

SurgeryPlus® Product Summary Clients

What is SurgeryPlus®?

- Supplemental benefit for hundreds of non-emergent surgeries (Knee, Hip, Shoulder, Foot & Ankle, Wrist & Elbow, Spine, GYN, ENT, Bariatric, Cardiac, Gastroenterology and General Surgery).
- National high-performance network of Surgeons of Excellence.
- Pre-negotiated bundled rates that dramatically lower the cost of surgical procedures.
- Full-concierge service that drives better experience and puts members first.

Implementation Timeline

8 to 12 week implementation process
(not dependent on annual enrollment cycle)

Week	1	2	3	4	5	6	7	8
Contracts								
Eligibility								
Marketing								
Integrations								
Finance								

Alignment of Interests

- SurgeryPlus® is willing to put 100% of fees at risk to guarantee clients have a positive ROI².
- Flexible pricing models:
 - (1) Flat fee
 - (2) Hybrid Fee
 - (3) Variable Fee

Key Points of Differentiation

Network Utilization

- Network is 2-3x larger than peers, balanced with hospitals and ambulatory surgery centers
- Average distanced traveled by members is 55 miles
- Network limits need for members to travel by plane

Provider Access

- Direct relationships with network providers allow for greater access and accelerated scheduling
- High-touch concierge model exists to guide members and provide human interactions

Provider Quality

- National & local, well-known, high quality facilities
- Upfront and ongoing review at the facility and surgeon level ensures superior results (less than 1% complication rate).

Savings Opportunity

- 50% better pricing than commercial reimbursement.
- 10-30% better than other COEs.
- Typical pricing of 100-130% of Medicare; break even points met earlier delivering higher ROIs.

Provider Awareness

- Off-the-shelf benefits guides available for OE.
- Access to ad-hoc mailers if dates for benefits guides are missed.
- Customized ID cards & program launch emails.

Best Practices for Plan Design/Financial Incentives

PPO:	Waive Coinsurance / Waive Deductible
HDHP:	Waive Coinsurance / Collect up to IRS minimum
Collection of Member Financial Obligations:	Never collect at time of service to expedite implementation and avoid delays from Carrier

1. Excludes outlier clients like State of Alaska.

2. Performance guarantee applies to plan sponsors with more than 1,000 employees enrolled on the medical plan.