
Egyptian Trust 2016 Bookkeeper's Meeting



Healthcare Bluebook™



Agenda

- Healthcare Bluebook 101
- How to Access
- Go Green to Get Green Rewards
- PreCare Outreach
- Q&A

OUR SOLUTION

① Purpose

② Approach



Practical



Simple



At or Below Fair Price



Slightly Above Fair Price



Highest Price

OUR SOLUTION

① Purpose

② Approach



Practical



Simple



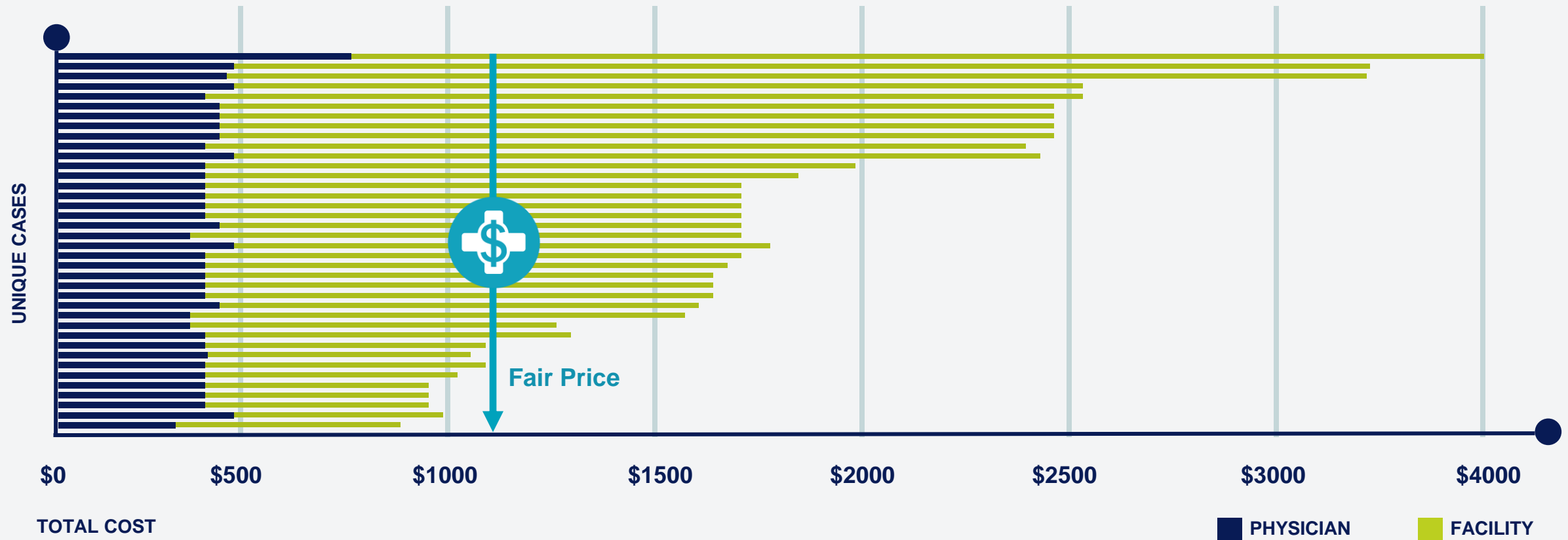
Integrated



EGYPTIAN AREA SCHOOLS	CARE COORDINATORS BY QUANTUM HEALTH
Access Your Benefits	
Find In-Network Providers	
View Claims	
Print/Request ID Card	
Add/Change PCP	
Forms	
Healthcare Bluebook	
Filing an Appeal	
Referral and Pre-Certification Process	
Prescription Drug Program	
Teladoc	
Vision Services, Optional by District	
Dental, Optional by District	
Life Insurance Program	

It's not the *physician*, it's the *facility*...

