

HealthSmart Physician and Ancillary Only Network

Comprehensive Network Coverage for Non-Hospital Services



While in-hospital services still comprise the lion's share of healthcare charges, the cost of physician and ancillary services remain a significant portion of overall plan expenses. In fact, physician and ancillary services alone represent about 30% of healthcare spend, the third largest segment of healthcare costs.

Many plan sponsors have moved to a reference-based pricing (RBP) approach to realize maximum savings on the quality services they provide to their members. While RBP plans sometimes cover physician services or the diagnostic, therapeutic and restorative care that are delivered outside of the acute care hospital setting, most PCPs, specialists and ancillary providers push back on negotiations leading to undue stress on members in the form of collections efforts and balance billing.

Ancillary services include



Ambulatory services



Diagnostic services



Specialty pharmacy



Therapeutic services



Medical equipment



Other medical services, including behavioral health, podiatry and vision care

Flexible. Cost effective. High touch.

HealthSmart's Physician and Ancillary (P&A) Network is a specialized, cost-effective, fully contracted and credentialed national provider network that offers discounts at or below carrier networks. It is an ideal supplement to RBP plans. What makes the HealthSmart P&A Network different?

- + Our network is designed to work with any RBP vendor and it is available to any size group and all kinds of health plans, plan designs, networks and group types
- + Plans see savings ranging from 8-12% with our network
- + Using our network eliminates the risk of provider balance billing
- + Personalized ID card that clearly identifies the member having physician and ancillary network access
- + The network configuration is easily customized and easy to implement
- + More than 450,000 participating providers coast to coast
- + Our web-based provider search tool helps members easily identify and access participating providers. Members can also call our support team for assistance
- + Our dedicated client services team quickly responds to resolve member and administrator concerns, resulting in higher user satisfaction and high levels of client retention
- + In addition, we offer detailed analytics on network usage and outcomes to help support member needs and identify cost reduction opportunities
- + Benefit differentials are not required
- + Our P&A network can be customized to fit the specific needs of your client
- + PEPM or % of savings models are available with the most aggressive pricing in the market

We make savings easy

HealthSmart's Physician and Ancillary Network delivers value to plan sponsors, members, and providers in terms of quality outcomes, stakeholder experience, and cost benefits. Here's how we deliver:

- + Plan sponsors enjoy savings based on the enhanced discounts for a wide range of physician services guaranteed and without worrisome administrative burdens
- + Plan members are familiar with the PPO model and are likely to experience significantly fewer issues and complaints about the most common causes such as access limitations and network adequacy
- + Claims repricing is completed quickly and efficiently, so providers are paid promptly and do not complain to the plan sponsor
- + If any issues should arise, they are quickly addressed by a dedicated client services team
- + Implementation is fast and easy. Once the contract is signed, full implementation can be achieved within 30 days or less
- + Plan sponsors can rest assured that our approach to service is responsive and reliable. Our Net Promoter Score of 52 is considered excellent

Our P&A Network will help you win new clients, grow revenue and adapt to a rapidly expanding market segment.

If RBP is at the heart of your health plan, you need to learn how HealthSmart's Physician and Ancillary Network can complement your current coverage.

Call (214) 574-1141 or visit healthsmartnetworksolutions.com

