

# Cost Containment Vendors

As a leading Managed Care Reinsurance company, HM Insurance Group (HM) deploys a number of tactics in the selection of vendors for cost containment efforts, including the use of a testing period and performance tracking. Based on the results of our evaluations, we offer our clients access to vendors who can assist with helping to mitigate exposure on catastrophic, high-dollar claims in the following categories.

## Air Ambulance Program

- OccuNet
- Valenz

## Bundled Pricing Platform

- Accarent Health

## Cancer Resource Services

- OptumHealth Care Solutions

## Cancer Treatment Centers of America Contracts - Repricing

- Valenz

## Congenital Heart Disease

- OptumHealth Care Solutions

## Dialysis Claims Discounting

- Golden Triangle Specialty Network
- OptumHealth Care Solutions

## Facility and Professional Repricing/Negotiations

- Green Light Cost Management
- OccuNet
- Penfield Care Management
- The Phia Group
- Valenz

## Medical Bill Audit Services

- OptumHealth Care Solutions
- Penfield Care Management
- Valenz

## Medicare Plus Verification Program

- Valenz

## Neonatology

- OptumHealth Care Solutions

## Pharmacy – Reducing Costs of High-Dollar Charges

- Golden Triangle Specialty Network

## Transplant Network Contracts/Cell & Gene Therapy

- Cigna LifeSOURCE
- Emerging Therapy Solutions (ETS)
- InterlinkHealth Services
- OptumHealth Care Solutions

*Continued...*

Success Examples

Category	Transplant Network	Medical Bill Audit	Dialysis Claims Discounting
Vendor	Emerging Therapy Solutions (ETS)	OptumHealth Care Solutions	Golden Triangle Specialty Network
Type of Service	Allogeneic Unrelated Bone Marrow Transplant	High-Dollar In-Network Claim	Ongoing Dialysis
Discounting Method	Case Rate	Bill Review	Repricing
Total Charge	\$419,183.00	\$1,483,533.54	\$21,392.10
Savings	\$350,183.00	\$1,167,521.22 <i>(includes PPO rate and review adjustment)</i>	\$5,633.55
Vendor Fee	\$11,000.00	\$119,120.86	\$1,014.04
Net Savings	80.92%	70.67%	21.59% <i>(plan was utilizing a network with a 15% discount)</i>

**For additional information, contact:**

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