

Case Study

Group Number Four

**AIMM's P3CM™ Step 1 Interventions Saves
nearly \$2.5 mil in Medical Claims Cost**



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2005

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Health Plan Case Study

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Business Situation

Like many self-funded companies, Group Number Four recognized the need for assistance tackling skyrocketing health care costs while simultaneously ensuring employee satisfaction. The challenge was finding the right match for the company as a whole. Realizing shocking trends, the group investigated their cost containment options and in 2005 made the commitment to partner with Ault International Medical Management, LLC (AIMM).

The initial limited rules of involvement were documented to guide AIMM in meeting their needs while building a cooperative relationship. Both parties understood from the beginning that this union would need to be built on trust. A trial period of one year was agreed upon as a way for AIMM to initiate exclusive programs and for the group to build confidence in a new and cutting edge medical management model – P3CM™.

Solution Description

In early 2005, AIMM initiated step 1 of P3CM™ interventions with this group. These interventions included Utilization Management & Catastrophic Case Management only. Many employees' lives were touched. Some oncology patients were given information to decrease side effects from their chosen treatments. Parents of young children stricken with tragic illness felt empowered to raise questions to their providers.

The ensuing year demonstrated AIMM's ability to limit plan costs and improve employee satisfaction by employing evidence-based, best-in-class, clinical criteria and standards to begin creating wise consumers of health benefits within the plan's population, and by holding providers accountable for delivering care that meets the highest standards of quality. Hospital length of stay and admissions per thousand were decreased, bringing them more in line with the Milliman Care Guidelines Benchmarks for a well-managed health plan. Story after story of success has not only strengthened the working relationship of these two companies, but also saved the group millions of dollars in a single year.

The year prior to their collaboration, medical, prescription and dental claims for the group were trending out of reason with an expected medical claims increase of 15% for 2005. The one-year trial period for medical management yielded medical claims savings of \$2,459,288 in 2005. Strategies for containing all types of claims are available through AIMM but were not yet subscribed to by the group. Without use of full P3CM™, and without permission to interact with employees on a more proactive CARE management type model, these savings are only a fraction of the full potential.

Analysis of the inaugural year revealed numerous additional benefits to the group, and furthered them developing their partnership with AIMM in the coming years. Moving forward, the group and AIMM are implementing additional components of P3CM™ to further magnify the savings potential. The next steps include the addition of light case management and the ability to more openly talk with members experiencing acute health issues. Each process will continue to be evaluated and modified to continue fostering the environment of trust and collaboration so passionately pursued in 2005. Each year is bound to bring a stronger, more trusting relationship between the employees, the self-funded plan, and medical management company.

For Additional Information Contact:

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P3CM™ Utilizes Evidence-Based, Best-In-Class, Clinical Criteria and Standards to create Wise Consumers of Health Benefits within the Health Plan's Population by a revolutionary approach to blending/integrating: Utilization Management * Catastrophic Case Management * Light Case Management * Maternity Management * Transplant Coordination * 24/7 "Nurse-On-Call" Telephone Triage * Disease Management * Wellness Management * Claims Data Mining/Predictive Risk Modeling * Health Risk Assessment Surveys

* Work-Site Wellness Programs * Health Fairs * Population Management Health Initiatives * Smoking Cessation * Obesity Management * EAP

Taking AIMM at healthcare costs and quality

* Health Plan Consulting * Absence Management * Other Client-Specific Programs.

