

3 SECRETS TO DESIGNING AN *UNHITTABLE HEALTH PLAN*



ANDY NEARY
STRIKING OUT THE STATUS QUO



**HOW CAN YOU
PITCH
WHEN YOU'RE
5'6?!?**



MINDSET IS ALL THAT MATTERS

*2017 Milliman Medical Index



CONFIDENCE

COMPETENCE

COURSE OF ACTION



1

Medical Loss Ratio (MLR)

*2017 Milliman Medical Index



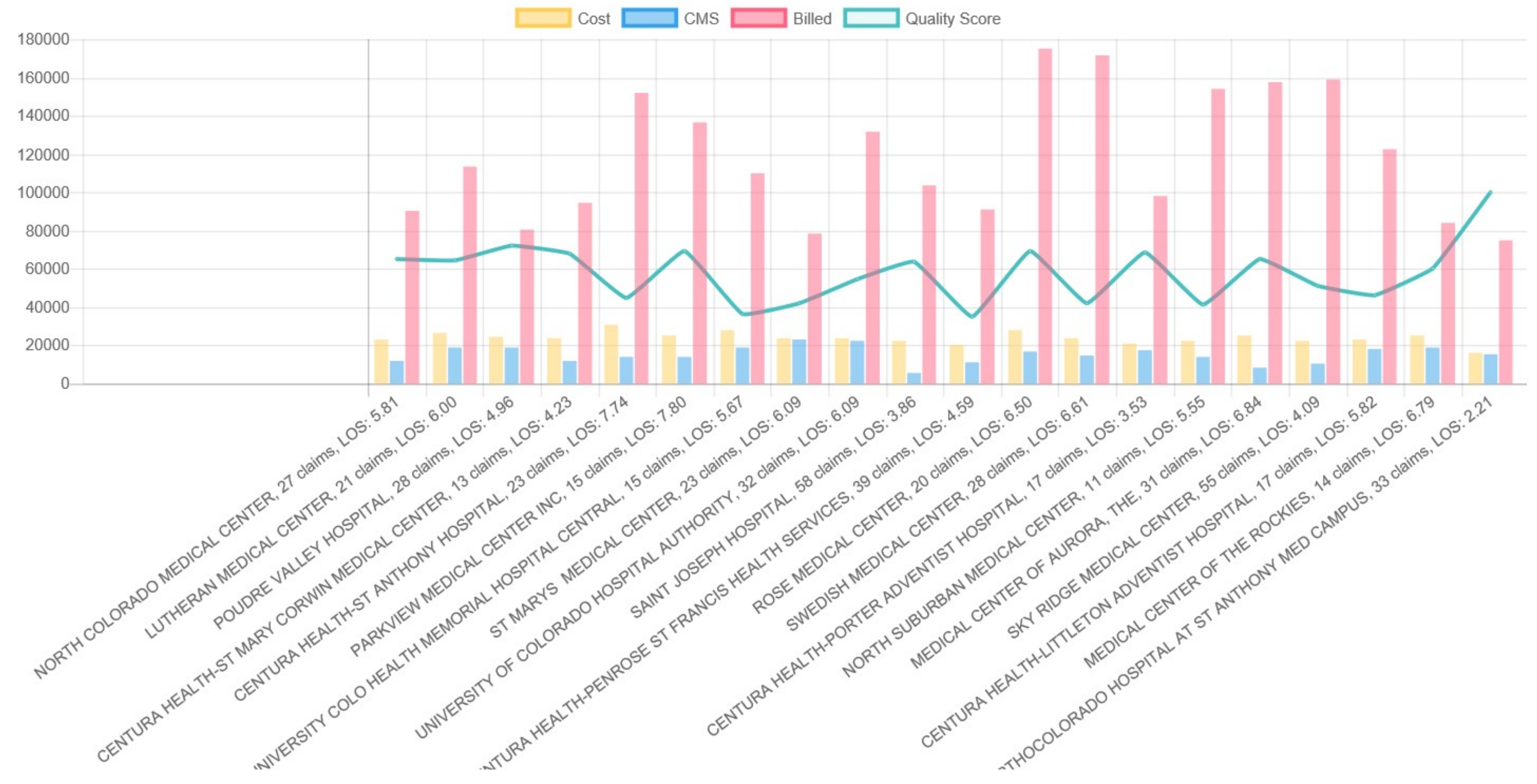
2

469 MAJOR JOINT REPLACEMENT OR REATTACHMENT OF LOWER EXTREMITY W MCC in Colorado

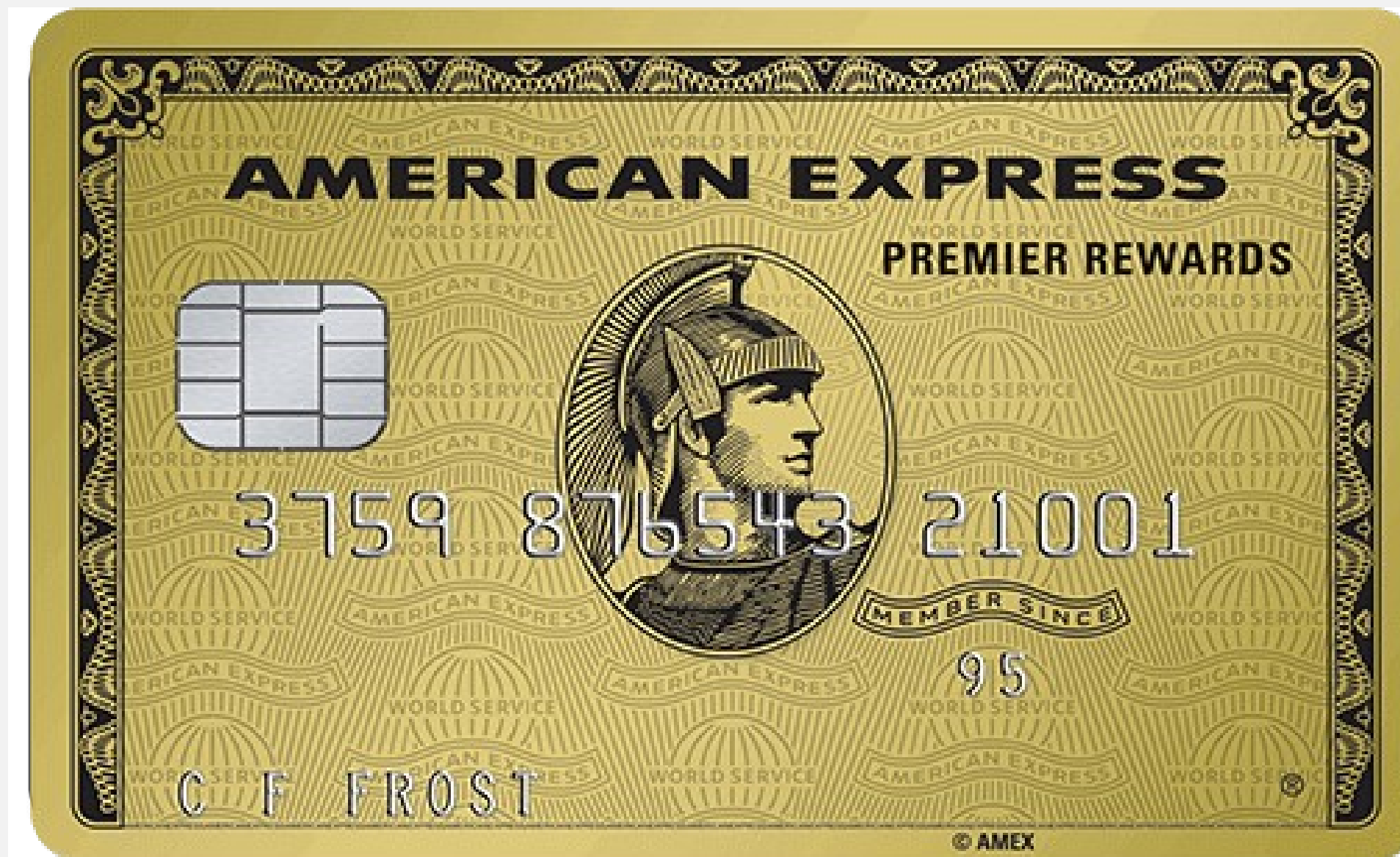
NORTH COLORADO MEDICAL CENTER, 27 claims, LOS: 5.81
LUTHERAN MEDICAL CENTER, 21 claims, LOS: 6.00
POUDRE VALLEY HOSPITAL, 28 claims, LOS: 4.96
CENTURA HEALTH-ST MARY CORWIN MEDICAL CENTER, 13 claims, LOS: 4.23
PARKVIEW MEDICAL CENTER, 23 claims, LOS: 7.74