PRICE VARIABILITY FOR COLONOSCOPY (NO BIOPSY)



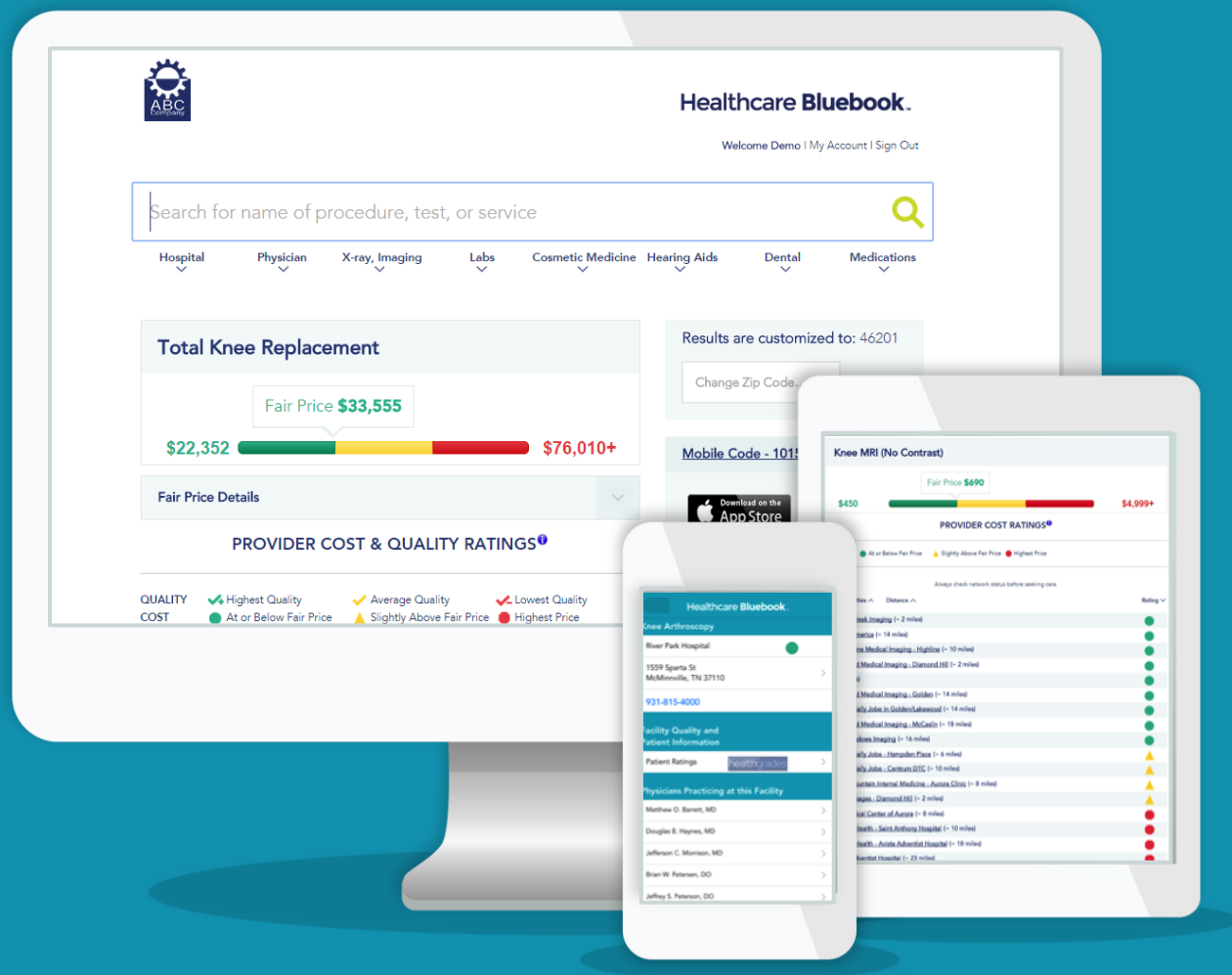
Healthcare Price Variance Report

St. Louis

Procedure	Low Price	High Price	Variance
Abdominal Ultrasound	\$104	\$892	856%
Carpal Tunnel Surgery	\$1,561	\$13,862	888%
Chest CT (no contrast)	\$209	\$2,900	1386%
Cholecystectomy (laparoscopic)	\$3,210	\$21,952	684%
Colonoscopy (screening)	\$959	\$6,092	635%
Ear Tube Placement (Tympanostomy)	\$1,392	\$8,408	604%
Hysteroscopy (with biopsy)	\$1,624	\$18,885	1163%
Knee Arthroscopy	\$1,850	\$14,122	763%
Shoulder MRI (no contrast)	\$418	\$3,595	859%
Sleep Study	\$784	\$5,865	748%
Average Variance			859%

