

CASE STUDY

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

Vālenz Health® advances healthcare through technology and expertise to optimize cost, quality, access, and utilization for all.

Through strategic pre-negotiation, Valenz 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.

\$900K+

in savings over estimated
total billed charges

70%

cost reduction

Challenge

A member of a self-insured health plan required a complex, high-cost surgical procedure. 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 Bill Review** solution, to eliminate overpayments and payment errors by leveraging the **Valenz Market-Sensitive (VMS®) repricing methodology** to determine a defensible operation cost.

Results

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 estimated total billed charges.

By aligning all involved parties, Valenz supported an expedited resolution with swift provider sign-off, allowing the member to receive necessary care as soon as possible.

Ready to optimize your healthcare strategy? Contact us today.
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