



- providing current information on health care industry issues and legislation

## The H.H.C. Group Wrap Network Repricing Solution

**H.H.C. Group** has partnered with major national and regional wrap networks, which gives our clients instant access to non-logo discounts on their out-of-network claims. Clients who use our repricing services are able to gain access to over 220 networks that allow non-logo based repricing.

**Clients who access our repricing discounts typically achieve 20% savings on eligible claims.** We regularly feature our example savings for both negotiation and repricing in every monthly issue of this newsletter. Please review our savings examples (See Pg. 3), where we show actual examples of repricing claims for May 2009.

**Interested in finding out how much you could save by using wrap network repricing?** Send us a sample of your claims and we will produce a disruption report showing you what you could have saved if you had used the **H.H.C. Group Wrap Network Repricing Solution**.

**Next step:** Send us your claims via fax, upload, or email, or set up an electronic data interface (EDI) connection with **H.H.C. Group** and start saving \$\$\$ with the **H.H.C. Group Wrap Network Repricing Solution**.

### See Page 3 for Negotiation and Repricing Savings Examples for May

- Most dollars \$\$\$ saved on one claim through negotiation: \$51,899.75. List charge of \$207,598.97 for treatment of malignant neoplasm (brain tumor).
- Most dollars \$\$\$ saved on one claim through wrap network repricing: \$7,217.18. List charge of \$28,868.74 for treatment of lumbar disc displacement.

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## HEALTH CARE REFORM UPDATES FROM THE CAPITOL . . .

### House pledges July 31 Deadline to Pass Health Care Reform

After meeting with President Obama in the White House on May 15, House Speaker Nancy Pelosi and other House leaders pledged to pass comprehensive Health Care Reform by July 31 and then send the legislation to the Senate after the August recess.



Obama met with health care industry executives early in the week who pledged to voluntarily reduce the annual growth of health care costs by 1.5 percentage points, which would save an estimated \$1.2 trillion over the next decade. Obama stated that escalating health care costs are the "single biggest driver by far" of the ballooning budget deficit and national debt.

Source: Washington Post, May 15 ,2009

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### Health Care Industry vows to cut costs

Trade groups pledged to trim the rise in health care costs by 1.5 percent a year, and volunteered to do their part to tackle runaway health costs. The groups, which include the American Medical Association, the Pharmaceutical Research and Manufacturers of America, the American Hospital Association, America's Health Insurance Plans, and the Service Employees International Union, wrote to President Obama and stated that they were "committed to taking action in private-public partnership to create a more stable and sustainable health care system."

Industry groups were strongly opposed to health care reform in 1993 and sponsored the "Harry and Louise" television ads that turned popular sentiment against President Clinton's reform efforts. When meeting with industry groups this month, Obama said, "It is a recognition that the fictional television couple, Harry and Louise, who became the iconic faces of those who opposed health-care reform in the '90s, desperately need health care reform in 2009. And so does America."

The trade groups did not spell out how they would reduce costs, and White House officials noted that it would be difficult to track the promised savings, other than using the imprecise measure of comparing current projections of health care cost increases with future actual costs. Nonetheless, White Officials were optimistic about the offer from the health care industry.

Source: AHIP Wire, May 11, 2009

The examples below demonstrate recent savings achieved through our **Medical Review Program**. If a claim is unusually high and the provider will not negotiate or does not participate in any of our 220 plus contracted PPOs, the claim may be a good candidate for a **Line Item or Comprehensive Bill Review**. Please contact your sales representative or Linda Frances Loch, General Manager of Medical Review Programs, at 301-963-0762 ext. 163.

