

FIRESIDE CHAT SERIES

FEATURING
MATT LUND & KEVIN REID



AGENDA

- Introduction
- Matt Lund & Kevin Reid: Reference Based Pricing from the Employer's Perspective: Benefits, Challenges, & Outcomes for Plans Considering RBP
- Q&A
 - If you would like to ask a question, please use the Q&A function. Thank you!



ABOUT MATT LUND



- CEO, President of Fortune Management, Inc.
- Oversees the operations and direction of the Fortune team
- FMI is a full service employee benefits consulting firm working with mid to large-size employers across the US



ABOUT KEVIN REID

- Director of Risk Management for Security Industry Specialists (SIS)
- Responsible for navigating newly Self-Funded benefits plan
- Helped develop proprietary Benefits Enrollment portal for all SIS employees



HOW WE GOT HERE

- We moved from a "bundled" self-funded plan with a national insurance carrier that had HDHP & HMO option with low Employer contribution to premiums, to an "unbundled" model that utilizes independent TPA, on-site clinics, & transparent PBMs
- Saved a significant amount through this approach over the first few years and went from double-digit increases to low single & enhanced the plan.
- However, the networks ever-present lack of clarity on their "discounts" continued to drive an increase that was not justifiable or sustainable.
- SIS agreed it was time to take the next step.

WHY A PLAN WOULD CONSIDER RBP

- Financial Savings
 - Employer & Members
- Transparency
- Access to all providers
- Plan Management - It's Your Plan



OBSTACLES

- Members
- Providers/Facilities
- TPA
- Claim Negotiator - 6 Degrees Health
- Stop-Loss
- Employer Commitment



HOW THE CHALLENGES HAVE BEEN MANAGED

- Murphy's Law
- Managing Emotions - Clear up "hearsay"
- Providers/Facilities
 - "We don't accept that insurance"
- Every Market is Different



CONTACT



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Double Dip: How to Maximize Reference Based Pricing
Both as a Provider and as an Employer

Featuring Howard Tepper
of ProHEALTH Care

Tuesday, April 20, 2021- 11:00 am PDT

Register at
6degreeshealth.com/firesidechat

