

# INNOVATION HAPPENS WHEN YOU STEP OUTSIDE OF THE STATUS-QUO

## INDUSTRY

NATIVE AMERICAN CASINO

## GEOGRAPHY

SOUTH

## # OF EMPLOYEES

1,800



*“ Just wanted to thank you for putting in this new plan. I have been needing this back procedure for over 3 years now but could not afford it. With our new plan, I was able to go to the same doctor I have been seeing and it was FREE.*

*I am now pain free and able to spend more time with my grandkids. I can not tell you how much I appreciate working here!”*

*- 58-year-old female employee*



## Looking for MORE??? you must step outside of the status-quo

A Native America Casino group thought they were doing everything possible to control their medical spend. They were already self-funded, were utilizing an onsite health center, and had even implemented an onsite pharmacy. They were seeing great results and even had a flat renewal.

In search of what they could do next, they listened to a webinar on alternative reimbursements and were alerted to the possibilities of when you step outside of the traditional carrier.



## The move outside of the traditional carriers hit the mark

Given the unique nature of a tribal entity, moving to a more flexible model allowed the group to maximize the cost reduction strategies specific to this industry. They were able to implement:

- Medicare-Like Rates
- 340B drug pricing; transparent PBM
- Direct contracting and bundled payments
- Incentives to high quality facilities

## THE RESULTS

**A WAY BETTER PLAN.** Employees, and their families, now have lower contributions on a monthly basis and the plan WAIVES all out-of-pocket costs when members go to **high-quality providers**. *YES, employees get FREE healthcare!*

## PLAN SAVINGS

**\$2,300,000 first year savings**  
**\$9,100,000 over three years**