## Medical Review Program Bill Review Examples

### Line item bill review savings examples:

**Case A:** Treatment of cardiogenic shock with acute renal and respiratory failure\*

**Case B:** Total knee replacement

**Case C:** Treatment of angioneurotic edema complicated by chronic alcohol abuse

### Bill amount

### Recommended Denial

<b>Case A:</b>	\$342,825.93	\$63,569.14 or 19.00%
<b>Case B:</b>	\$117,915.35	\$7,056.92 or 6.00%
<b>Case C:</b>	\$25,897.90	\$6,469.30 or 25.00%

\* In-network claim reviewed for billing errors only

## NEGOTIATION AND REPRICING SAVINGS EXAMPLES

The examples below demonstrate recent savings achieved through our Negotiation and Repricing Services. If you are currently using only one of our many services, contact your sales representative or email [j\\_michaud@hhcgroup.com](mailto:j_michaud@hhcgroup.com) to find out how to access all of our health care cost containment services.

MAY 2009 EXAMPLES			
TYPE OF SERVICE	AMOUNT BILLED	% SAVED	SAVINGS
NEGOTIATION	\$207,598.97	25.00%	\$51,899.75
	\$235,392.41	15.00%	\$35,392.41
	\$134,359.62	10.00%	\$13,435.97
	\$76,209.00	20.00%	\$12,662.80
REPRICING	\$28,868.74	25.00%	\$7,217.18
	\$45,538.00	15.00%	\$6,830.70
	\$21,117.01	20.00%	\$4,223.40
	\$19,449.28	20.00%	\$3,889.86

## 3-Star Preferred Provider Program Additions

One of the strengths of **H.H.C. Group** lies in its relationships with providers. We are pleased to announce the following new program members.

Amedisus of Athens Tennessee, Baton Rouge, LA	Eugene Toy, MD, Rochester, NY	Robert Montemurro, Wayne, NJ
Babaran Joselito, Los Angeles, CA	Hollywood Discount Pharmacy, Hollywood, FL	Robinson Memorial Hospital, Ravena, OH
Bi County Medical Practices, Warren, MI	I Pathology, Plant City, FL	Scottile Peter, Drexel Hill, PA
Blue Ridge Anesthesia Assoc., Blue Ridge, CA	Knox County Hospital, Barbourville, KY	Shaker Heights Surgical Center, Shaker Heights, OH
Brooklyn Hospital, Brooklyn, NY	Lansdowne Anesthesia and Pain Mgt, Blue Bell, PA	Skymed Pharmacy & Infusion, Pompano, FL
CC Consultants Bahman Venus MDPA, Orlando, FL	Lin Wilson Radiology, Santa Ana, CA	Sleep Right SC, LLC, Maumee, OH
CFM Interests/TX Emer Care Spec, Houston, TX	Mahendra Mahatma, Dallas, TX	Stephen Glatz, Columbus, OH
Chester County PET Assoc, Paoli, PA	Mayfield Spine Center, Cincinnati, OH	Stony Brook Pediatrics, Dansville, NY
Coastal Carolina Breast Center, Myrtle Beach, SC	Northland Cardiology, Brooklyn Park, MN	Theranostix, Inc., Beltsville, MD
Digestive Disease Assoc of Rockland, Pomona, NY	Omnicare Anesthesia, Elmont, NY	Tomball Center, Birmingham, AL
Dina Ragab, Torrance, CA	Positron Emission Tomography, Norfolk, VA	Torrance Anesthesia Medical Group, Pasadena, CA
Emergency Physicians Grp, Salt Lake City, UT	Prime Ultrasound Services, Valley Village, CA	William Dunavant, Memphis, TN
	Reiss Kang & Burks, MD PA, Miami, FL	

### CONTACT INFORMATION

Additional product/services information: visit  
**[www.hhcgroup.com](http://www.hhcgroup.com)** or 301-963-0762 ext. 110.

Repricing support/assistance: please contact  
**[appeals@hhcgroup.com](mailto:appeals@hhcgroup.com)** or 301-963-0762 ext. 212.

Medical Review Program support/information: please contact  
**[mrp@hhcgroup.com](mailto:mrp@hhcgroup.com)** or 301-963-0762 ext. 163.