower-cost, mail order channels



More than 10,000 employees with open care opportunities such as mammograms and colonoscopies – **essential** preventive services that stave-off critical high-cost conditions



240+ employees taking brand name **prescriptions** that could switch to a generic and reduce medication costs



200+ employees with high risk conditions that had not seen their primary care physician in the past 12 months for follow up and case management



68 employees who visited the **Emergency Department** in the past year but not their primary care physician



12 employees currently admitted to a **hospital**



More than 500 employees who are **pre-diabetic**



The PMPM cost for the PPO is \$265 versus the **benchmark** of \$337

About Geneia

Geneia specializes in the development of advanced clinical, analytical, and technical solutions for healthcare. Our dedicated team of physicians, nurses, technologists, analytics experts, and business professionals brings significant experience in all aspects of healthcare to create solutions that improve healthcare cost, quality, and accessibility. Geneia helps hospitals, physicians, health plans, brokers, employers, and consumers succeed in the post healthcare reform environment. The company has offices in Harrisburg, PA, Manchester, NH, and Nashville, TN. To learn more, visit geneia.com or connect with us Twitter and LinkedIn.



This case study is intended to provide an example of how human resource staff can use Geneia's advanced analytics and insights platform to identify and address cost drivers. Geneia does not claim that the outcome of this particular case study is a typical result, or that it is necessarily representative of those who will use its services. Geneia expressly disclaims any representations or warranties in relation to this case study or the information provided on this website.

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