Innovative Cost Comparison Tools

October 23, 2018

FAIR Health[®] Know Your Source

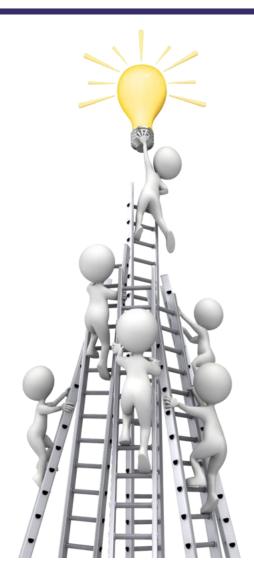




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FAIR Health Mission

- **Origins:** Established as a conflict-free, independent, national nonprofit
- Mission: To bring transparency and integrity to healthcare costs and health insurance information
- Action: Fulfills mission with robust data products and custom analytics, award-winning consumer tools and research platform





The FAIR Health Private Claims Repository



Procedures from 2002 to the Present from Medical and Dental Claims

Updated on a monthly basis



Covered Lives

493

Geozip Regions Reflecting Local Billing Patterns





Insights into the Private Claims Repository

Coverage

All 50 States and District of Columbia, US Territories – Puerto Rico, Guam, US Virgin Islands

60 Contributors

- National and regional payors
- Third-party administrators

Private Insurance Claims

- Fully insured and self-insured/ERISA plans
- Cover 75% of privately insured US population

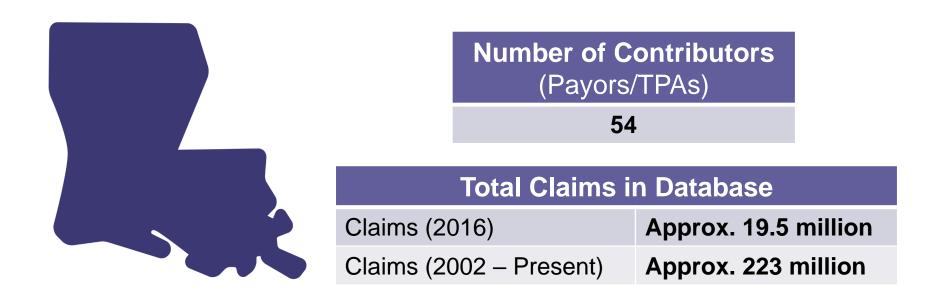


Quality Testing and Control

- Data validated with expert-vetted tests for completeness, volume, accuracy, etc.
- Recognized statistical outlier methodologies exclude excessively low and high values that distort distribution



Spotlight on Louisiana



Geographic Divisions

Geozips (Standard Benchmark Products) Geographic areas can be redefined for custom products

*By comparison, Medicare uses 2 regions (GPCI) for Louisiana.



7 geozips

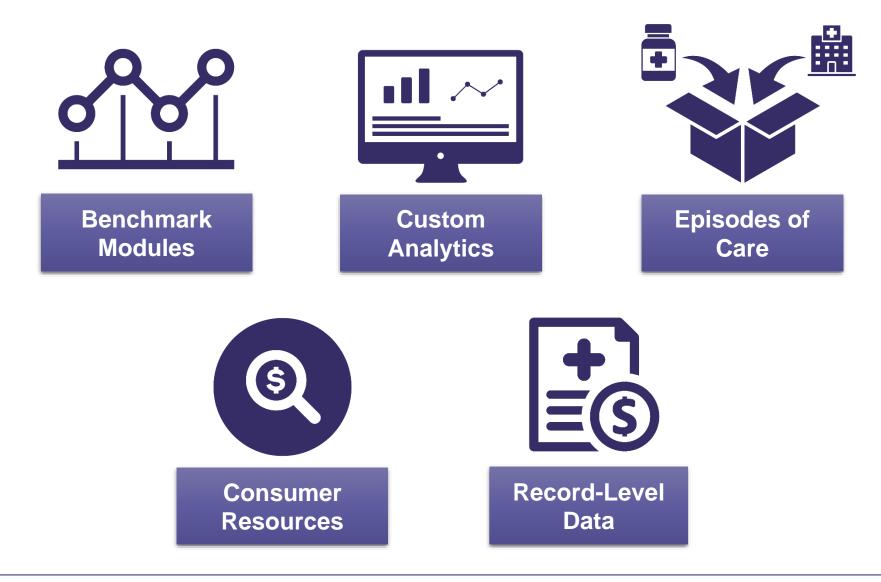
FAIR Health: Certified CMS Qualified Entity

