

INDUSTRY

SENIOR LIVING

GEOGRAPHY

75 LOCATIONS; 9 STATES

OF EMPLOYEES

3,500

PLAN SAVINGS

\$2,500,000 FIRST YEAR
\$7,200,000 OVER 3 YEARS



TAKE A TIP FROM YOUR OWN BOOK

A **senior living** organization runs an entire business off Medicare, but yet uses a “top down” approach when dealing with their 2nd largest expense- **health benefits**. Additionally, employee demographics present a challenge when designing a health benefits offering.

- Employees scattered in multiple locations; often multi-state
- Diverse range of employees; large disparity of socio-economics
- High turnover, low margin business
- Low benefits savviness

RUN YOUR HEALTH PLAN LIKE YOU RUN YOUR BUSINESS

The implementation of a health benefits plan using transparent health benefits (+thb) allowed this senior living organization to utilize a pre-service negotiation reference-based pricing program. Given many of the hospitals in the communities they serve are integral to the success of their business, the organization used a very fair & reimbursement model and has seen huge success.



- Custom built provider network
- .06% balance bills; average of 167% of Medicare
- Several direct contracts = better business relationship
- Lower employee contributions and enhanced plan design

THE RESULTS