EQUIVALENT VARIANCE IN A GALLON OF GAS	\$2.20	\$18.89	859%
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What gas would cost per gallon with the same price variance



THE EASY SHOPPING EXPERIENCE

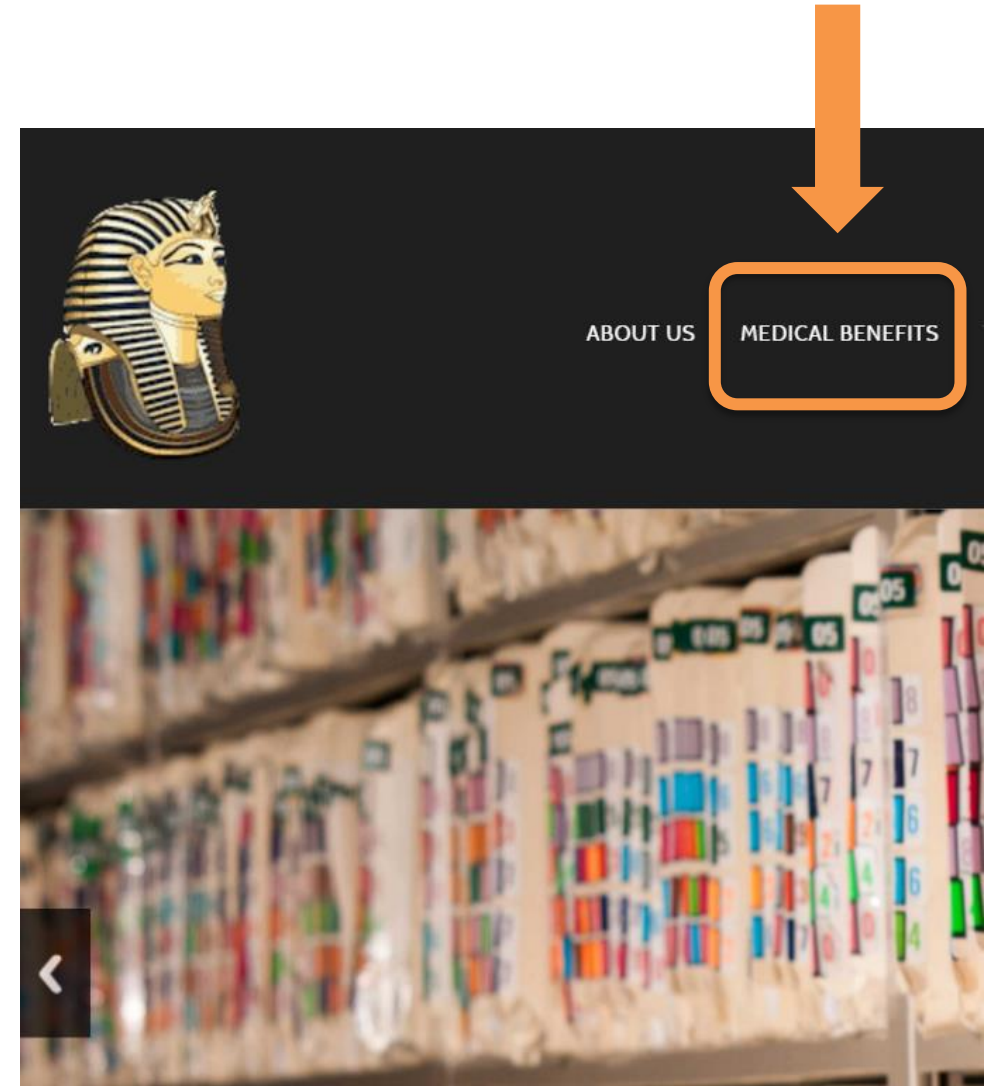
Access via Coordinated Health/Care



The screenshot shows the website for Egyptian Area Schools, managed by Quantum Health. The top navigation bar includes links for 'Provider? Click here.', 'Call a Care Coordinator (855)452-9997', 'Live Chat', and 'Email a Care Coordinator'. Below this is a 'Sign In' section with fields for 'user name' and 'password', and links for 'Forgot password?' and 'Forgot user name?'. The left sidebar is divided into three main sections: 'Access Your Benefits', 'Get To Know Your Plan', and 'Health & Wellness'. The 'Access Your Benefits' section contains links for 'Find In-Network Providers', 'View Claims', 'Print/Request ID Card', 'Add/Change PCP', 'Forms', 'Healthcare Bluebook' (highlighted with an orange box), 'Filing an Appeal', 'Referral and Pre-Certification Process', 'Prescription Drug Program', 'Teladoc', 'Vision Services, Optional by District', 'Dental, Optional by District', 'Life Insurance Program', and 'Flexible Benefits, Optional by District'. The 'Get To Know Your Plan' section contains links for 'Plan Documents', 'Maximize Your Benefits', 'Primary Doctor', 'Health Plan News', 'Care Coordinators', 'Privacy Policy', and 'Newsletters'. The 'Health & Wellness' section contains links for 'Your Incentive Checklist', 'Healthwise', 'Health Tips', and 'July Health Topic'. The main content area features a large image of a smiling woman wearing a headset, with the text 'CARE COORDINATORS' and 'Passionate about helping people... starting with you! >'. Below this is a quote from a plan participant: 'I've had to deal with many customer service representatives in my years, and I really appreciate the time and consideration your Care Coordinators took in helping me. Never did they make me feel rushed, or feel uneducated... Heck, I'm a nobody, but even a nobody knows what it feels like when someone treats them like a somebody!' —Plan Participant. At the bottom, there are two promotional boxes: a green one for 'MONTHLY HEALTH TOPIC >>>>>>' and a white one with a blue border for 'See how you can reduce healthcare costs with: Healthcare Bluebook Watch this short video >>>'.