- Complete collection of Medicare parts A, B and D claims data for all 50 states and Washington, DC
- Issue probing reports on key aspects of healthcare industry/provider performance
- Powerful synergies between our private claims data and Medicare collection of claims
- Data from 2013 to present





Suite of FAIR Health Data Offerings





Benchmark Data

Medical and dental procedures



Common Applied Uses for Benchmarks

- Establish In-Network and Out-of-Network Fee Schedules
- Resource for Negotiation with Providers
- Reference Point for Dispute Resolution
- Consideration for Market Research
- Adherence to Statutory/Regulatory/Official Benchmarks
- Building Blocks for Consumer-Oriented Tools/Platform







Usual, Customary and Reasonable (UCR) Charges

FAIR Health does not set UCR

- Commonly called: UCR, R&C, U&C, U&P, C&P and R&N
- In the past, these terms were applied to identify any data used to process claims
- UCR determined by:
 - Insurance policy language
 - Payor guidelines
 - State laws and regulations
 - Federal agencies and laws





Charge and Allowed Benchmarks

FH* Benchmarks	Description	FH Charge Benchmarks	FH Allowed Benchmarks
Medical	Arrayed by Current Procedural Terminology (CPT*) ¹ codes for evaluation and management (E&M), medical, surgical, radiology, laboratory and pathology procedures.	•	•
Dental	Arrayed by Current Dental Terminology (CDT) ² codes for dental procedures.	•	•
Anesthesia	Arrayed by CPT, anesthesia and surgical procedure codes.	•	•
Healthcare Common Procedure Coding System (HCPCS)	Arrayed by Level II HCPCS codes for products, supplies and services generally not included in CPT codes, such as ambulance services, physician- administered drugs, durable medical equipment (DME), prosthetics, orthotics and supplies.	•	•
Inpatient Facility	Arrayed by DRG codes for over 90 Medicare GPCIs for services performed in a hospital inpatient setting.	•	
Outpatient Facility	Arrayed by CPT codes for services performed in a hospital outpatient setting.	•	•
Ambulatory Surgery Center (ASC)	Arrayed by CPT and HCPCS codes at state, regional and national levels for ASC-specific facility claims.	•	
Category III	Arrayed by Category III CPT codes, temporary codes for emerging technologies, services, procedures and service paradigms.	•	
Episodes of Care	Includes allowed amount and billed charge benchmarks for a patient's beginning-to-end treatment path for more than 40 defined episodes. ³	•	•



Geographic Divisions

- Geozips an area defined by the first three digits of a zip code or groups of three-digit zip codes
- 493 geozips across the country
 - Granular view of charges by geographic area
- Medicare divides its professional data into approximately 100 geographic areas (GPCIs)

Geozip	Description	Zip Code Area
100	NY – MANHATTAN	100-102
331	FL – MIAMI	331
770	TX – HOUSTON	770, 772
941	CA – SAN FRANCISCO	941



Range of Benchmarks: Percentiles

- Data are arrayed by percentiles for separate charge and allowed amount benchmarks
- A percentile illustrates where a value falls in the distribution of values in the database
 - 80th percentile: represents the benchmark at the point that 80% of standardized data are equal to or less than the benchmark value (and 20% are higher)
 - Standard products include percentiles from 50th to 95th
 - Percentiles from 5th to 50th also available
 - FAIR Health provides percentile benchmarks for allowed amounts and billed charges

Description	Mean	Mode	Percentiles							
	(Avg.)		50	60	70	75	80	85	90	95
Office Outpatient Visit – 15 minutes	\$96	\$100	\$93	\$100	\$103	\$104	\$108	\$114	\$120	\$136

