

Case Study

\$900K+ Savings and Rapid Care With Early Engagement Strategies

Through pre-negotiation, a service of the comprehensive Full Claim Review solution, Vālenz® Health collaborated across broker, carrier, employer group, provider and third-party administrator (TPA) to achieve significant savings and expeditious care for a member requiring complex surgery.

Challenge

A member of a self-insured health plan required complex surgery to address a brain tumor causing right facial paralysis. The total expected cost of the surgery was more than \$1.2 million.

Solution

Valenz engaged the provider in pre-negotiation, part of its Full Claim Review solution, with the goal of eliminating overpayments and payment errors while ensuring all parties were aligned so the member could proceed with the surgery.

Results

Upon executing the pre-negotiation process, Valenz leveraged the Valenz Market-Sensitive (VMS®) repricing methodology to determine a fair and reasonable cost of this operation. With VMS and provider engagement strategies, Valenz negotiated a 70% reduction in costs, with provider sign-off at \$379,000, saving more than \$900,000 on the estimated total billed charges. With swift provider sign-off, the member received this critical surgery the very next day. Throughout the process, Valenz engaged early and often, ensuring alignment of all parties, including the broker, carrier, employer group, provider and TPA, leading to an expedited resolution so the member could receive care as soon as possible.

Results Driven by Engaging Early and Often

\$900K+

Savings over estimated
total billed charges

70%

Cost reduction

1 Day

Time between provider
sign-off and surgery



Contact us today to learn about smarter, better, faster healthcare at info@valenzhealth.com or (866) 762-4455.

