



January 19, 2017

**HEALTHCARE HIGHWAYS
PRESENTATION FOR OKLAHOMA COUNTY**

HEALTHCARE HIGHWAYS – COMPANY OVERVIEW



01

Our mission is to deliver the highest quality care at the lowest cost

02

Innovative network solutions company

03

Building sustainable improvements in healthcare affordability

04

Focused on partnering with providers in local communities

NETWORK SOLUTIONS – HCH PLUS

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

HealthChoice

McAfee & Taft
ATTORNEYS & COUNSELORS

HALL
ESTILL
ATTORNEYS AT LAW

 **LEGACY BANK**

Bixby The Natural Choice
for Business


VARIETY CARE


Southern Hills
COUNTRY CLUB

 **Oklahoma**
Blood Institute

MARDEL
HOBBY LOBBY
HEMISPHERES


JACKSON COUNTY
Memorial Hospital


GRIFFIN COMMUNICATIONS, L.L.C.


CITY OF MOORE
OKLAHOMA
1889

LSU

 **Norman Regional**
HEALTH SYSTEM


Advance Pierre
Foods

Comanche
County
Memorial
Hospital


St. Anthony

SSM
HEALTH CARE

GREAT PLAINS
REGIONAL MEDICAL CENTER

TULSA FIRE
LOCAL 176


City of Okmulgee

DUNCAN
REGIONAL HOSPITAL
Caring for Community

GRADY
MEMORIAL
HOSPITAL

Stillwater Medical Center

 **MRHC**
McAlester Regional Health Center

INTEGRIS

 **memorial hospital**
& physician group


Healthcare
Highways

TOP 10 PROVIDERS

EMPLOYERS WITH ACCESS										
EMPLOYEE		PROVIDER				WITH 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



Questions?
www.MAA-TPA.com
844.215.5094




Employee




Employer: Oklahoma County
Group #: OC4184
Member: JOHN SAMPLE
Member ID: Employee SSN
Plan: OC4184P
Coverage:

Medical Plan




HEALTHCARE HIGHWAYS
www.healthcarehighways.com
866.945.2292




www.multiplan.com
888.342.7427

Copay(s): Office Visit \$25

Lab Plan




www.LabCard.com
800.646.7788



A Division of Quest Diagnostics

Pharmacy Plan

Rx Bin: 004336
PCN: ADV
Rx Group: RX2658
Issuer: 80840




www.caremark.com
866.475.0056

1027-XX 03FF OC4184-OC4184P--MID000

20170110T0A Sh: 0 Bin 2
J088 Env [1] Csets 1 of 1

BACK



Medical Claims Submission

EDI: Payer ID 37256

Mail: HealthSmart Benefit Solutions
PO Box 42096
Oklahoma City, OK 73123-3005

844.215.5094

Eligibility

Please telephone HealthSmart to obtain certification of any hospital admission: 844.215.5094

For automated Eligibility and Benefits go to www.maa-tpa.com

This card is for identification purposes ONLY and is NOT a guarantee that any coverage is in force. Refer to the Plan Document for details.


Customer Service Information

Contact HealthSmart Customer Service Department at 844.215.5094

To locate a Multiplan provider when using out of network benefits
888.342.7427 / www.multiplan.com

MRI/CT/PET Scans

For MRI, CT and PET scans call One Call Medical: 888.458.8746 or www.onecallmedical.com



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 MORCAULEY

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