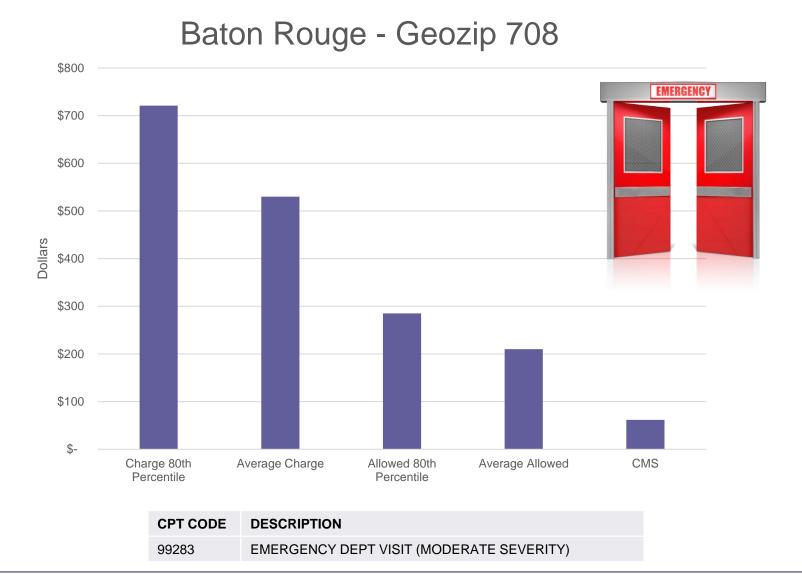


FAIR Health and CMS: A Comparison

Category	FAIR Health Data	Medicare Fee Schedule
Geography	 Most benchmarks are organized into 493 regions Custom regions available 	112 Geographic Practice Cost Indices (GPCIs)
Methodology	 FH[®] Charge Benchmarks based directly on actual charges in specific region; for infrequently performed procedures, a relative market value methodology is applied FH[®] Allowed Benchmarks reflect imputed allowed amounts (in-network rates) for specific regions 	 Relative values and conversion factors set by committee Geographical adjustments for GPCI areas Some procedures omitted as not relevant to covered population
Relationship to Market	 Mirror market distribution of charges and allowed amounts and also reflect market differentials for charges and allowed amounts for services specific to different types of specialists Reflect the experience of the privately insured 	 Fees adjusted to meet national budget and policy objectives Not all procedures are covered because system was designed for particular populations: the elderly, disabled and end-stage renal disease patients Comparative fees for different types of specialists often differ from market relationships



Emergency Room Visit Procedure





Consumer Transparency Tools

fairhealthconsumer.org



Award-winning Consumer Platform



Medical Costs Dental Costs

Insurance Basics Res

Resources Quality Glossary About Us

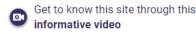
Newsletters Contact Us Se



Estimate your healthcare expenses.

Get essential information on costs for thousands of procedures and learn **insurance basics**.





