



Welcome to the first edition of **Working Together** - published three times per year for the Taft-Hartley and Public Sector benefits community to provide relevant information and important current trends to this specific market.

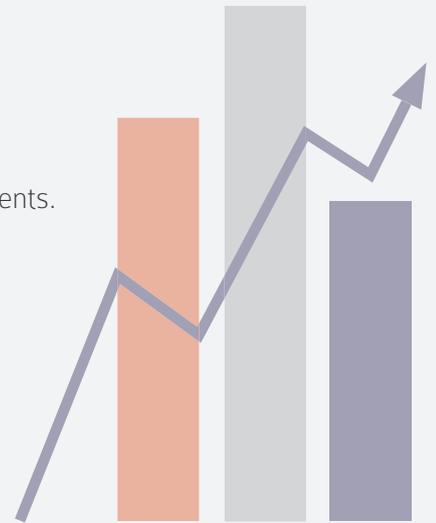
"It is our hope that our community finds Working Together to be a valuable source for information that impacts the management of self-insured health plans."

-- Michael Ashack
BHSI Head of Taft-Hartley and Public Entity

Current Large Claim Trends

These are the claim trends that are on our radar for monitoring. Many of these can be managed by plan changes and should be reviewed with plan professionals.

- **Claims for Cushing Syndrome** – The average monthly pharmacy cost is \$47,000 for this condition. We have access to pharmacy cost containment vendors to generate savings for our clients and to offset costs.
- **Back Surgeries** – We are seeing increasingly high costs. Both surgeons and hospitals are billing around \$200,000. Charges should be reviewed diligently for UCR and/or direct negotiation.
- **In and Out-Patient Substance Abuse Claims** – Some facilities are charging as much \$28,000+ per month plus thousands for labs. These claims should be reviewed carefully, along with the supporting documents, before releasing payments. We have seen that these providers have accepted \$300-\$450 a day and the thousand dollar a day labs were reduced to UCR.
- **Air Ambulance** – Air ambulance claims can be as much as \$700,000; the average cost is much less.
- **Specialty RX** – This seems to be on every Trustee's list as an area requiring attention, with no clear solution in sight.



North America's Building Trades Unions 2018 Legislative Conference

April 14-18, 2018
Washington DC

We are in **Booth 203** in the exhibit hall. Come by to learn more about BHSI.

Contact BHSI



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The Value of an Outside Stop Loss Partner

We understand that having medical and stop loss bundled can create an easy process for some administrative functions. However, the move to an outside stop loss partner can provide even better claims service, save valuable premium dollars, and help reduce claims cost by:

- **Another Set of Eyes on Claims Payments** – Since we review a high volume of claims, we can easily spot errors from claims vendors. As an outside stop loss partner, we can help correct a situation, so that our customers don't pay more than they should have.
- **Cost Containment Vendors** – BHSI and other outside stop loss vendors seek the help of a cost containment vendor to reduce the cost of a current or future claim, when possible. If dollars can be recovered, they are returned to our customers.
- **Fraud and Abuse** – While not on the front line in this fight, if we find fraud and abuse we will work with our customers to help make sure they only pay for legal claims.
- **Flexibility on Plan Terms and Features** – Outside stop loss partners have more options for deductible and contract terms, offering product features such as aggregating specific deductibles, rate caps and premium refund programs.

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