



Compass Solutions is working with The PRN Family of Companies to reduce dialysis costs for you and your clients. The following gives an overview of the services available and tips for implementation. Dialysis is a complex service. Members of the PRN Family of Companies team are available to assist you with questions, join in sales presentations or otherwise support your efforts.

Program Highlights

There are four distinct programs to meet the particular needs of clients.

ESRD Specific U&C

This program uses plan language to allow re-pricing of dialysis claims for in- and out- of-network services. It has the highest savings rate with the average re-pricing reducing charges by 84%. Properly implemented, the savings can be significant and can create a high level of predictability that is helpful for actuarial purposes. There is no provider sign off in this program and, with available secondary coverage, members can be protected from balance billing. We can provide sample re-pricings of pending or paid claims which would show the actual reduction that would occur if the program was utilized.

Home Hemodialysis

New portable home equipment creates the opportunity for members to perform dialysis at home or while they travel. Through our program, you can achieve savings on average of 50% versus center dialysis. In addition, there are many significant health benefits for the member, including an increase in life expectancy, significant reduction in many of the severe symptoms that go along with center dialysis, a reduction in dietary restrictions, a significantly greater likelihood the member will be able to continue to work, and a significant improvement in quality of life.

Epogen Carve Out Program

Using laws and ethics codes designed to give members ownership of their prescriptions, we can, with member consent, acquire the Epogen prescriptions for home administration. Epogen can run upwards of \$50,000 per month and is often more costly than the treatment itself. We can reduce Epogen costs, on average, nearly 90%. Since the doctor is writing the prescription there is no issue with signoff.

Direct Negotiation

Given our extensive experience with dialysis, we can often negotiate single patient agreements far above average PPO discounts.

We have the capability to data-mine for chronic kidney disease, the precursor to ESRD and dialysis. Getting involved early creates additional savings opportunities, allows us to be sure language and other requirements are in place, and allows intervention to assure that when dialysis starts, you are getting the best savings possible. After the recent rate increases, the average bill we see is approximately \$50,000 per month. Our average repricing is below \$8,000 and, therefore, below the typical specific deductible.

Please call 860-289-1844, ext. 307 for more information on the Compass Solutions program.

The IHC Group does not make any representation, warranty or guaranty with respect to the vendors participating in Compass Solutions, or their respective services, and hereby expressly disclaims any liability in connection therewith.

Offered by:



www.ihcgroup.com