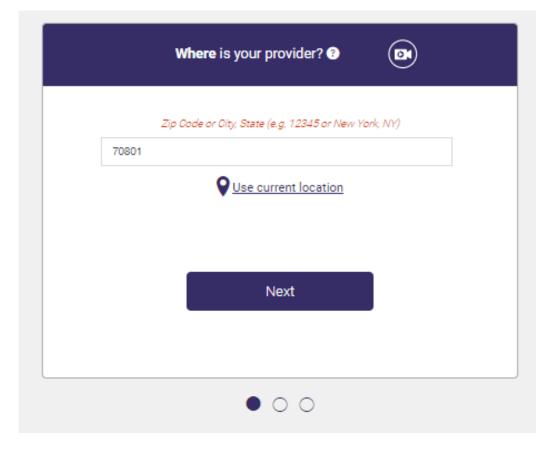




Enter Procedure Location

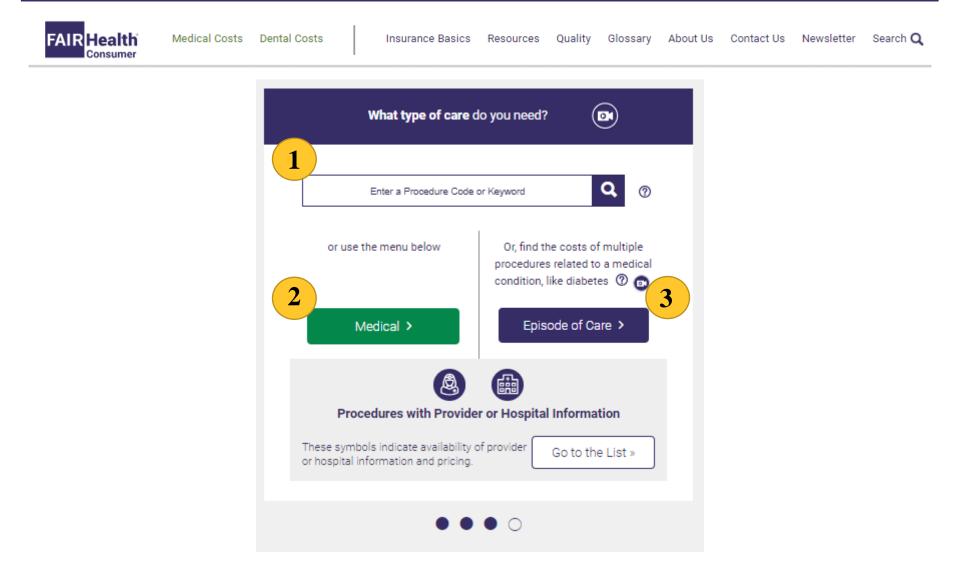


Medical Costs Dental Costs





Medical Cost Lookup Options





Medical Cost Lookup Results Page

R Health Medical Costs Consumer	Dental Costs Insurance Basics Resources	Quality Glossary About Us Newsletter	rs Contact Us Search Q DEsp
Total Cost Related to Removal of cataract with insert CPT Code 66984 Baton Rouge, LA 70801 Print Understand your costs	on of lens	S10,278.00 OUT-OF-NETWORK/ UNINSURED PRICE	S4,835.00 IN-NETWORK @
Cost Question	ns to Ask Learn pursement Search Again	OUT-OF-NETWORK/ UNINSURED PRICE	IN-NETWORK PRICE
	ical Procedure ith insertion of lens (CATARACT SURG W/IOL 1 Cost	\$3,000.00	\$1,096.00
Related F	rocedures	\$7,278.00	\$3,739.00
Anesthesia Anesthesia for lens CPT Code: 00142 © Remove from To		\$810.00	\$341.00
Transportation, Me Intraocular lens, por Code: V2632 © Remove from To		\$281.00	\$142.00
Hospital (Outpatien Hospital Outpatient 66984 (in addition t CPT Code: 66984 © Remove from Tot	Facility (HOSPF) estimate for procedure code your doctor's fee)	\$6,187.00	\$3,256.00



Video Library

Meet the FAIR Health Consumers





Diabetes

Bill Healthcare Bills

g Steve

Surgery



Arlene Carl Asthma Cancer

Maria

Pregnancy



Annie

Broken

Leg

Dan F





Dan Ralph Andy Toothache Root Canal Arthritis



Resources

- Glossaries
 - Insurance terms
 - Medical terms
 - Dental terms
- Educational texts and videos
- Frequently asked questions
- Links to government and nonprofit organizations
 - State resources
 - Health literacy
- Newsletters
- English and Spanish





Provider Transparency Tools

feeestimator.org



Self-Service Website



About FH Fee Estimator® How Does It Work? Patient Materials Why FAIR Health?

Select a product

Configure up to 5 specialty/geozip combinations.

The first product (for a specialty and geographic area) is \$400. Additional products licensed within 30 days are \$300 each.

- Choose specialties and locations
- Access data in minutes

Specialty		
Allergy/Immunology	General Surgery	Orthopedic Surgery
Audiology	Hand Surgery	Otolaryngology
Behavioral Health	Hematology/Oncology	Pain Management
Cardiac Surgery/Thoracic Surgery	Internal Medicine	Pathology
Cardiology	Laboratory Codes	Pediatrics
Chiropractic	Nephrology	Plastic and Reconstructive Surgery
Colorectal Surgery	Neurology	Podiatry
Dentistry	Neurosurgery	Pulmonary Disease
Dermatology	Nuclear Medicine	Radiation Oncology
Emergency Medicine	Obstetrics/Gynecology	Radiology
Family Practice	Opthalmology	Urology
Gastroenterology	Oral Maxillofacial Surgery	Vascular Surgery
Zip code		
5 digit zip code		
	Add this product	



