Welcome to the latest edition of Broker News

This year’s NBGH Large Employer’s Survey found that three of the top 10 healthcare and benefits initiatives on respondents’ minds are focused on areas where Health Advocate is an industry leader, since pioneering our health advocacy solution in 2001.

- Implement high-touch concierge or navigation
- Have a more focused strategy on high-cost claims
- Expand Centers of Excellence to include additional conditions

So… does organization size really matter?

The issues that keep large employers up at night impact organizations of all sizes. As brokers and consultants, you need flexible options that can meet the needs of all of your clients, regardless of their size or the complexity of their benefit structure.

Partner with us to create the right, cost-effective solutions and add more value to your client and business relationships.

Call for a quote!
Contact a Health Advocate sales representative for more information about our spectrum of solutions. Commissions can be added to all products.
866.799.2655
info@HealthAdvocate.com
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The right, cost-saving solutions for groups of all sizes

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Targeted identification + personal outreach = >5:1 ROI

A comprehensive study of 13 large Health Advocate clients who implemented our integrated program demonstrated significant medical cost savings by pinpointing members with chronic health conditions and those who were overdue on preventive care services.

26,024 MEMBERS
who were at-risk, or in need of preventive care, were identified using:
- Medical and pharmacy claims data
- Biometric screening results
- Laboratory results
- Self-reported information:
  - Interaction with a Personal Health Advocate
  - Health Risk Assessment

RESULTS
Aggregate data on 84,587 members from 13 Health Advocate clients with at least 2 years participation.

- Savings of $37 million across all clients
- Medical costs for the 100 highest-risk members decreased 10.3%
- $277 PM/ PY lower costs for the Engaged Group
- Medical cost trend was below the predicted market average

- Overall ROI exceeds 5:1
- Average savings per client = $2.8 million

Intervene early to minimize impact of personal issues

When bundled with our Advocacy service, EAP clients experienced:
- 36% more cases
- 44% more interactions

Last year, Health Advocate managed over:
- 1,680 critical incident cases
- 20% were related to suicide

2020 Benefit Changes Due NOW
Are your clients making changes to their benefits for the coming year?

Don't forget to let us know. Send any new or changing benefit information to Installs@HealthAdvocate.com
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Health Advocate has long-term relationships with a vast network of specialists, Academic Centers and Centers of Excellence nationwide, having arranged second opinions for thousands of members and their families.

The new, optional Expert Medical Opinion Program is an expansion of our traditional second opinion services. Focused on individuals with rare, complex and life-altering conditions, it helps to ensure the accuracy of diagnoses and the use of best-in-class care.

Our experienced clinical team researches and locates the right, world-class specialists for expert medical opinions, arranges the consultation and manages the transfer of medical records.

They also coordinate care and services before and after the expert opinion, alleviating stress for patients and their families.

The Expert Medical Opinion Program brings significant value to individuals and organizations, by helping to improve health outcomes for cases that are specialized, complex and costly.

Second opinions matter

Second opinions often reveal simpler, less expensive or more effective treatment options

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