Morning Panel Discussion

Strategies for Cost Savings & Avoidance

Prepared for TAHP Managed Care Conference & Trade Show

November 15, 2016
Softheon :: Cloud

Exchanges

Gateway
HIPAA 5010

Foundry
Big Data & Analytics

Remedy
Enrollment Underwriting

Clarity
Private Exchange

Equity
Premium Billing & Payment

Payer Admin System

Facets
QNXT
Amisys
HealthEdge
ikaSystem
Softheon :: Processes

Exchanges

GateWay
HIPAA 5010

Foundry
Big Data & Analytics

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Equity
Premium Billing & Payment

Clarity
Private Exchange

Payer Admin System

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ikaSystem

Exchange Integration

Individual & Family

Premium Billing
Payment

Small & Large
Group

Analytics
Softheon :: Differentiators

• Enable to focus on Medical Loss Ratio (MLR)
• Invest in direct-to-consumer interactions and marketing
• Gain experience with diverse populations
• Sub-segmenting their populations, assessing care needs and assigning resources
• Narrower network
• Lower unit-cost contracts
As a complete business partner, Softheon provides comprehensive technology solutions that give Payers & Providers the freedom to better market their health plan products & services, serve their customers, and efficiently operate the way they want.
Risk-free alternative to costly administrative system overhauls.

Leverage existing processes and IT systems without a need to “Rip and Replace”
149% ACA Membership Increase in 2016
Softheon :: ACA

Change in Benchmark Plans from 2016 to 2017

[Map showing changes in benchmark plans across the United States]
Softheon :: ACA

Charles Gaba / ACASignups.net
Weighted Average Rate Hikes
for 2017 ACA-Compliant
Individual Market Healthcare Policies
(Louisiana = requested, not approved)

RESISTING ACA PROVISIONS:
29.8% weighted avg.

PARTLY EMBRACE ACA PROVISIONS:
25.8% weighted avg.

FULLY EMBRACE ACA PROVISIONS:
18.2% weighted avg.
(15.2% w/out MN)

- State averages weighted by carrier market share
- National average weighted by blended state population/mgty market size
- Assumes 100% of current enrollees renew existing plan
- Weighted averages include both ON & OFF-exchange enrollees
- Weighted averages are for FULL-PRICED, UNSUBSIDIZED premiums
Grow With Innovators

Any Questions?