

# Cost Containment Vendors

As a leading Stop Loss carrier, 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 TPA partners 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	Facility & Professional Repricing/Negotiations	Cancer Resource Services	Facility & Professional Repricing/Negotiations	Transplant Network
Vendor	Penfield Care Management	Valenz	Penfield Care Management	Cigna LifeSource
Type of Service	Spinal Surgeon/Assistant Surgeon/Anesthesiologist	Cancer Treatment	High-Dollar In-Network Claim	Lung Transplant
Discounting Method	Negotiation	Vendor Contract	Negotiation	Case Rate
Total Charge	\$372,265	\$3,357	\$1,888,040	\$2,235,482
Savings	\$244,265	\$2,692	\$772,146	\$1,144,268
Vendor Fee	\$36,640	\$676	\$25,000 <i>(capped fee applied to realize additional savings)</i>	\$10,000
Net Savings	56%	60%	40%	51%

Advance Funding Requests

Specific Advance Funding reimbursement requests provide discounting intervention opportunities when provider reimbursement is held for Stop Loss disbursement. Therefore, those requests will be reviewed by the HM cost containment team with possible TPA outreach for vendor mediation.

**For additional information, contact:**

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