Checklist for Healthier Renewals

Tired of seeing your health plan costs increase year after year?

This doesn't have to be your status quo.

The secret? Having the answers to these questions.

Which of these statements describe your organization? (hint: it should be all of them):

I know how my organization's plan rates compare to our peers.

I know what we spent last year on high-cost medical and pharmacy claims.

I'm comfortable explaining high-cost medical or pharmacy claims to leadership.

I know what questions to ask of my broker (and carriers) when it comes to identifying and managing high-cost claims.

My broker discusses containment strategies for high-cost claims with me on a monthly basis.

We have carved out some high-cost therapies from the plan to control costs.

My broker has discussed with us new high-cost drugs and therapies coming to market, along with cost containment strategies.

My broker annually evaluates our vendors and the cost-competitiveness of our plan among carriers.

Questions to ask your broker to ensure they're mitigating costs that could impact your renewal:

How much did we spend last month on medical claims? On pharmacy claims?

How many high-dollar claims are going to be one and done vs. ongoing?

What clinical professionals do you employ (nurse, pharmacist or both) to review high-cost medical and Rx claims reports?

Did a clinical professional review our claims or is information solely coming from the carriers?

Are there opportunities to reduce ongoing high-cost claims with disease management?

What financial or clinical strategies are being employed to contain high-dollar claims costs?

What is our generic drug dispensing rate and how can we increase it?

Are the terms and conditions of our PBM contract fair and are we getting the best pricing possible?

IndustryTrend

9.6%

average increase in health care costs 2019-2021

ApexBenefits

<1%

average increase in health care costs 2019-2021

Ready to discuss how to take control of your costs? Contact us today at savings@apexbg.com.

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