

7 Trends Driving Self-Funded Health Plan Success

The landscape of employer-sponsored healthcare continues to evolve. More employers than ever are using new strategies to control costs for their organizations, employees and their families. Here we review 7 trends that your company can adopt to successfully improve health plan performance.

1 PLAN DOCUMENT BEST PRACTICES

Ensure that you have a **smart plan document strategy** in place that will:

- Give authority to all care management programs
- Identify risks & potential exposures
- Coordinate benefits appropriately
- Provide legal protection for both the Plan and the member

Dialysis costs can be reduced by



73% WITH A SMART PLAN DOCUMENT STRATEGY IN PLACE

2 PHARMACY CONTRACTS & TRENDS

Find a **trusted pharmacy solution** with the necessary independent oversight of high-dollar pharmacy claims and complete disclosure of all fees and commissions. Gain more confidence that your investment is managed properly and fully transparent.



Clients realize an average **ANNUAL SAVINGS** of

16.4%

after moving to healthgram 

3 EMPLOYER HEALTH CLINICS

Customized employer health clinics help your employees get the right care when and where they need it by delivering **high-quality, physician-led care independent of insurance**.

38%

of **LARGE EMPLOYERS** offered a **WORKSITE CLINIC** in 2019, up from 27% in 2014.



4 DIRECT CONTRACTING WITH PROVIDERS

Direct contracting is a direct contractual relationship between employer and provider that eliminates the middleman or carrier network. A few **benefits of direct contracting** are:

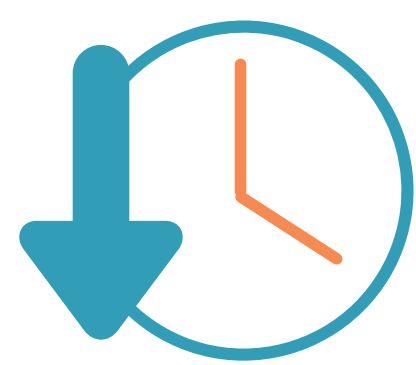


- **Lowers costs** without compromising quality
- Creates **aligned interests** between employers & providers
- Improves **price transparency** by eliminating middleman obscurity
- Can help **reference-based pricing plans** run smoothly

5 EMPLOYEE ADVOCACY

Healthgram Advisors offer **comprehensive care and claim coordination** to help bridge the gap between member experience and savings. Employee advocacy helps members and their families better navigate the healthcare system's complexities.

40%



New clients reported a **DECREASE** in time spent addressing employee questions since moving to

healthgram 

6 ACTIVE CLAIMS MANAGEMENT

Most employers rely on a generic network discount to help them save on claims cost. In contrast, **active claims management finds additional savings** both before and after care is rendered.

Active claims management has helped clients uncover

28%+

ADDITIONAL SAVINGS



7 TRANSPARENT COSTS AND FEES

Employers and members can be victims of obscure pricing practices & hidden fee structures. To maximize plan performance, seek out a health plan partner that offers **full visibility and disclosure** into the costs and fees associated with your plan.



Prices for common procedures can vary by up to

10000%

Making it crucial to find a **healthcare partner** with an **aligned interest** in managing the cost of individual claims.

healthgram 

Better healthcare demands a fresh approach. Let's design yours.

Get in touch to find out how smarter self-funded health plan administration can benefit your employees and your bottom line.

To learn more about how to maximize your self-funded health plan, download our whitepaper at:

<https://info.healthgram.com/maxroi>

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