

January 19, 2017

HEALTHCARE HIGHWAYS
PRESENTATION FOR OKLAHOMA COUNTY

# **HEALTHCARE HIGHWAYS – COMPANY OVERVIEW**





# **NETWORK SOLUTIONS – HCH PLUS**



**HCH PLUS** - Large comprehensive network

- Extensive statewide PPO network
- Minimal disruption for members
- National wrap included outside of Oklahoma
- Discounts competitive with the top carrier health plans
- Willingness to recruit identified non-network providers

### HEALTHCARE HIGHWAYS PARTIAL CLIENT LISTING

# He-IthChoice MCAFEESTAFT HAL



















































# **TOP 10 PROVIDERS**

EMPLOYERS WITH ACCESS										
EMPLOYEE	EMPLOYEE PROVIDER			DER	WITH ACCESS		ACCESS	AVERAGE DISTANCE IN MILES		
NAME	NUMBER	NAME	STANDARD	UNIQUE #	LOCATIONS	#	%	1	2	3
Oklahoma County	1,719	Hospitals	1 in 15 miles	4,433	4,634	1,677	97.6	3.7	4.6	5.1
		PCP	2 in 15 miles	225,747	114,113	1,716	99.8	1.7	1.9	2.1
		Specialist	2 in 15 miles	593,454	208,645	1,717	99.9	1.3	1.5	1.7

TOP 10 PROVIDERS – OKLAHOMA COUNTY						
RANK	HOSPITAL	TOTAL CHARGES	PARTICIPATION IN HCH NETWORK			
1.	MERCY HEALTH CENTER INC	\$2,797,166	Yes			
2.	ST ANTHONY HOSPITAL	\$2,110,167	Yes			
3.	OU MEDICAL CENTER	\$1,730,639	Yes			
4.	INTEGRIS BAPTIST MED CTR	\$1,636,638	Yes			
5.	MIDWEST REGIONAL MEDICAL CENTER	\$1,342,479	Yes			
6.	INTEGRIS SOUTHWEST MEDICAL CENTER	\$953,372	Yes			
7.	SURGERY CENTER OF OKLAHOMA	\$914,763	Yes			
8.	MCBRIDE ORTHO DBA ATLAS BILLING	\$782,157	Yes			
9.	OKLAHOMA HEART HOSPITAL	\$717,231	Yes			
10.	DEACONESS HOSPITAL	\$611,911	Yes			



## **OKLAHOMA COUNTY SAVINGS ANALYSIS**

### **NETWORK DISRUPTION PERFORMANCE – HEALTHCARE HIGHWAYS**

NETWORK	TOTAL CHARGES	PARTICIPATION
Participating Providers	\$25,127,464	92.3%
Non Participating Providers	\$2,094,286	7.7%
Network Performance	\$27,221,750	100.0%

#### **NETWORK DISCOUNT PERFORMANCE – HEALTHCARE HIGHWAYS**

NETWORK	TOTAL CHARGES	TOTAL ALLOWABLE	DISC %	TOTAL SAVINGS
HCH Network	\$25,127,464	\$12,061,183	52.0%	\$13,066,281
First Health Network	\$25,127,464	\$14,573,929	42.0%	\$10,553,535
HCH NETWORK ESTIMATED SAVINGS				\$2,512,746

#### **NOTES:**

- All matches were based on TIN
- Excluded claims have been removed. Excluded claims may include but are not limited to zero or negative charges, county services, veteran's facilities, pharmacies, and dental providers.
- Cost savings estimates are based on most recent claims file received and corresponding utilization. Total projected savings are not guaranteed.



## PROVIDER NOMINATION FORM



#### Healthcare Highways Provider Nomination Form

Please use this form to nominate an individual medical provider only.

Please complete this form if you wish to recommend a provider for possible contracting into Healthcare Highways. You may either mail or fax your completed nomination form to:

Healthcare Highways Attn: Network Development P.O. Box 560427 The Colony, TX 75056 Fax: (214) 390-2139

Please note this nomination does not guarantee the nominated practitioner will become a participating provider of Healthcare Highways. Providers must satisfy our business needs and requirements, including, but not limited to Healthcare Highways' credentialing and contracting requirements. Please note that the nomination process can take 90-120 days.

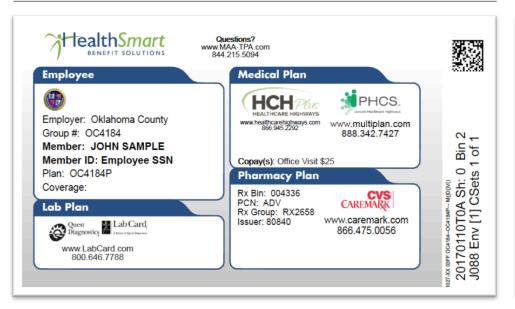
Your Information			
Name:		Date:	
Phone:		E-mail:	
Employer Name:			
May we use you as a reference?	Yes □	No 🗆	
Provider Information			
Name of Provider:			
Street Address:			
City:	_ State:	Zip Code:	
Physician Office Number:			

If you have any questions regarding a provider nomination, please call Service Operations at: (866) 945-2292.



## SAMPLE ID CARD

### FRONT BACK







## **NETWORK DISCOUNT GUARANTEE – OKLAHOMA COUNTY**

### **NETWORK DISCOUNT GUARANTEE**

TARGET NETWORK DISCOUNT: 52.0%

ACHIEVED NETWORK DISCOUNT %	% OF ACCESS FEES AT RISK
48.0% or greater	0%
47.0% - 47.9%	10%
46.0% - 46.9%	25%
45.0% - 45.9%	40%
Less than 45.0%	50%

#### **NOTES:**

- HCH agrees to reimburse Oklahoma County the applicable percentage of the Network Access Fee noted in the table above based on any shortfall in network discounts achieved up to a maximum of 50% of the HCH Network Access Fee.

# **THANK YOU!**

### **NETWORK SALES INQUIRIES**

MITCH MCCAULEY

VICE PRESIDENT, PAYER SERVICES SALES

469-305-4409

Mitch.Mccauley@healthcarehighways.com

### **NETWORK ACCT. SERVICE INQUIRES**

MELANI WELCHEL

ACCOUNT EXECUTIVE

405-440-8814

Melani.Welchel@healthcarehighways.com

