



## Medical cost containment solutions

**Integrated Casualty Consulting**

Every day businesses are challenged with the complexity of controlling the cost of their workers' compensation program and improving the bottom line.

Analyzing your medical data can be the first step in controlling those costs. Through our proprietary medical cost containment analysis Willis Towers Watson is uniquely suited, to help you design a strategic approach to reducing costs associated with workers' compensation large deductible and self-insured programs.

You may realize a savings of 10% to 15% in annual incurred medical loss costs. In addition, the savings associated with this program accrue over future years – this is not a one-time savings.

We start by gathering your workers' compensation claim data from previous years and review your current claim administrator contracts.

## What we do

### *Conduct a contract analysis*

- Pricing/benchmarking
- Contract terms and conditions
- Termination penalties

### *Assessments*

- Managed care
  - Provider discounts
  - Provider penetration
  - Provider utilization
  - Provider types, i.e., hospital, imaging, durable medical equipment
- Pharmacy assessments
  - Drug discounts
  - Pharmacy network penetration
  - Third-party billing
  - Formulary review

### *Proprietary modeling*

- Where to secure reductions
- How to secure reductions

## What we analyze

We focus on three key areas driving the costs of workers' compensation programs:

- Medical bills
- Indemnity costs
- Expenses

We analyze data a number of different ways to identify trends and benchmark results against industry best practices. Then we work with you to provide a clear view to optimize outcomes and reduce costs in key areas of your program. An effective business partner will help you design a program that strengthens your organization and allows you to gain control of your workers' compensation program.

## Contacts

For more information and to see what a medical cost containment analysis can do for you, contact your client relationship manager or:

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## Success stories – the results are significant

### *Case 1*

An in-depth analysis of a major retailer's TPA, revealed the nurse case managers were not utilizing specialty networks. By restructuring the nurse case management program and modifying of the claim workflow process our client realized a savings of \$150,000 in the claim triage process and eliminated specific preferred provider organization fees.

### *Case 2*

A transportation company had significant spend in pharmacy costs for workers' compensation claims arising from the use of opioids. Opioid costs were negatively affecting the client's Medicare set aside (MSA) costs. We identified the claims driving opioid overuse, and then assisted the client in developing an aggressive program to manage pharmacy cost and opioid use which reduced the MSA costs by over \$5,000,000.