

Data-Driven, Cross-Industry Subrogation & COB Identification Services

Advanced solutions for Health Plans for identification and capture of new revenue from Accident, Casualty and Workers Compensation carriers

- Subrogation, Coordination of Benefits (COB) and Third Party Liability (TPL) are important sources of revenue and cost avoidance for Health Plans, Managed Care Organizations (MCOs) and Third Party Administrators (TPAs).
- HCA has developed a new solution that enables health plans to significantly enhance the capture of medical claim dollars that are the responsibility of Liability, Casualty or Workers Compensation carriers.
- Our Cross-Industry solution allows us to efficiently data-mine beyond typical health insurance data sources.
- The cases we identify for your recovery team are highly likely to produce significant recoveries. We also provide rich information that makes the recovery process easier, like details about the case, the carrier, adjusters & other involved parties.
- All of our work is fully compliant with national, state and local privacy standards.

Subro/COB Industry Facts

- Subro/COB revenue opportunities are significantly under-identified today. Most MCOs and TPAs are leaving dollars on the table
- \$1B is recovered annually through health subrogation nationally
- \$5-6 in recoveries per member per year
- One case for every 300 members
- Subro is included as factor in actuarial calculations. Not optimizing subrogation hurts the profitability of your plan.

Our Inferential Data Analytics - How it works

- Not just Dx and Procedure codes (ICD-9/10, CPT)
- Identifies likely candidates through sophisticated pattern recognition
- Candidates are scored based on multiple inferences and factors beyond simple yes/no matches
- Episode of Care approach, built around dates of service and related codes
- Medical and Rx claims analyzed
- Provider type & demographics analyzed

Our Global Database Matching - How it works

- We use a proprietary international personal injury data base
- Likely candidates are matched against actual liability insurance industry claims
- Positive matches produce rich information about the claim, helping your Team speed the recovery or offset process

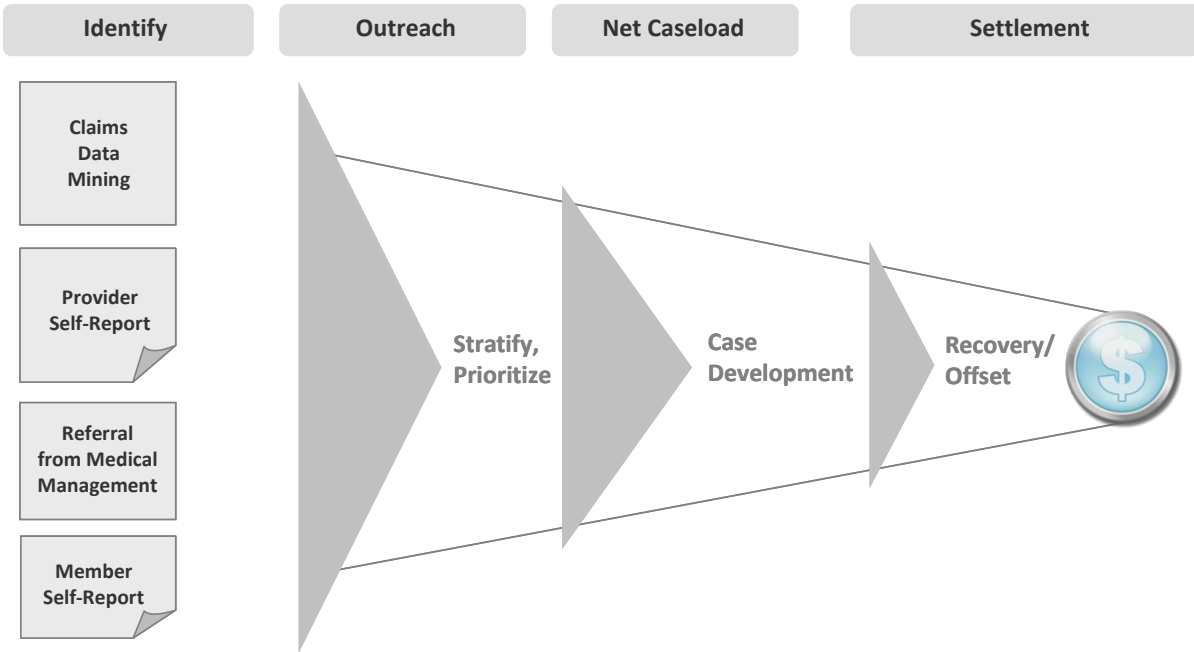
Benefits of our Service

- Higher volume of high-likely target cases
- Much richer information per case
- Easier case work, fewer dead-ends
- More revenue; up to 2.0% of paid claims
- No risk! We work on a success basis.

Increase your revenue yield from typical levels (0.5%) to 2.0% of paid claims.

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Before Our Service



After Our Service

