

\$900k+ in Savings with Early Engagement and Pre-Negotiation Strategies

Through strategic pre-negotiation, Valenz Health[®] collaborated across broker, carrier, employer group, provider, and third-party administrator (TPA) to achieve expeditious care and savings of more than \$900,000 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 the Valenz Clinical Bill Review solution) to eliminate potential overpayments and payment errors by leveraging the Valenz Market Sensitive (VMS[®]) methodology to determine a fair and reasonable operation cost.

At the same time, by engaging early and often through the process to ensure alignment of all parties (broker, carrier, employer group, provider, and TPA), Valenz worked toward an expedited resolution so the member could receive care as soon as possible.

Results

With the VMS methodology, Valenz negotiated a 70% reduction in costs, with provider sign-off at \$379,000 — saving more than \$900,000 on estimated total billed charges.

Provider engagement strategies also enabled swift provider sign-off, allowing the member to receive this critical surgery the very next day.

\$900,000+

in savings over estimated
total billed charges

70%

cost reduction

1 Day

time between provider
sign-off and surgery