

# Case Study:

## Out-of-Network Discount Negotiation

### HM's Strategy

HM researches discount vendors and works to build relationships with them in order to bring cost savings options to TPAs on potential high-dollar Stop Loss claims.

### Our Approach

- Create vendor awareness by communicating discounting opportunities to TPAs
- Periodically remind TPAs of vendors to which HM has access that can help control/reduce costs on certain procedures
- Work with vendors to negotiate savings on high-dollar procedures
- Select vendors based on specialty programs, historical data, fees and a demonstrated history of results

### Client Scenario

In reviewing a trigger diagnosis notice report, an HM excess risk managed care clinician identified inpatient care being received at a non-par facility with the charges exceeding \$1 million. Due to the network status, as well as the considerable charge amount, outreach was made to an HM cost containment specialist for discounting intervention.

The TPA was accepting of HM's discounting assistance, as the claim had yet to be released from the facility, and due to the "prospective" nature of the claim, the cost containment specialist enlisted Opus MedStrategies (formerly known as Global Excel Management), which is a vendor with an excellent reputation for achieving stellar outcomes on negotiations such as these.

### Results Achieved

Because of their dedication to providing cost containment solutions, Opus MedStrategies secured an 81% discount with provider sign-off.

Charge	Initial Cost	Discount	Savings	Final Cost
Out-of-Network Treatment	\$1,119,088	81%	\$902,233	<b>\$216,855</b>

Additionally, due to the large savings incurred, Opus MedStrategies applied a flat fee amount in lieu of their standard percentage of savings vendor fee.

For more information, contact your HM sales representative or visit [hmig.com](https://www.hmig.com)



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