

Medical Marketing

Content provided by the Large Group and Small Group Medical Marketing teams.



Sept. 2024

Self-Funded:

Heather Harper recently introduced us to an RBP solution using OccuNet. Here are some highlights from the meeting:

- The "total solution" that OccuNet provides includes:
 - OccuNet: Advocacy and negotiation
 - Fairox: Reference based pricing
 - FairoxRx: their preferred PBM
- OccuNet stressed that they offer claims negotiation, not repricing
- Avg settlement is <150% of Medicare
- 100 negotiators on staff.
- Member Advocacy integrated with TPA
- FairoxRx is preferred but not required
- Can dual-choice with a traditional plan

Estimated Timing of 1/1/2025 Renewals:

Here you can find estimated timelines of your Wellmark and BCBS of IL large group medical renewals.

- **Wellmark:** \\liber.cb-sisco.com\data\Benefits\Marketing\Fully Insured\Carrier Info\Wellmark\Marketing Info
- **BCBS of IL:** \\liber.cb-sisco.com\data\Benefits\Marketing\Self Funded\Stop Loss Carriers\BCBS of IL

Evolution Risk Partners (ERP) ASO Quick pay

Evolution Risk has a solution to expedite reimbursement outside the typical wait time of monthly reporting, provided the Specific deductible has been funded by the Policyholder:

- ASO Quick Pay is only available to Policyholders with BUCA (Blue Cross, United, CIGNA and Aetna) administrators but must be approved at the time of Underwriting.
- Set up ACH for direct deposit of Stop Loss reimbursements
- Confirm Member's eligibility
- Request must be \$100,000 or greater
- Reimbursement will be processed via ACH deposit within five (5) business days to the Policyholder.



Optum 2025 Transplant renewal Tier Update:

Optum's 2025 transplant renewal tiers will be increasing from the prior year, except for Indiana based companies. This product is pooled, but the renewal tier is based on future or past experience with transplants. Please work with your marketer if further clarity is needed as to why your group is not in tier 1.

Tier	2024	2025
Tier 1	12.50%	14.25%
Tier 2	18.25%	19.50%
Tier 3	27.50%	28.85%
Tier 4	36.00%	38.50%
Indiana		
Tier 1		12%
Tier 2		18.25%
Tier 3		23.50%
Tier 4		30%



See more on page 2.

Upcoming Dates & Events

The following carrier/vendor meeting(s) are scheduled over the next month. Please share any feedback you'd like us to discuss with these carriers/administrators prior to the below meeting dates.

BCBS of IL and Coupe Health Partnership Presentation

BCBS of IL has finalized agreements with Luminare Health to offer Coupe Health as an Alternative Health Plan solution. They are quoting now with an effective date of Nov. 1, 2024. Invites have been sent.

- **Date:** 9/4/2024
- **Time:** 8:30 AM

Sword Health – Reintroduction Call

Sword Health Digital MSK | Freeing the World from Pain. If you don't know the MSK marketplace, your attendance is highly recommended.

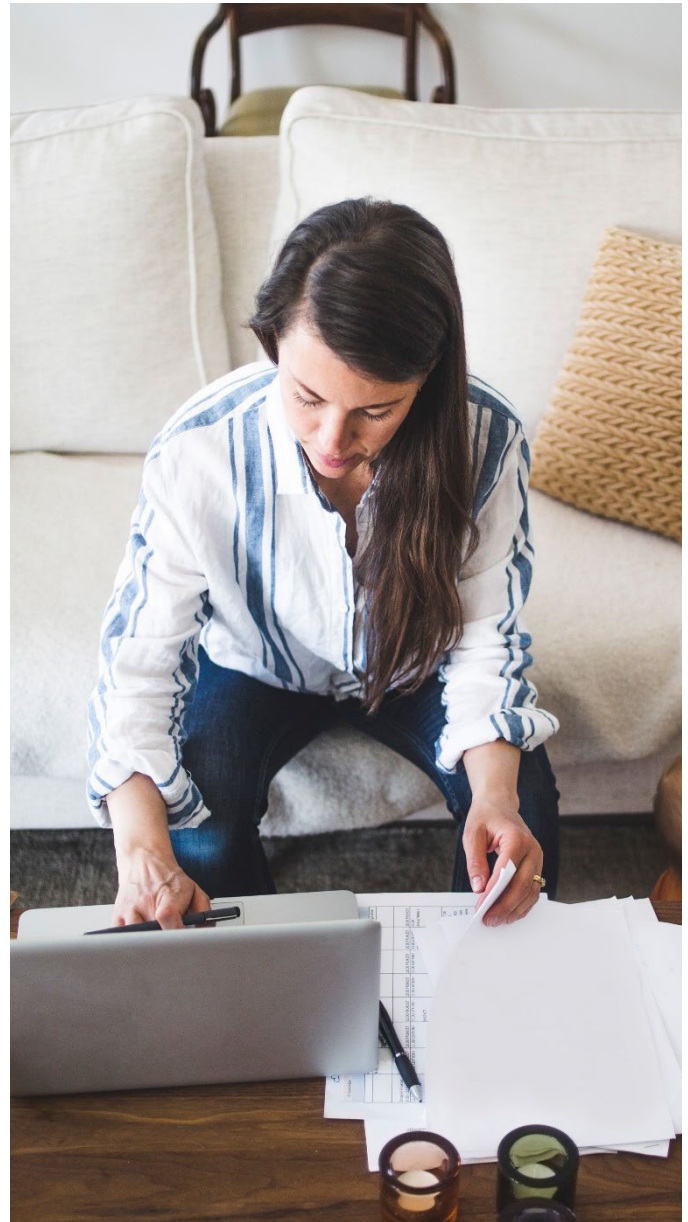
- **Date:** 9/5/2024
- **Time:** 1:00 PM

Angle Health Introductory Call

Angle Health is a health plan TPA that utilizes AI to create efficiencies. Modern Health Insurance Plan (anglehealth.com).

- **Date:** 9/10/2024
- **Time:** 8:30 AM

Please let Kevin know if you would like to attend presentations.



Kevin's Monthly Dad Joke

Melissa told me to put the toilet seat down...
I really don't know why I was carrying it around in the first place.