

Maximizing a Network Strategy for **\$300,000** in Savings.

When the administrator for a self-insured company with 1,400 employees said it could no longer administer bundled, direct contract payments outside of the PPO network, the broker called Alithias for help.

Alithias analyzed the data to ensure specific providers within the PPO could offer the same services at costs similar to the bundled rates.

At the same time, Alithias implemented an incentive-based plan design with live, in-person Advocates to ensure employees would benefit when choosing these high value options.

Here's what happened.

In the first year, Alithias facilitated 287 interactions with 174 unique users, netting the client \$270,000 in Validated Savings.

Additionally, Alithias managed to pay out \$35,000 in incentives with a quick 2-day turnaround.

Engagement during this time was 12%.

Alithias' ability to design and administer a program that supported the broker's initial direct contract strategy while staying inside the PPO eliminated any perception of a "benefit take-away" by the employees.

"Alithias delivered on everything they promised. I wish all of our vendors were as easy to work with as Alithias."

R.C., Head of Compensation and Benefits