Detailed Data, Flexible Views

Know Yo	rur Source												iviy	Data Wy Ort	ders My Account Help
Internal Med	icine		*	Enter a procedure code	or keyword							Q, Compar	e: 🔲 Reset	Help Tooltips	
Views: Full		Geozip: 100		Download Exce	el Download	PDF									
Search Resul	ts														
Code	Geozip	Actual/Derived	50th	60th	70th	75th	80th	85th	90th	95th	Medicare Facility	Medicare Non-F	Mean	Mode	Full Description
90471	100	actual	\$59.00	\$74.00	\$75.00	\$80.00	\$80.00	\$80.00	\$89.00	\$90.00	\$29.87	\$29.87	\$58.45	\$80.00	IM ADM PRQ ID SUBQ/IM N/XS 1 VACCINE
95251	100	actual	\$150.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$49.60	\$49.60	\$152.09	\$200.00	CONTINUOUS GLUCOSE MONITORING ANALYSIS I&R
90673	100	actual	\$40.61	\$50.00	\$50.00	\$100.00	\$109.00	\$109.00	\$109.00	\$109.00	\$0.00	\$0.00	\$60.57	\$40.00	RIV3 VACCINE PRESERVATIVE FREE FOR IM USE
95079	100	actual	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$273.00	\$360.00	\$75.17	\$93.76	\$258.12	\$250.00	INGESTION CHALLENGE TEST EACH ADDL 60 MINUTES
99316	100	actual	\$255.00	\$267.00	\$267.00	\$280.00	\$280.00	\$280.00	\$280.00	\$280.00	\$120.44	\$120.44	\$214.50	\$280.00	NURSING FACILITY DISCHARGE MANAGEMENT 30 MINUTES
99463	100	actual	\$200.00	\$247.00	\$275.00	\$300.00	\$360.00	\$375.00	\$405.00	\$450.00	\$136.10	\$136.10	\$254.84	\$200.00	1ST HOSP/BIRTHING CENTER NB ADMIT & DSCHG SM DAT
64480	100	actual	\$2,316.00	\$2,316.00	\$2,757.00	\$2,757.00	\$2,757.00	\$2,900.00	\$5,000.00	\$5,100.00	\$73.88	\$131.78	\$2,022.94	\$2,316.00	NJX ANES&/STRD W/IMG TFRML EDRL CRV/THRC EA LV
44705	100	actual	\$383.00	\$383.00	\$383.00	\$383.00	\$383.00	\$450.00	\$450.00	\$450.00	\$0.00	\$0.00	\$334.64	\$383.00	PREPARE FECAL MICROBIOTA FOR INSTILLATION
64405	100	actual	\$500.00	\$567.00	\$600.00	\$700.00	\$845.00	\$845.00	\$1,065.00	\$1,255.00	\$75.90	\$120.27	\$564.96	\$500.00	INJECTION ANESTHETIC AGENT GREATER OCCIPITAL NRV
97166	100	actual	\$205.00	\$275.00	\$300.00	\$300.00	\$300.00	\$300.00	\$360.00	\$403.70	\$107.32	\$107.32	\$232.27	\$300.00	OCCUPATIONAL THERAPY EVAL MOD COMPLEX 45 MINS
96417	100	actual	\$250.00	\$250.00	\$250.00	\$250.00	\$275.00	\$310.00	\$350.00	\$350.00	\$77.59	\$77.59	\$241.12	\$250.00	CHEMOTX ADMN IV NFS TO EA SEQL NFS TO 1 HR
82948	100	actual	\$20.00	\$25.00	\$30.00	\$30.00	\$30.00	\$35.00	\$35.00	\$40.00	\$0.00	\$0.00	\$21.08	\$10.00	GLUCOSE BLOOD REAGENT STRIP
90532	100	actual	\$120.00	\$120.00	\$130.00	\$140.00	\$150.00	\$150.00	\$153.00	\$175.00	\$0.00	\$0.00	\$119.91	\$100.00	HEPA VACCINE ADULT DOSE FOR INTRAMUSCULAR USE
92970	100	derived	\$561.99	\$627.69	\$680.00	\$712.38	\$765.00	\$821.91	\$915.51	\$1,033.60	\$219.48	\$219.48	\$587.99	\$0.00	CARDIOASSIST-METH CIRCULATORY ASSIST INTERNAL
90472	100	actual	\$40.00	\$40.00	\$45.00	\$45.00	\$45.00	\$49.00	\$50.00	\$67.00	\$14.74	\$14.74	\$37.70	\$40.00	IM ADM PRQ ID SUBQ/IM NJKS EA VACCINE
85547	100	derived	\$58.14	\$63.64	\$70.97	\$73.81	\$78.57	\$85.68	\$95.44	\$113.55	\$0.00	\$0.00	\$62.22	\$0.00	MECHANICAL FRAGILITY RBC
36516	100	derived	\$9,097.90	\$10,235.16	\$11,941.04	\$12,737.10	\$14,449.62	\$16,303.37	\$18,504.25	\$24,261.13	\$85.59	\$2,517.85	\$10,768.05	\$0.00	THER APHERESIS W/EXTRACORPOREAL IMMUNOADSORPTION
85950	100	derived	\$140.07	\$153.32	\$170.97	\$177.81	\$189.29	\$205.42	\$232.33	\$273.55	\$0.00	\$0.00	\$149.90	\$0.00	LEUKOCYTE TRANSFUSION
99221	100	actual	\$392.00	\$430.00	\$450.00	\$455.00	\$485.00	\$510.00	\$510.00	\$547.90	\$115.39	\$116.39	\$390.89	\$350.00	INITIAL HOSPITAL CARE/DAY 30 MINUTES
54484	100	actual	\$1,200.00	\$1,275.00	\$1,500.00	\$1,584.00	\$1,584.00	\$2,000.00	\$2,604.00	\$3,500.00	\$60.07	\$101.91	\$1,247.88	\$1,584.00	NJX ANES8/STRD W/IMG TERML EDRL LMBR/SAC EA LV
99366	100	actual	\$150.00	\$150.00	\$150.00	\$150.00	\$160.00	\$225.00	\$330.00	\$400.00	\$0.00	\$0.00	\$155.13	\$150.00	TEAM CONFERENCE FACE-TO-FACE NONPHYSICIAN

