

# The Healthcare Savings Chronicle

Coalition America, Inc.

The Future of Healthcare Cost Containment

December 2008

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## This Month's Topic

### Outsourcing Options

This issue of the Healthcare Savings Chronicle features articles from a few of the companies in the forefront of the healthcare marketplace. We hope you find these articles informative and instructive.

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## Tame Healthcare Costs With Integrated Care Management

[www.carewisehealth.com](http://www.carewisehealth.com)

by Gregg Bond

Vice President, Channel Solutions

SHPS



Self-insured health plan sponsors manage unique health benefits, underwrite healthcare costs and assume financial risk tied to their population's health. For third party administrators (TPAs) and employers, today's healthcare market makes it difficult to optimize the value of a self-insured health plan while still managing escalating costs. Adding to these challenges is the plan participant's desire for greater support and information when navigating our nation's complex healthcare system.

How can TPAs and employers subdue spiraling healthcare expenses while boosting the health and satisfaction of their covered population? The answer is simple: **integrated care management (ICM)**.

[\[FULL STORY\]](#)

## Making an Outsourcing Strategy Work

[www.mphasis.com](http://www.mphasis.com)

by Hossein Abdollahi

Senior vice president, professional services  
Mphasis Healthcare Solutions/Eldorado

As the pressure to hold down health costs grows, and as margins become leaner, an increasing number of third-party administrators (TPAs) and health plans are outsourcing some of their work to business process outsourcers (BPOs). They're

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Welcome to *The Healthcare Savings Chronicle* brought to you by Coalition America, Inc. Each monthly issue will focus on one key topic that payors face in the industry today. If you have an idea for a topic that you would like to see in a future issue, please email stevealford@coalitionamerica.com.

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**Archives**

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doing this mainly to reduce claims processing costs and to cope with staffing problems. But smart administrators are also looking for BPO partners that offer innovative solutions, can help them reengineer internal processes, have a strong onshore presence, and have the flexibility to meet all of their outsourcing needs.

[\[FULL STORY\]](#)

## **From Vision to Reality:** Bridging the Health Plan and HR Universe with the Member Communications Platform

[www.benefitfocus.com](http://www.benefitfocus.com)

by Shawn Jenkins  
Co-founder and CEO  
Benefitfocus



Imagine you are an HR manager for an 18,000-employee company with facilities in eight states. Your HR and benefit offerings are complex encompassing payroll, 401(k), three PPO plans, two HMOs, wellness and disease management programs, life and ADD, and more. You face administrative challenges while your employees sometimes feel confused and overwhelmed with all their benefits. Considering the critical role you serve as the gatekeeper for your members' health and wealth, why aren't there solutions to consolidate and organize benefits communications?

[\[FULL STORY\]](#)

## **COALITION AMERICA UPDATE**

### Medical Bill Negotiations - An Integral Piece of Your Cost-Containment Plan

[www.CoalitionAmerica.com](http://www.CoalitionAmerica.com)

When considering cost containment solutions for medical bills, don't just stop at PPOs. There are a number of options to decrease your risk and increase your bottom line. Medical bill negotiation can create a positive result for both healthcare providers and payors of medical bills.



[\[FULL STORY\]](#)