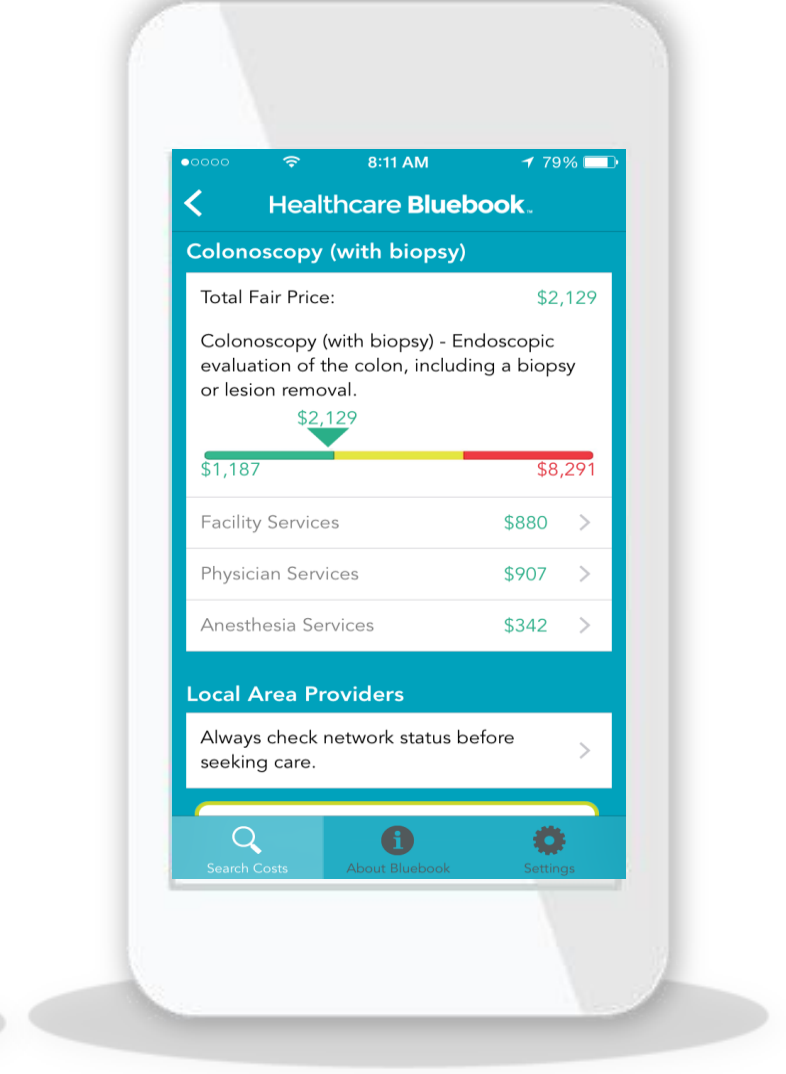
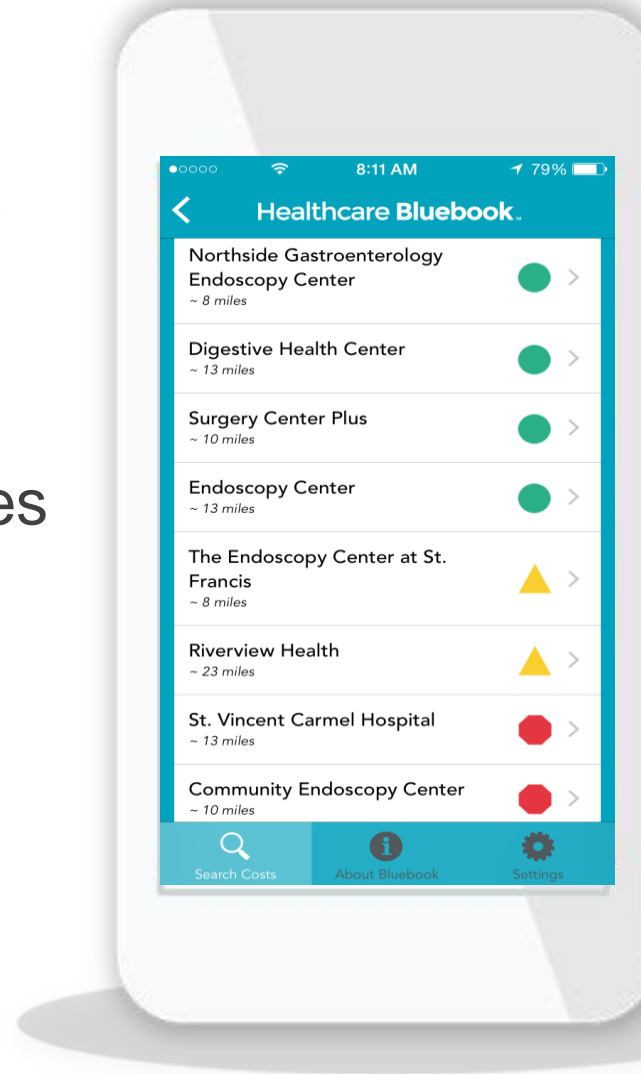
Access via egtrust.org

- Access via www.egtrust.org
 - Look for “Find a Fair Price for Medical Services – Healthcare Bluebook” under the second tab, Medical Services
- Login
 - Last name
 - Last four of SSN



