

HORAN Data Warehouse Case Studies

Background - Excessive spend at the Emergency Room led to client examining which members were causing this increase in cost

Analysis - Isolating abusive members down to the zip code allowed further analysis on why they were choosing the ER over lower cost alternatives

Resolution - Partnering with the carrier, the group invested heavily in communications targeting these specific populations and highlighted available alternative places of treatment

Top 10 Zip Codes by Visits

			Members	Claimants	Visits	Paid/Claimant
41042	Florence	KY	319	37	73	\$1,488
41017	Ft. Mitchell	KY	373	38	70	\$732
45248	Cincinnati	OH	189	29	66	\$648
45238	Cincinnati	OH	253	39	58	\$704
45069	WestChester	OH	269	30	57	\$1,313
41051	Independence	KY	292	37	56	\$1,237
45011	Hamilton	OH	313	33	55	\$2,847

Top 10 Zip Codes by Paid per Claimant (with at least 15 visits)

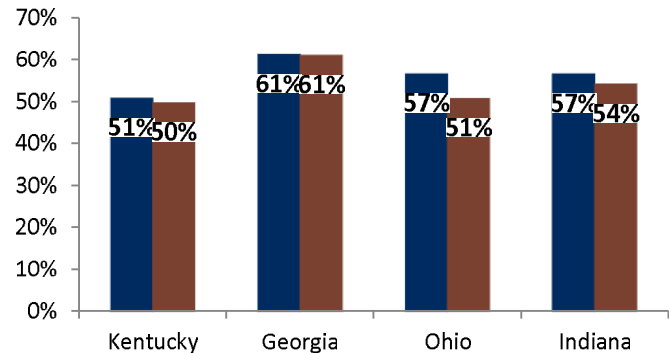
			Members	Claimants	Visits	Paid/Claimant
43130	Lancaster	OH	9	4	19	\$11,328
45255	Cincinnati	OH	159	12	25	\$3,612
45011	Hamilton	OH	313	33	55	\$2,847
45236	Cincinnati	OH	102	12	27	\$2,419
45039	Maineville	OH	111	17	36	\$2,313
45030	Harrison	OH	112	16	33	\$2,220
41094	Walton	KY	140	19	25	\$1,978
45014	Fairfield	OH	198	23	44	\$1,803
47025	Lawrenceburg	IN	124	15	25	\$1,699
41075	Fort Thomas	KY	219	23	31	\$1,597

Background - Multi-state group believed that current network might be inadequate for all locations

Analysis - Focusing on network discounts by location proved that network contracting was actually not an issue

Resolution - Now assured that the right network partner was in place, client was now able to focus on implementing the correct clinical programs by location

■ Current Discount ■ Prior Discount



Background - Client was receiving a high renewal from their stop loss carrier and the market was uncompetitive

Analysis - Using the predictive modeling tools, HORAN was able to verify that certain high cost claimants were actually going to go down in cost next year

Resolution - Ultimately a stop loss carrier reviewed our findings and was able to provide a firm proposal that offered significant savings compared to renewal

Top Prospective High Cost Claimants

Condition Summary	Risk Score	Expected Allowed PMPY	Actual Claims Last 12 Months
1. Septicemia	63.0	\$277,055	\$636,296
2. Chronic Pancreatitis	57.6	\$253,371	\$280,122
3. Regional Enteritis	22.5	\$98,901	\$200,944
4. Acute Diastolic Heart Failure	20.0	\$88,083	\$72,770

	Current	Renewal	Option 1
Age	Medical & Rx	Medical & Rx	Medical & Rx
Contract Type	24/12	24/12	24/12
Cost Deductible	\$110,000	\$110,000	\$110,000
Enrolled	112	\$48.14	\$68.35
	263	\$113.53	\$159.87
Annual Premium	\$423,001	\$596,412	\$498,694
Percentage		41.0%	17.9%
Age		\$173,411	\$75,693