ST MARYS MEDICAL CENTER INC, 15 claims, LOS: 7.80
UNIVERSITY OF COLORADO HOSPITAL CENTRAL, 15 claims, LOS: 5.67
SAINT JOSEPH HOSPITAL, 23 claims, LOS: 6.09
CENTURA HEALTH-PENROSE ST FRANCIS HEALTH SERVICES, 58 claims, LOS: 6.09
SWEDISH MEDICAL CENTER, 39 claims, LOS: 3.86
NORTH SUBURBAN MEDICAL CENTER, 20 claims, LOS: 4.59
MEDICAL CENTER OF AURORA, THE, 28 claims, LOS: 6.50
CENTURA HEALTH-LITTLETON ADVENTIST HOSPITAL, 17 claims, LOS: 6.61
SKY RIDGE MEDICAL CENTER, 11 claims, LOS: 3.53
MEDICAL CENTER OF THE ROCKIES, 31 claims, LOS: 5.55
ADVENTIST HOSPITAL, 55 claims, LOS: 6.84
HOSPITAL AT ST ANTHONY MED CAMPUS, 17 claims, LOS: 4.09
ST ANTHONY MED CAMPUS, 14 claims, LOS: 5.82
ST ANTHONY MED CAMPUS, 33 claims, LOS: 6.79
ST ANTHONY MED CAMPUS, 33 claims, LOS: 2.21



