

FASTMD Healthcare Solutions

OFFERING HEALTHCARE
SAVINGS SOLUTIONS TO
TODAY'S EMPLOYERS

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KNOW YOUR PAYORS

2019	Enrollment (Millions/percentage of U.S. population)	
Insured	293	90.80%
Private Health insurance- Group	179	55.40%
Private Health insurance- Non Group	42	13.10%
Medicare	58	18.10%
Medicaid/CHIP	64	19.80%
Military - TRICARE	9	2.70%
Military - VA Care	7	2.20%
Uninsured	30	9.20%

SELF-INSURED COMPANIES

Roughly 95% of companies of least 1000+ employees have become self insured.

This was driven by:

- Affordable Care Act which had a mandate that required companies of 50+ employees to offer health insurance to their employees
- As more and more companies started to look for a Third Party Administrator to manage their healthcare plan (TPA's) , (finally) some of the big insurance companies entered this market also offering TPA services in addition to their conventional commercial products(CIGNA/AETNA/BCBS)



\$400

Non- self insured companies

- Pay monthly premium per employee (~\$400)
- Claim is processed and paid for by Insurance Company
- Predictable annual cost for the employer (for that year)
- Very little cost control and annual premium hike
- Access to insurance network
- Unused premium \$\$ are profits for insurance company



\$400

Self insured companies

- Pay monthly TPA fee per employee (~\$40)
- Claim is processed by TPA but funded by Employer
- Cost control options for employer
- Unused premium \$\$ are now savings for Employer
- Same access to insurance network



Objectives: Insurance Company vs. Employer: Are they even on the same team?

Insurance Company

- Create a return to their stock holders
- Save \$\$ per annual term
- Realizes that many of the insured will switch insurance
- Insurance does not truly care about cost control since they have little exposure
- Are stuck in ancient CPT/fee for service reimbursement model
- Annual cost avoidance through:
 - Authorization
 - Co-pays
 - Deductibles
 - Maximum Out of Pocket's
 - Uncovered items
 - Delay in payment to provider

Employer

- Maintain a healthy and productive employee base
- Realizes that turn over is expensive
- Employees stay with employer longer than with insurance company.
- Employers are interested in long term well being, not just on an annual basis.
- Employers want to see annual savings, not continuing premium hikes
- Net savings can be 25% annually for the employer
- Cost control through
 - Employee Wellness
 - Point solutions for high dollar healthcare expenses
 - Effective return to work relationship with healthcare providers
 - Re-insurance/Stop-loss insurance

Our network

- 1200+ companies including:
 - State of Florida
 - State of Alaska
 - State of Alabama
 - State of Delaware
 - Hillsborough School Board (FL)
 - Winn Dixie
 - Boars Head
 - Waste Pro
 - USF/UF/Florida A&M/Florida State
 - ICUBA (Independent Colleges and Universities)
 - 2,500,000 lives are covered as of today

Our network

- Patients are directed from our network into your practice. We do all the legwork
- No Authorization required
- Payments are processed in 30 days
- We collectively save \$\$ by moving elective surgeries from hospitals to more economic settings
- Savings are returned to participating providers by offering higher reimbursement and significantly better and faster AR
- Reimbursement is based on type surgery, not a bunch of CPT codes
- Our network communicates directly with the Employer resulting in an effective Return to work process

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Questions?