



DIRECT CONTRACT/BUNDLED SURGERY CASE STUDY

Patient in need of a torn rotator cuff repair



OBJECTIVES

Find a cost-effective provider to perform surgery on the patient's torn rotator cuff without compromising the quality of care.

OPTIONS

The Alternative

 The plan shopped the procedure with the few options that existed in the local market (Idaho) and the best pricing found was around \$44,000. This included facility fees, surgeon, and the anesthesiologist that was not in-network and refused an RBP-type payment. The patient was guaranteed to get balance billed - the provider stated clearly that they wouldn't be accepting any low multiple of Medicare.

Direct Contract Solution

 High Performance Providers was able to secure a world-class surgeon to perform the surgery in Las Vegas for a bundled rate of \$12,500. The surgery was scheduled within a week, on the same day as the previously scheduled surgery. The plan paid for all travel expenses (flight, accommodations, ground transportation) for the patient and a companion to travel to Las Vegas and gave the patient an additional stipend of \$2,000. The patient was able to relax and recover in beautiful Las Vegas, Nevada, had no financial obligation and pocketed \$2k while the health plan still saved over \$25,000.

OUTCOMES

High Performance Providers was able to provide the patient and health plan a turn-key alternative option to have the procedure performed by a world-class surgeon in a comfortable setting with a companion and still save the health plan \$25,000.

AT A GLANCE

Challenges

- The patient needed a torn rotator cuff repaired.
- Few options available in local market (Idaho)
- High cost - \$44,000 lowest rate after shopping the procedure

Benefits

- The patient was able to relax and recover comfortably with a travel companion
- Patient had no financial obligation and received a \$2,000 stipend
- Health plan saved over \$25,000



High Performance Providers

High Performance Providers connects self-funded plans wanting better health outcomes and lower/bundled pricing to its' network of top-quality medical professionals. Contact us to learn more at 702.604.5627 or email info@highperformanceproviders.com.