469 MAJOR JOINT REPLACEMENT OR REATTACHMENT OF LOWER EXTREMITY W MCC in Colorado



3



MINDSET IS ALL THAT MATTERS

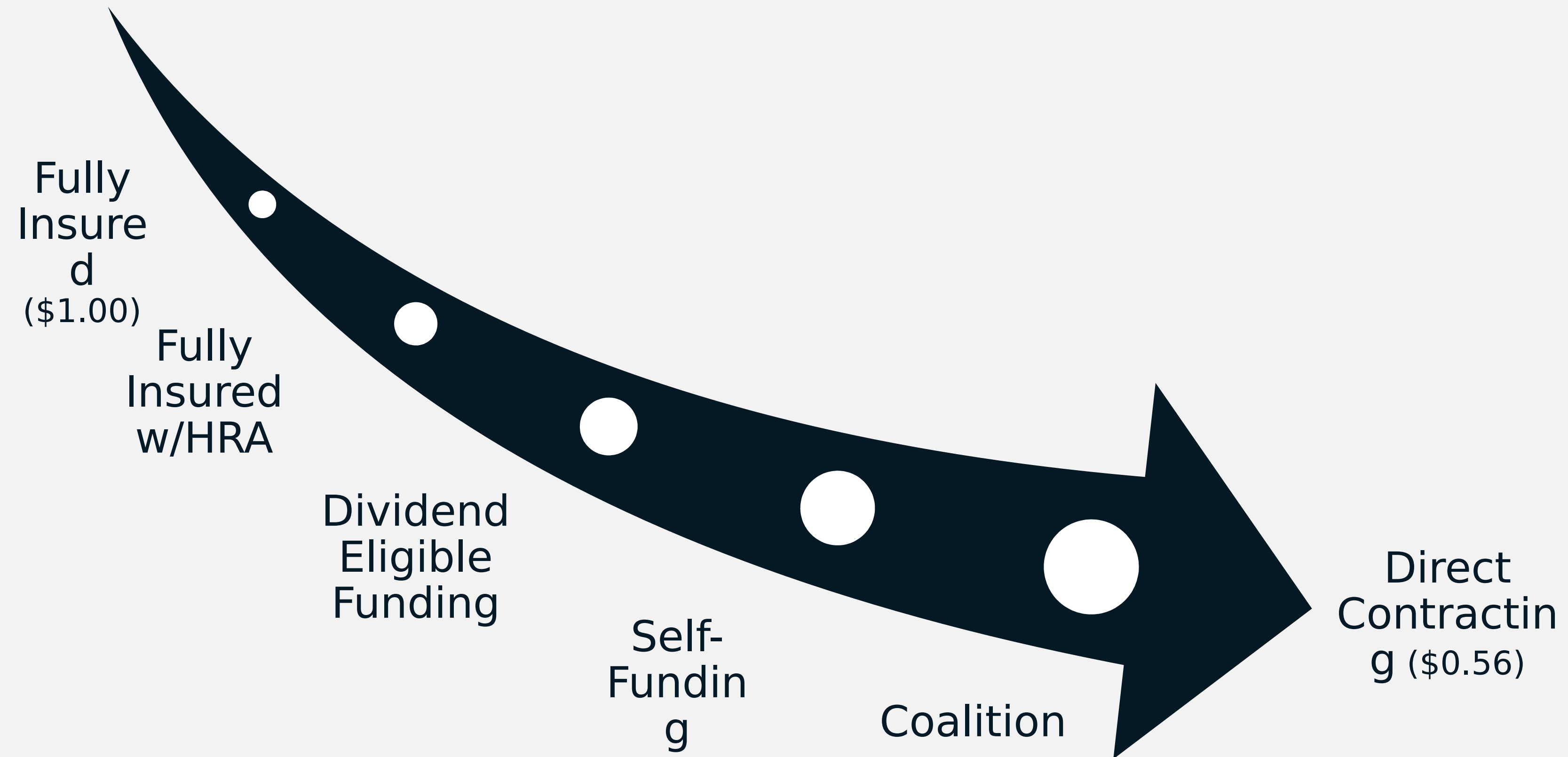
*2017 Milliman Medical Index



FINANCING RISK

*2017 Milliman Medical Index





CATASTROPHIC RISK

*2017 Milliman Medical Index