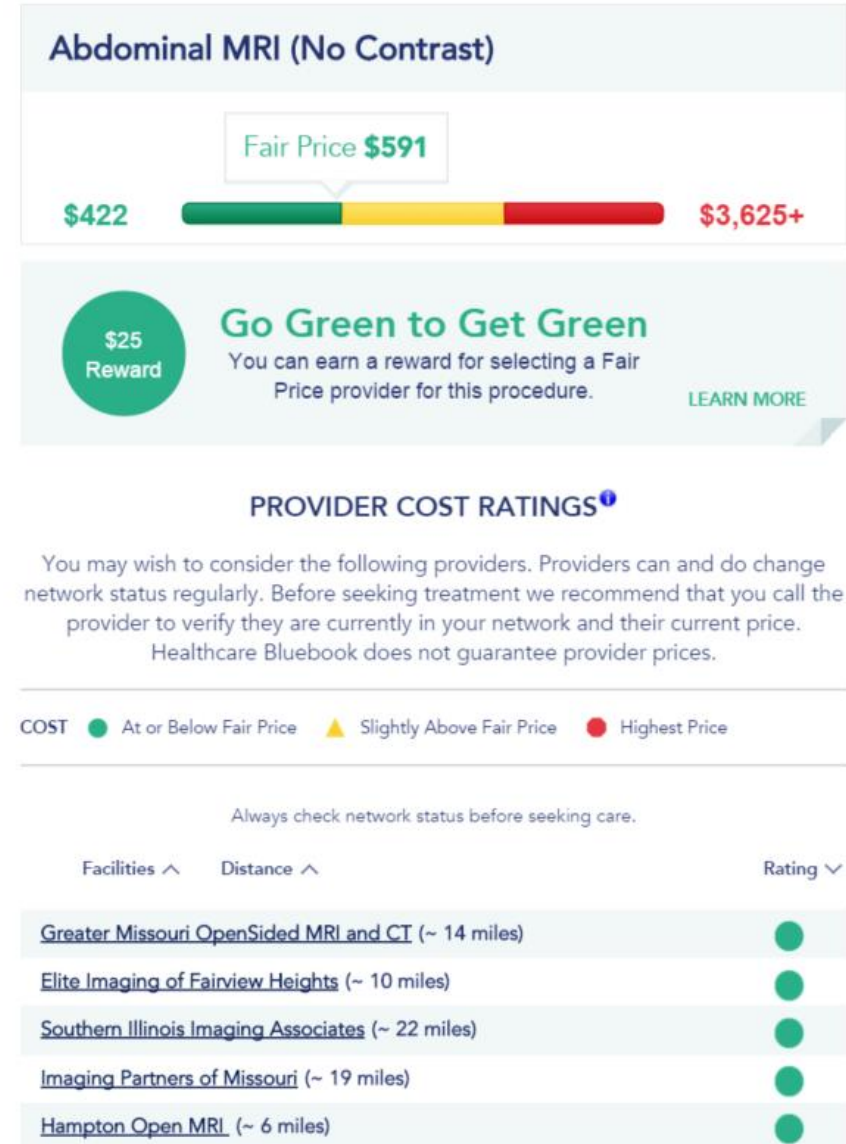
Mobile app for iPhone and Android

- Find Fair Prices on the go with the free Healthcare Bluebook app
- Available to download via iTunes and Google Play store
- iPhone, iPad and Android devices
- Unique user code available on website



How to Search

1. What do I need?
2. What should it cost?
3. Where should I go?



REWARDS





How Does It Work?

- Rewards for Select ShopSmart Procedures
- Healthcare Bluebook Administered
 - No Forms to Submit
 - Check is mailed to employee's home address
- Rewards are issued on a monthly basis



Arm MRI (No Contrast)

Fair Price **\$1,262**

\$393   **\$1,757+**




\$25
Reward

Go Green to Get Green

You can earn a reward for selecting a Fair Price provider for this procedure. [LEARN MORE](#)




PROVIDER COST RATINGSⁱ

Providers are displayed by cost rating - least expensive to most expensive. Check the provider's network status and price before making an appointment.

COST  At or Below Fair Price  Slightly Above Fair Price  Highest Price

Always check network status before seeking care.

Facilities ^ Distance ^ Rating v

Proscan Imaging Of Carmel (~ 13 miles)	
Merton Medical Imaging (~ 3 miles)	
Medical Diagnostics South (~ 7 miles)	

Rewards Procedures

THE FOLLOWING SHOPSMART PROCEDURES AND REWARD AMOUNTS ARE BASED ON HEALTHCARE BLUEBOOK'S ANALYSIS OF TOP SAVINGS OPPORTUNITIES

Procedure Name	Amount
Most CTs	\$25
Most MRIs	\$25
Transthoracic Echocardiogram (TTE)	\$25
Transthoracic Echocardiogram (TTE) (with doppler)	\$25
Cataract Surgery	\$50
Cholecystectomy (laparoscopic)	\$50
Ear Tube Placement (Tympanostomy)	\$50
Heart Perfusion Imaging	\$50

Procedure Name	Amount
Lithotripsy	\$50
Removal of Adenoids	\$50
Sleep Study	\$50
Tonsillectomy	\$50
Colonoscopies	\$100
Knee Arthroscopy	\$100
Shoulder Arthroscopy	\$100
Upper Gastrointestinal Endoscopies	\$100

PreCare Outreach

- Phone calls from HCBB Member Services team to member
- Help employee understand cost difference and transition to high value provider for select services
- Rewards can be earned for eligible services

Savings Examples – St. Louis Area

Knee MRI (with contrast)



Sleep Study



Total Hip Replacement



Questions?



Contacts

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