

CUSTOM NETWORK SOLUTION

A HEALTHY FIT





THE TIMING IS RIGHT

- Healthcare costs are the **2nd largest expense** for employers after payroll
- Health Insurance in the U.S. is on the **cusp of a major transition**
- The pattern of **doubling costs** every eight years is projected to worsen as insurance companies grapple with the Affordable Care Act's increased regulation.
- Employers that wish to provide insurance for their employees have **limited choices** and little control over their health care costs.
- The root of the problem has been **ineffective cost management**. To address this issue, a holistic methodology must be adopted where all aspects of the health plan are orchestrated.
- There is a **tremendous opportunity** to strengthen the relationship between the healthcare providers within a community and local businesses by offering solutions that help employers of all sizes control costs.
- **Customizing** the healthcare network to fit the needs of the employer with a focus on value and quality of care is **critical**.



WHY CUSTOM HEALTH PLANS?

- Healthcare plans for businesses and their employees fund a multi-billion dollar industry that is highly competitive.
- Prevalent national insurance companies like Blue Cross/Blue Shield, Cigna, and Aetna are in fierce competition for the employer's dollar.
- Over 52% of the nation's employers are already self-insured. Some of these companies use TPAs for outside claims processing while others use insurers or self-administer.
- **None of these methods provide a truly customized and integrated approach to the client's healthcare needs.**

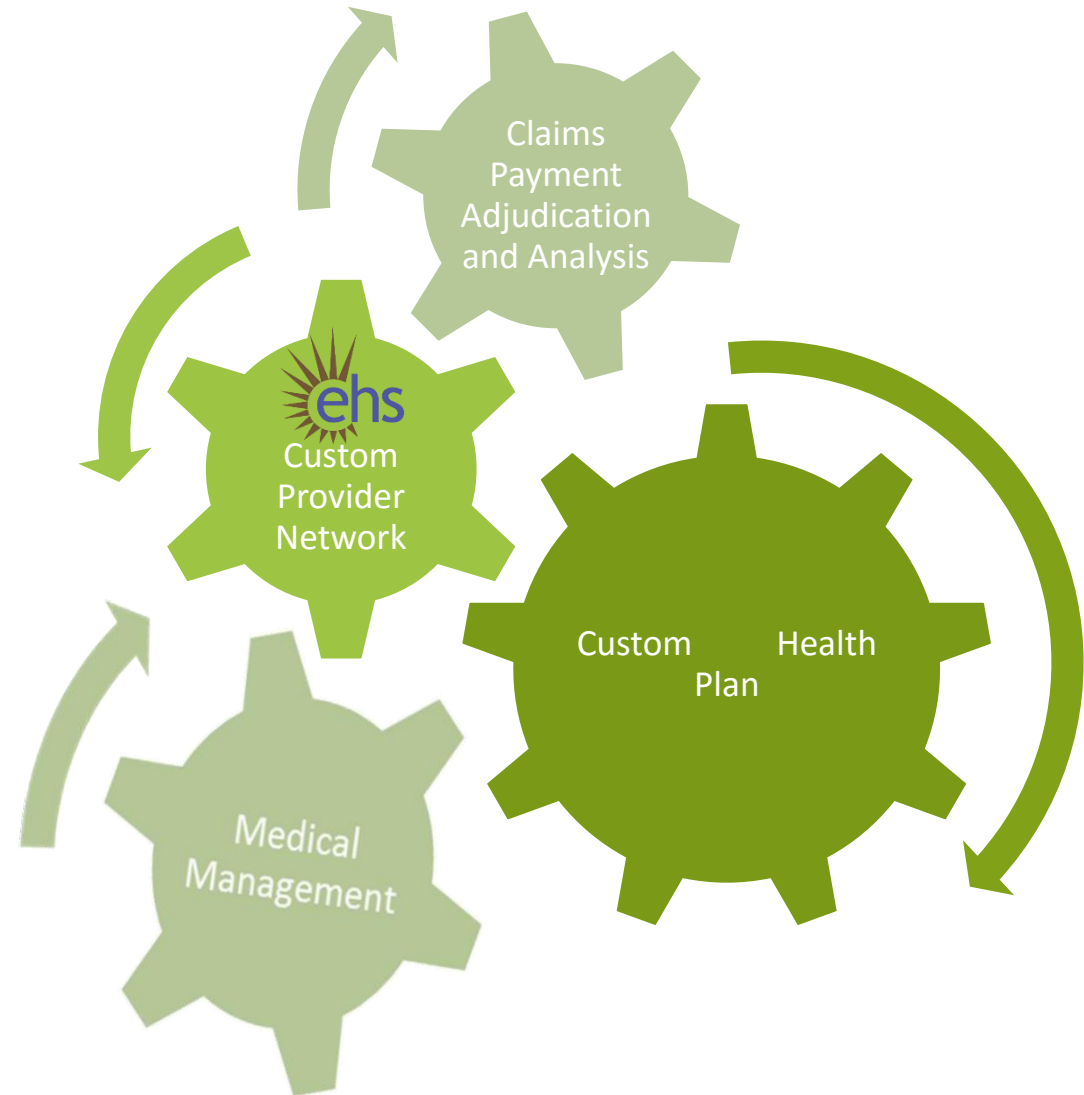


THE SOLUTION

- By providing innovative ideas and solutions, and challenging the employer to think differently, Evolutions Healthcare Systems (EHS) believes that **network customization is an ideal solution for companies that are dissatisfied** with the options offered by the major carriers and TPAs with access to traditional networks.
- Through analysis and development of a customized approach EHS will provide sound counsel to decision makers who are saturated with confusing information while they face exponential rate increases as the Affordable Care Act is implemented.
- **Our customized solution is effective by analyzing an employer's needs and creating a collaboration between employer, health plan and selected provider groups.**

THE PIECES NEED TO FIT

- A customized Health Plan designed to incentivize smart consumerism among members.
- A fully integrated medical management team focused on education, proper steerage and identifying issues before they become problems.
- A narrow network designed to deliver high-value, low-cost care that is specific to the employers' needs.
- An efficient, self-auditing claims payment and adjudication system.



YOU ALREADY HAVE A LOT TO DO LET EHS MANAGE THE NETWORK FOR YOU



WE CAN:

- Create a high performance, refined network on behalf of the employer, **focusing on value** and using metrics that analyze service, price and quality.
- **Write contracts based on Medicare guidelines** so you are aware of the costs up front.
- **Create custom online directories** capable of displaying complex network tiering based on varied benefit designs.
- **Decrease the cost of stop loss insurance** by narrowing the network and thus reduce the risk of exposure.
- Change the payment dynamic so the employer **and** patient are provided with access to information that will allow them to be **smart consumers of healthcare**.

WHY EVOLUTIONS HEALTHCARE SYSTEMS?



- Over the past 25 years EHS has evolved into one of the nation's largest independently owned PPO networks, with regional dominance in the state of Florida specializing in Group Health and Workers' Compensation. EHS currently has direct contracts with over 200,000 providers for group health nationwide. In many instances **we can use existing contracts as a springboard to creating a custom network quickly and efficiently.**
- EHS has **developed our own proprietary software** for our network and repricing needs. Our software development team has created a robust yet flexible system engine adept at interpreting, calculating and repricing claims based on complex matching protocols and showcasing custom directories that effectively represent the most complex network tiering and benefit designs.
- **Evolutions provides a comprehensive suite of healthcare management solutions** and claims processing services including EDI, web repricing, out of network savings solutions, analysis and reporting.

THANK YOU



Evolutions Healthcare Systems
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