

# MARKET-LEADING SAVINGS ON ANCILLARY CARE BEYOND CURRENT PPO RATES



Delivery of ancillary healthcare services has been steadily growing. As consumers shoulder greater financial liability for their healthcare thanks to higher deductibles and co-pays, self-funded health plans are demanding additional incremental savings for their members, and many see ancillary services as one answer. HealthSmart's Ancillary Care Services network delivers significant savings for this vital care beyond most existing PPO networks.

## What are ancillary services?

Ancillary care refers to the wide range of services provided to support the work of a rendering physician.



**Diagnostic services** – laboratory, imaging, genetic testing, cardiac monitoring, sleep diagnostics



**Medical equipment** – implantable devices, hearing aids, orthotics, prosthetics, diabetic supplies



**Specialty pharmacy** – oral and injectable medications for cancer, hemophilia, pre- and post-transplant, hepatitis and other complex chronic conditions



**Ambulatory services** – hospice, in-patient rehab, long-term acute care, skilled nursing, outpatient surgery, lithotripsy, urgent care, walk-in clinics



**Therapeutic services** – dialysis, in and out-patient rehab services, at home infusion services, home health, chiropractic, pain management, acupuncture, massage therapy



**Other services** – behavioral health, podiatry, vision

# HealthSmart Network Solutions helps stretch healthcare dollars even further.



## ANCILLARY CARE SERVICES

HealthSmart's industry-leading Ancillary Care Services (ACS) network covers 32 medical specialties in more than 50,000 sites across 46 states, yielding average discounts that are 10 to 15% better than major integrated carrier networks and often lower than Medicare\* allowable amounts. Our ancillary network focuses on delivering access to top-quality care at optimum savings:

- + Serves as an enhancement to traditional PPO networks augmenting any physician and ancillary only network with additional providers at better than PPO discounts
- + No network access or PEPM fees
- + Turnkey implementation and administration
- + Seamless service to health plan clients and their members
- + A wide breadth of specialty coverage, including specialty pharmacy, behavioral health and dialysis providers
- + Customizable network footprint tailored to meet your clients' individual needs
- + Provider friendly terms contribute to high satisfaction and network stability
- + No additional ID card logo needed

*\*Competitive pricing analysis conducted by Milliman for HealthSmart.*

## We make savings easy

**A variety of additional benefits delivers even more to you:**

- + No invoices for you to process
- + Implementation is available at any time
- + Minimal IT resources required for business integration
- + Rapid implementation – usually in less than 60 days
- + TPAs and participating payers can earn a management fee on repriced claims
- + No-cost administrative services provided by HealthSmart Network Solutions – billing and collections, streamlined appeals process, accelerated and accurate revenue cycle management and reporting, centralized provider credentialing, provider communication.



**Let us show you how HealthSmart Ancillary Care Services is the right choice for you.**

**Contact us for more information**



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