

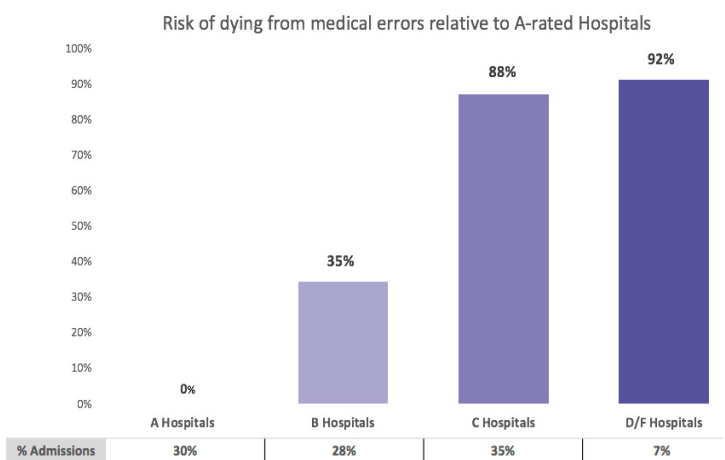
# Quality Care Is a Value Driver

## Reducing Healthcare Costs, Adding More Choice, and Delivering Better Outcomes Through Centers of Excellence

Wellnecity mines data-driven insights as our proactive management team takes action to help employer health plans perform better. Increasing utilization of the safest healthcare facilities is one of the many opportunities where Wellnecity delivers results.

### ISSUES

- Medical errors are a leading cause of death in the U.S. (440k annually) and are preventable
- The chances of dying from a medical error are substantially higher at poorly rated hospitals (see graph)
- Nearly one-third of all surgeries in the U.S. are unnecessary



### SOLUTION

- Utilize a Centers of Excellence approach, allowing the most complicated cases to be handled by the top providers nationally that are incentivized by health outcomes, not production volume

### IMPACT

- Reduce unnecessary surgeries and increase options for employees
- Utilize risk-neutral, non-surgical care plans
- Through precontracted rates, pay 50% less for white-glove service for required surgeries
- Enable significant quality of life differences for at-risk populations

“After a week of testing at Mayo (Clinic), they found that I was cancer free and provided another option of care. I didn’t have to have the radical surgery.”

— Employee of Wellnecity Client

## SAFETY MATTERS

Aren't all hospitals the same? In short, no – which is why A, B, C, and D designations exist. Medical errors are the third leading cause of death in the U.S. (440k annually), surpassing the number of deaths caused by car accidents, breast cancer, and HIV/AIDS. That means that it is critically important to choose a hospital with a good track record of keeping its patients safe from harm. For example, receiving care at a “B”-rated hospital increases the risk of dying relative to an “A”-rated hospital by more than one-third, receiving care at a “C”-rated hospital nearly doubles the risk of dying relative to an “A”-rated hospital. Quality matters.

## HIGHER SAFETY AND LOWER COST CAN CO-EXIST

Even though healthcare pricing in the U.S. is opaque and complex, safer care does not necessarily cost more. In fact, safer care often costs less. When incentives are properly aligned for quality health outcomes relative to healthcare quantity (i.e. fee-for-service), results can be quite surprising. Taking advantage of Centers of Excellence (COE) programs, like Edison Healthcare, patients gain access to the top 2% of health providers in the U.S. at premier medical institutions. Even with travel and white-glove service for patients, COE treatments can cost 50% less than similar procedures conducted locally for highly complex treatments, such as joint replacements, organ transplants, and cancer interventions. Given appropriate incentives, nearly one-third of procedures are avoided with COE care plans, because optimal health outcomes are the key metric.

## LIFE-CHANGING OUTCOMES

Beyond the program benefits, COEs can create life-changing outcomes for high-risk patients. Sarah (name changed), an employee of a Wellnecity client, was diagnosed with cancer. After chemotherapy and radiation, a potentially debilitating surgery was recommended. Because her company works with Wellnecity, she learned of the COE program offered through her employer and was able to visit the Mayo Clinic in Arizona for a second opinion. After a week of testing she was found to be cancer free. With observation over the next two years, she could avoid a life-altering surgery with no increased risk. While Sarah experienced a life-affirming outcome, it is also incredible that with the right incentives in place as a result of Wellnecity's support, approximately \$50K was saved for a better health outcome. And, for Sarah, “[it] saved [her] life.”

### Powered by Wellnecity

Data-driven insights and a proactive management team power Wellnecity to help employers make their health plans excel. For Sarah, as with other client employees, Wellnecity is continuously delivering a robust value assessment, integrating state-of-the-art strategies, supporting employee education, and driving timely and relevant utilization for plan members.

Contact us today to help make your health plan reach peak performance.

**Wellnecity**<sup>®</sup>