- Charge benchmarks for 50th 95th percentiles
- Mean (average) charge
- Mode (most frequent) charge

- Medicare fees facility and non-facility
- Search by procedure code or keyword
- Download data to Excel



Patient Educational Materials

- Numerous topics
- For use in waiting rooms and billing offices
- Can be cobranded for the practice





In-Network vs. Out-of-Network Care

Know Before You Go

You've probably seen the terms "in-network" and "out-of-network" on your insurer's website and in your plan description. But, what do these terms mean? And how do they affect how much you have to pay for your care?

Your plan contracts with a wide range of doctors, as well as specialists, hospitals, labs, radiology facilities and pharmacies. These are the providers in your "network." Each of these providers has agreed to accept your plan's contracted rate as payment in full for services.

That contracted rate includes both your insurer's share of the cost, and your share. Your share may be in the form of a co-payment, deductible or co-insurance. For instance, your insurer's contracted rate for a primary care visit might be \$120. If you have a \$20 co-payment for primary care visits, you will pay \$20 when you see a doctor in your network. Your insurer will pick up the remaining \$100.

If you go outside your network, it's a different story. You will likely pay more if you go "out-of-network" for your care. That's because:

- Providers outside your network have not agreed to any set rate with your insurer, and may charge more.
- Your plan may require higher co-pays, deductibles and co-insurance for out-of-network care. So, if you normally have to pay 20% of the cost of the service in-network, you may have to pay 30% out-of-network. Often, you'll have to pay that PLUS any difference between your insurer's allowed amount and what the provider charges.
- · Your plan may not cover out-of-network care at all, leaving you to pay the full cost yourself.

Your costs for out-of-network care also depend on your type of plan:

- In a Health Maintenance Organization, or HMO, or Exclusive Provider Network, or EPO, you generally have to pay the full cost of any out-of-network care, except for emergencies.
- In a Preferred Provider Organization (PPO) or Point-of-Service (POS) plan, you will usually have to pay:
 - A higher deductible than in-network and or a higher co-pay
 - PLUS a higher percentage co-insurance, which is a percentage of the "allowed amount"
 - PLUS, the full difference between the allowed amount and your provider's actual rate, which could be much higher

These costs can add up quickly, even for routine care. If you have a serious illness, it can mean tens of thousands of dollars more. So, when you need care, it's important to find out if all of your providers are in your plan's network.





