

The Proven Solution is Here. The Solution is the KelseyCare Health Benefits Plan.

KelseyCare Consistently Delivers 15-30% Lower Total Medical Cost to Employers.

Can your business no longer sustain continuously escalating healthcare costs? Have you tried high-deductible plans, CDHPs and other “plan designs” to solve the problem? Are wellness programs not making the difference you hoped for?

KelseyCare has the ability to “bend the cost curve” because health benefits are delivered through a “coordinated, accountable care” model. Kelsey-Seybold Clinic physicians drive this delivery model in partnership with highly-sought, selected “affiliate specialists” and partner hospitals in the community. Our physicians and hospitals are recognized as among the nation’s best. Kelsey-Seybold has been delivering coordinated accountable care for decades – and in 2012 was named the first accredited Accountable Care Organization (ACO) in the nation by the prestigious National Committee for Quality Assurance (NCQA), the nation’s premier accrediting agency for healthcare quality.

9x

The KelseyCare Health Benefits Plan is the ONLY Houston area health plan with a nine-year rating as “the area’s most cost-efficient health plan” and the ONLY plan whose core provider network has been named the nation’s first accredited Accountable Care Organization.

Traditional Health Plans Don’t Work. Here’s Why.

“Traditional health plans” are not working. They offer broad networks of disconnected primary care and specialist physicians. “Coordinated care” does not exist in these models. Third-party disease management and case management programs have little to no connection with the providers of care. “Traditional care” is rife with overutilization of services – the Institute of Medicine estimates as much as 30 percent of care delivered is non-evidence-based. In other words, broad networks of thousands of disconnected providers without effective processes in place to coordinate care delivery and remove “avoidable costs” aren’t working. Businesses, individuals and families are financially poorer and experiencing lesser health outcomes because of this.

The Antidote to This Problem: KelseyCare Health Benefits Plan.

KelseyCare is offered through these highly-respected partners:

- Cigna
- Aetna
- UnitedHealthcare via the UnitedHealthcare Charter plan

Employers can choose the solution that works best for them. Currently, more than 100,000 individuals in the Houston area receive their health benefits through KelseyCare.

KelseyCare is the ONLY accountable care plan that can demonstrate proven results. The Aon Hewitt Health Value Initiative™ Benchmarking Study of Health Plan Performance in the Greater Houston area has named KelseyCare – for nine years – the region’s “most cost-effective health plan.”

High-cost claimants with complex co-morbid conditions account for the majority of healthcare costs.

“High-cost claimants” are not being effectively managed through traditional health plans or wellness programs. The **ONLY** proven model to effectively manage high-cost claimants is coordinated, accountable care. **In the Greater Houston area, the evidence shows – over and over again – that high-cost claimants cost 50-70% less in the KelseyCare Accountable Care Plan.**

Typical Distribution of Healthcare Spend by Plan Members per Calendar Year

\$0 - \$1,000 = 51%
 \$1,000 - \$5,000 = 42%
 \$5,000 - \$25,000 = 7%
 >\$25,000 = 3% of claimants

The KelseyCare Accountable Care Model connects members with Kelsey-Seybold physicians and the KelseyCare integrated delivery system – where we specialize in the prevention, early identification, and ongoing intervention of disease. We dramatically alter care outcomes because we are so focused and connected in our approach to patient care – best practices – and integrated disease and case management. Our health plan model is highly effective in the ongoing treatment of chronically ill and medically complex plan members who drive the greatest costs.

We improve the broken processes in your current plan – and add new, highly-effective clinical processes that are proven to deliver results in quality and cost savings. No other health plan offers this delivery system and these outcomes.

If you are satisfied with the results of your current health plan – continue with it. If you want better outcomes – greater cost savings – and savings that can be sustained year after year – then you need to make the change to KelseyCare.

Compare and Save: How to Get a Quote:

Your financial team and your broker, consultant or agent can learn more and get a quote from our carrier partners by contacting us and providing the following information:

1. Census of your employees broken out by date of birth, gender, dependent coverage, and zip code
2. Current carrier and current plan design
3. Number of carrier changes in the past five years
4. Rate and claim history for the last three years
5. Renewal rates
6. Individual claimants over \$25,000

For more information about KelseyCare, visit kelseycare.com or contact:

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