

# A new paradigm in Health Care Benefits Value



Managing health benefits is now everyone's business, not solely the domain of health plan vendors. Yet as with any paradigm shift, there is confusion over the value proposition in health care cost containment. The topic has generated as many products from vendors as there are articles about the cost of health care itself. Most of these products have been long on promises and short on bottom-line results. This point is supported by leading-edge research institutions which have concluded that *actual cost containment can only result from a holistic change to the way patient-provider relationships are managed with respect to their subsequent effect on the utilization patterns of health care consumption.* This conclusion is often at odds with the conventional way medical management is practiced at a typical health plan level.

The traditional pay-as-you-go health plan management system is no longer a viable strategy to containing health care costs. Along with the rising cost of new treatment modalities, this process is now considered to be a leading cause of the most staggering cost increases in recent health care history.

Savvy employers are now taking a fresh approach to the management of their health benefits costs. Some are adopting consumer-based alternatives as a way to meet employee health care needs while bringing cost-consciousness into the fold. Others are taking more data-driven proactive measures to health care cost containment. Praxis offers a compendium of ways in which clients can maximize their benefits dollar while achieving quality health care and employee satisfaction.

## COMPANY OVERVIEW

Founded in 1992, Praxis Health Management has been on the forefront of shifting trends related to health care cost strategies. Our staff is composed of highly talented health care management executives with extensive delivery of care expertise.

Praxis provides health care benefits services and cost-savings solutions that address close-up the underlying dynamics of health care procurement. We engage regional health plan administrators and providers in servicing the unique health benefits needs of our clients, not the other way around. We identify cost drivers at the source, allowing us to strategically select cost-containment opportunities. Whether it relates to over-utilization of diagnostics at outpatient facilities or to poor quality of specialty care, we spotlight each area of concern.

### PRAXIS HEALTH MANAGEMENT

- A health care benefits management company founded and operated by health care professionals
- Ground-breaking expertise in health informatics and health plan innovation
- Professionally affiliated with many of the largest and most prestigious health care systems/provider networks
- So committed to results that we offer a guarantee of savings



## SOLUTIONS OVERVIEW

Praxis offers leading-edge sophistication in analytics technology combined with the very best outcomes data matrix sourced from among the largest pools of health plan information in the country. This offering is packaged in our proprietary tool, PraxProof<sup>SM</sup> Analytics.

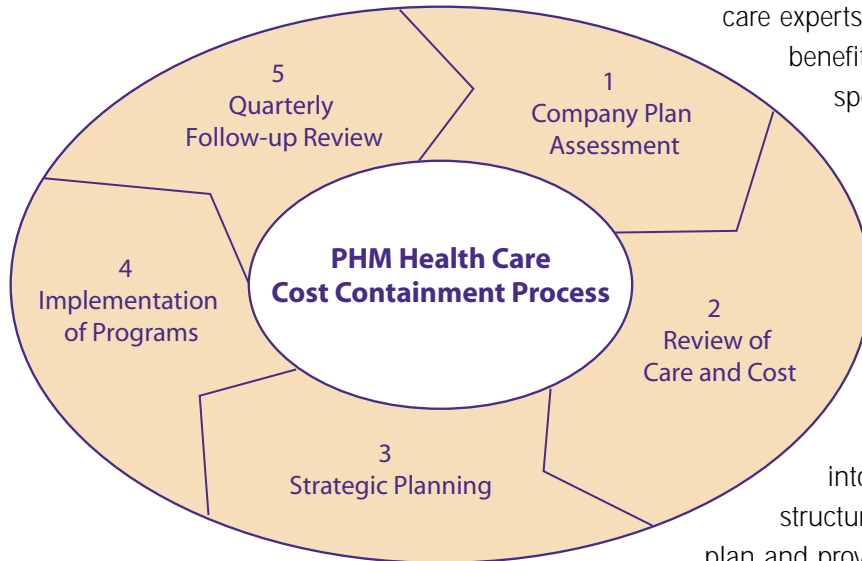
PraxProof<sup>SM</sup> is used to identify opportunities others may miss—local benchmarks regarding the performances of providers and payors that are easily overlooked. It offers a highly focused means to form cost containment strategies for a firm and its employees.

This proprietary technology allows clients to customize health care cost with relevant benchmarks. This is especially relevant to issues involving delivery of care and outcomes specific to the client's employee health profile.

PraxProof<sup>SM</sup> can be offered as a turnkey solution on an ASP platform basis requiring little to no technical overhead.

## CONSULTING SERVICES

Praxis consulting services and processes are highlighted in the Praxis Health Care Cost Containment chart.



Our engagement interfaces our multi-disciplinary team of health care experts with the various sources of client's health benefits network. This team includes field specialists with expertise in health plan management, provider/network management, utilization management and health care data analysis.

Our cost containment process revolves around creating an employee-generated health care cost profile. We begin by interviewing a client's human resources or employee benefits department to gain insight into the company's existing health benefits structure. This can be followed by an audit of health plan and provider networks. The comprehensive audit is

backed by an integrated analysis of health care data including medical, pharmacy and behavioral health claims. Together with the client we identify specific areas for improvement and perform an analysis on each using our proprietary analytic tools. The data generated provides us with insight to creating a cost containment strategy based on newly visible health care cost patterns.

### PRAXIS OFFERS EMPLOYERS

- Independent health plan audits
- Custom health plan design
- Health plan vendor management
- Health care cost benchmarking
- Disease management solutions
- Population-based management
- A staged approach to employee health care consumerism
- Health care decision support solutions
- HIPAA compliant data management

Once we have created a health care cost profile, we move on to strategic planning. We interface with local plan vendors and network providers to formulate custom programs based on client objectives. These programs are then integrated into the client's existing health care delivery structure. Praxis follows up with a quarterly review of provider services to ensure quality and performance against meaningful cost value benchmarks.

## OUTSOURCING

Praxis offers employers solutions for the outsourcing of employee health plan management. Our solutions provide superior vigilance and clout in navigating this sizeable overhead expense. Partnering with Praxis gives clients an alternative to the "all or nothing" approach of large-scale human resources outsourcing deals by providing strategic sourcing for health plan management.

Deployable at varying levels of engagement, our solutions provide complete resource oversight of the dynamics between employers and its health plan vendors. This is accomplished through hands-on management in the areas of contract negotiation, screening, partnering, relationship building, and inter-vendor service integration. Progress is summarized in quarterly reports, such as the PraxProof<sup>SM</sup> "proof-of-savings" updates, bringing realtime visibility to savings. As a shared-risk solution, it becomes our business to achieve cost and quality goals set forth by our clients.

We leverage our capability and experience to offer companies cost-effective methods to selectively outsource the management of even the most problematic areas of employee health care benefits. Our goal is to strengthen our clients' ability to focus and streamline the internal management of their human resources.

## OUR COMMITMENT

Praxis provides critical solutions for your company's health care benefits cost containment strategies. We are so confident in our ability to save you money in excess of the investment made in our offering, that **we guarantee it.**

Praxis offers initial consultations to assess cost containment opportunities for your company.

Please contact us—we're here to help.

## PRAXIS SOLUTIONS

[PraxProof<sup>SM</sup> Analytics](#)

[Health Plan Modeling](#)

[Health Plan Auditing](#)

[Self Insuring](#)

[Outsourced Benefits](#)

[Disease Management](#)

[Provider Ratings](#)

[Patient Advocacy](#)

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