



Strategic Benefit Solutions

Case Study

The company

Healthcare benefit advisory company.

The challenge

It is time consuming and inefficient to conduct independent reviews of medical management operations, pricing, network analysis, contracting, and pharmacy benefits.

The solution

Applied Verisk Health's D2Explorer to conduct independent reviews and recommend opportunities for cost reduction and quality improvement.

The result

The innovative reports streamlined business practices and led to improved wellness and lower healthcare spending.



Strategic Benefit Solutions uses Verisk Health to deliver innovation and value

The company

Alpharetta, Georgia-based Strategic Benefit Solutions is a premier benefit advisory firm certified to measure care management and wellness program outcomes. The company, which brings together an experienced team of experts and a group of specialized strategic partners to proactively manage employee benefits and group insurance programs, has as its mantra: “what is measured is managed, and what is not measured is rarely managed well.”

Strategic Benefit Solutions strives to bring “unexpected value” to its clients by integrating clinical expertise, data analysis, and consulting—and by applying population health management expertise to help clients manage the 85% of healthcare dollars spent on care delivery. The company’s services enable both self-funded and fully-insured clients to benefit from the improved productivity, higher morale, decreased absenteeism, and lower healthcare costs resulting from a healthier workforce.

The challenge

Strategic Benefit Solutions’ clients found it inordinately time consuming and inefficient to conduct independent reviews of medical management operations, pricing, network analysis, contracting, and pharmacy benefits. Clients were forced to endure day-long meetings with health plan, pharmacy benefit, TPA, carrier, and/or disease management vendors. During these meetings, clients had to wade through mountains of information without the benefit of recommendations about what actions should be taken based on the data.

The solution

Strategic Benefit Solutions selected Verisk Health and their D2Explorer solution as the foundation to provide benefit advisory services focusing on health status, plan performance, cost containment, wellness management, and cross-functional improvement. Drawing on the power of D2Explorer’s clinical and financial algorithms, Strategic Benefit Solutions conducts independent reviews of medical management operations, pricing, network analysis, contracting, and pharmacy benefit management—and the company recommends opportunities for cost reduction and quality improvement.

Strategic Benefit Solutions provides pioneering healthcare services and products that deliver significant value.

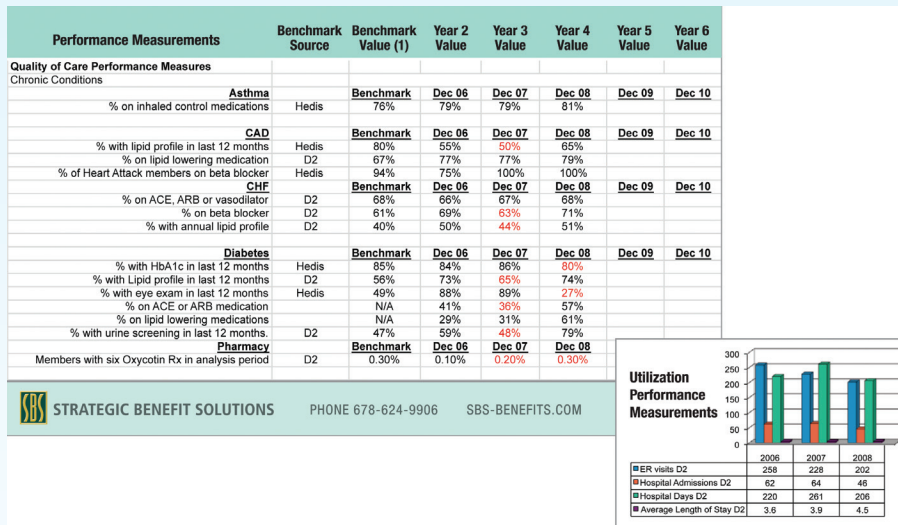
Why D2Explorer?

Strategic Benefit Solutions drew on the reporting and analytical capabilities of Verisk Health D2Explorer to add a series of strategically important customized reporting modules to its service portfolio. These reporting modules included an Executive Scorecard, a Quarterly Report and a Claims Management Report.

Executive Scoreboard

Using data from D2Explorer, Strategic Benefit Solutions developed a customized *Executive Scorecard*. The Executive Scorecard presents a high-level overview of each client's medical and pharmacy financial trends and clinical performance. Financial metrics provide a baseline that is normalized for benefits, demographics, and contract size changes. Clinical metrics cover health risk assessment and HEDIS measures to gauge benchmark effectiveness.

The *Executive Scorecard* distills complex data into an at-a-glance report, which enables the CEO, CFO, and CMO to quickly evaluate group performance, health status, and key metrics like demographic, financial and quality compliance and compare them against Verisk Health benchmarks and expected financial trends for medical and pharmacy spending. Validated by industry experts, the Executive Scorecard is provided annually to self-funded clients.



The Executive Scorecard has changed the way Strategic Benefit Solutions clients do business.

Quarterly Report

Strategic Benefit Solutions also created a custom *Quarterly Report* that builds upon Verisk Health's D2Standard Report to identify concerns across financial, clinical, quality and utilization metrics. The report compares plan performance against the Verisk Health normative database representing over 6 million members, and includes commentary by Strategic Benefit Solutions' Medical Director.

Claims Management Report

Supported by the analytic power of D2Explorer, Strategic Benefit Solutions developed a Claims Management Report to serve as a quarterly progress check. Along with detailed trending data, the report contains expert tailored commentary describing opportunities for further analysis and laying out specific recommendations. The *Claims Management Report* identifies opportunities for cost containment, wellness and prevention, and improved care quality.

Customized Reports streamline business

Strategic Benefit Solutions' innovative new reporting modules streamlined the way the company's clients do business. Clients are no longer forced to sit through long meetings and wade through enormous amounts of data before they can take action to improve wellness and decrease healthcare costs. Strategic Benefit Solutions' clients now know what to do and have more time in which to do it.

The Case of Network Health Plan (NHP)

Network Health Plan (NHP) hired Strategic Benefit Solutions to evaluate its plan designs, medical management operations, and pharmacy benefit contract. NHP is a 65,000 member subsidiary of Affinity Health Systems, which provides care to the communities of Northeast Wisconsin.

Using data from D2Explorer, Strategic Benefit Solutions proactively identified care gaps for individual members that could adversely affect their health status, and D2Explorer enabled Strategic Benefit Solutions to identify each member's physician.

NHP healthcare costs drop

According to Ed Scanlan, NHP's Chief Medical Officer, "D2Explorer allows NHP to provide critical information to the physician about the patient at the time when it makes the most sense. Physicians can review medical records and immediately address needs for preventive health or compliance with evidence-based treatment guidelines. This leads to improved health status and a reduction in both risk and overall costs."

Strategic Benefit Solutions D2Explorer-enabled services helped physicians deliver the right treatments at the right time, improving wellness outcomes and lowering NHP's healthcare delivery costs. As a result, NHP experienced a 14% drop in medical spending. In particular, NHP was able to document more than \$1 million in pharmacy cost savings.

Adding it all up

Led by a skilled clinical team with practical experience, Strategic Benefit Solutions is providing pioneering healthcare services and products that deliver significant value. Supported by a trusted, high-performance analytics platform from Verisk Health and a customized approach to client needs, Strategic Benefit Solutions is achieving measurable improvements in efficiency and compliance that reduce cost for its clients and improve overall population health.

Want to learn more?

For more information or to request a web demonstration, please contact a Verisk Health representative at 866.292.6971, email us at sales@veriskhealth.com or visit www.veriskhealth.com.



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