Freque ncy





HEALTHCARE PURCHASING RISK

*2017 Milliman Medical Index



**INSURANCE
CARRIER**



INPATIENT	OUTPATIENT
PRESCRIPTION DRUGS	PHYSICIAN SERVICES



EMPLOYEES



EMPLOYEES

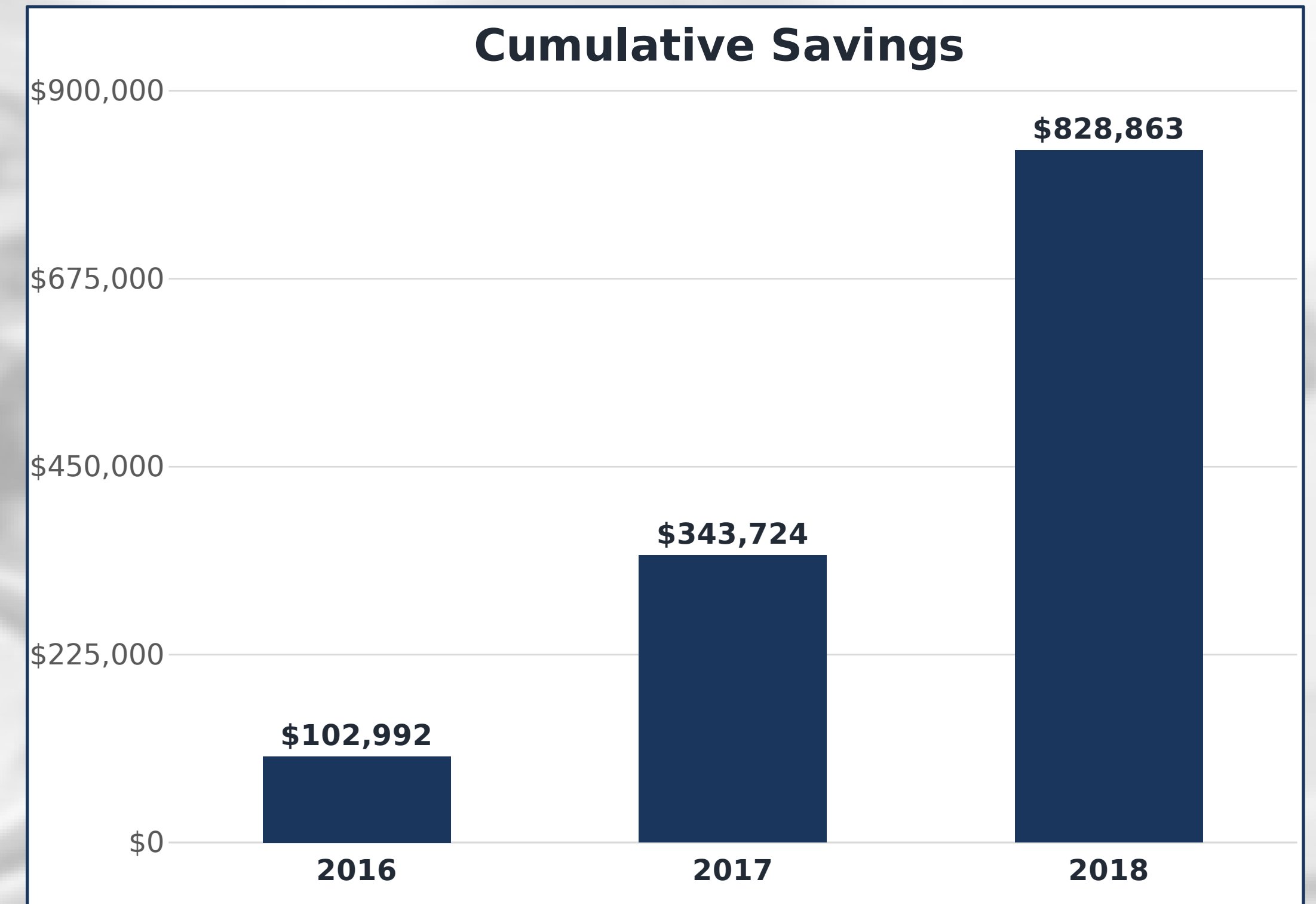
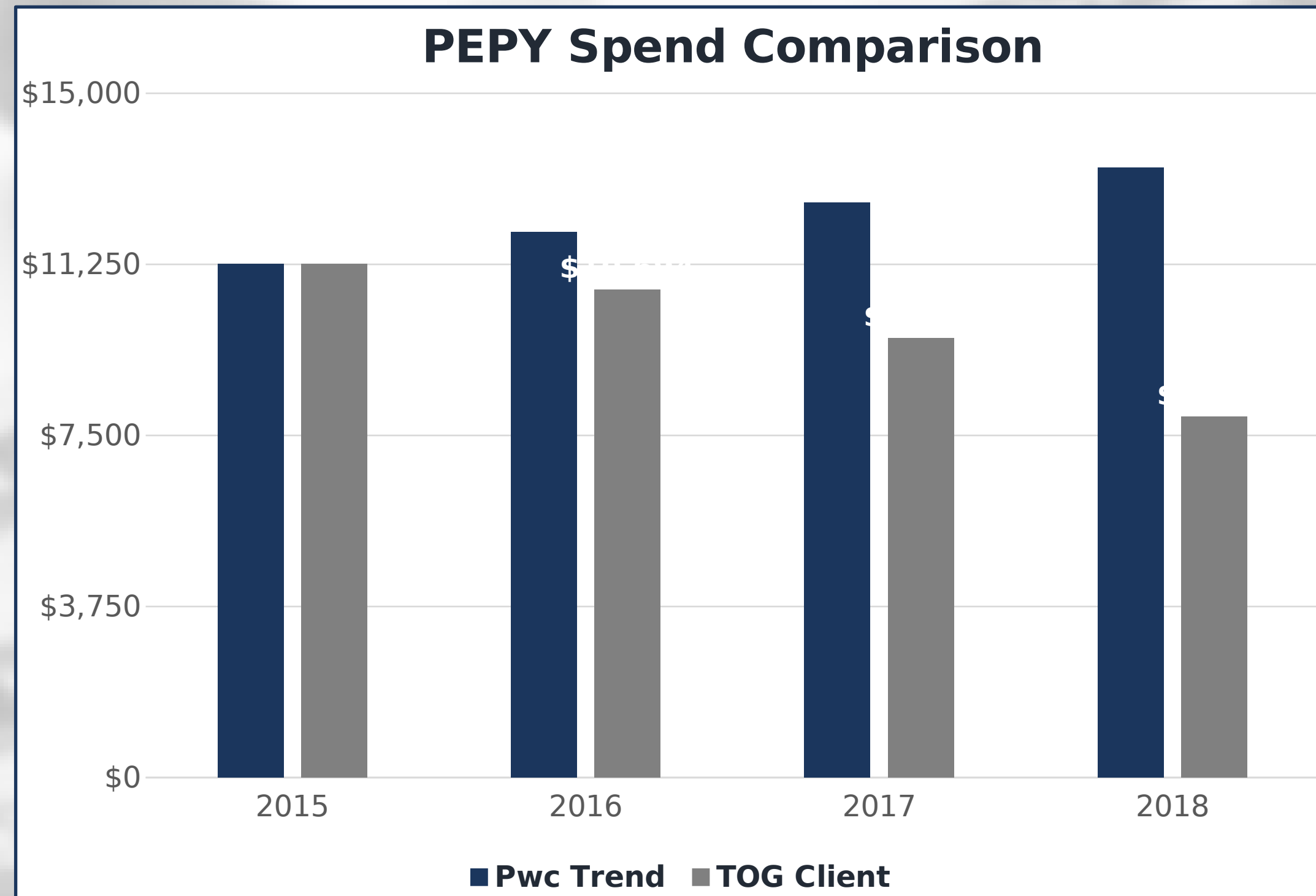


INPATIENT	OUTPATIENT
PRESCRIPTION DRUGS	PHYSICIAN SERVICES



**INSURANCE
CARRIER**





\$828,863 Savings in 3 Years!!

Awareness

D

1



Navigation

D

2



Pharmacy

D

3



Outpatient

D

4



Follow Through

5



LET'S CONNECT

ANDYNEARY.COM



andyneary333



AndyNeary333



andyneary333