Governmental Uses of FAIR Health Data

Consumer protection laws



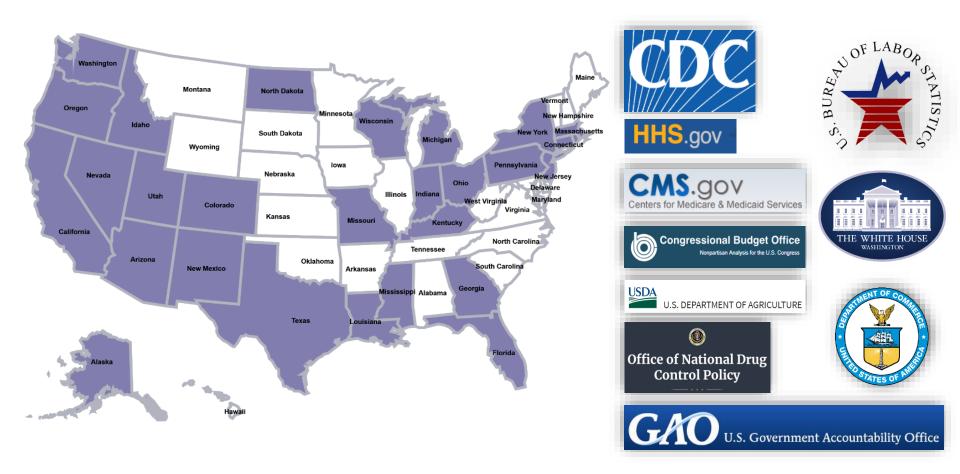
Serve as Data Source

- Benchmark data for state use
 - Geozip level
 - Custom communities
 - State level
 - Other geographic areas for comparative purposes
- Trending reports
 - Cost
 - Utilization
- Comparative analyses
- Address gaps in fee schedules
 - Source of data for gaps in fee schedules adhering to requisite geographic configurations
 - Scaled rates for use with Medicare fee schedules
 - Align with state conversion factors





FAIR Health Governmental Interactions





Connecticut: FAIR Health 80th percentile is the UCR standard for payments for out-of-network emergency services





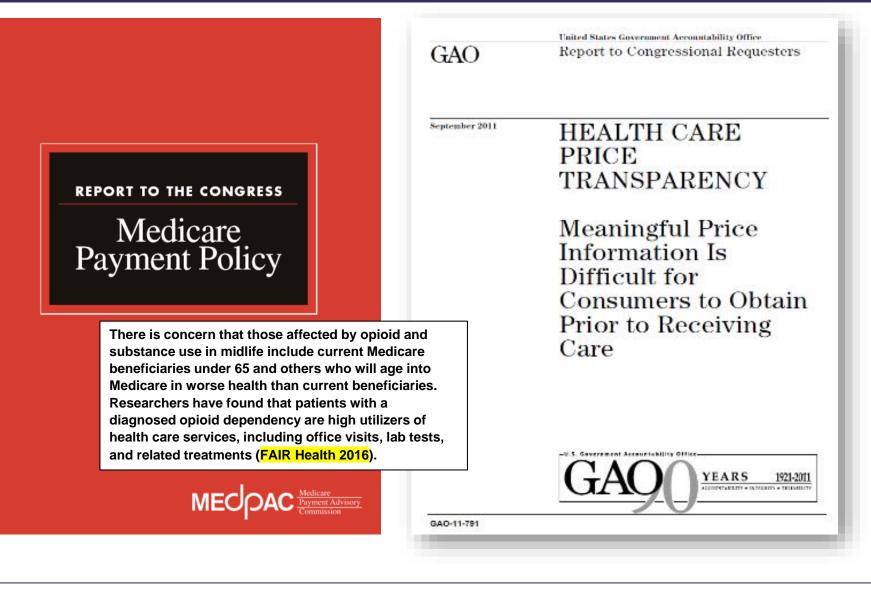
Pennsylvania Workers' Compensation Regulations

- Pennsylvania Department of Labor & Industry adopted a FAIR Health benchmark as "usual and customary charge"
- FAIR Health 85th percentile charge benchmark determines WC reimbursement for services not listed in state fee schedule
 - "Effective 11/01/10 when resolving applications for fee review under 34 Pa. Code § 127.256, the department will utilize the 85th percentile of the MDR database published by FAIR Health to determine "the usual and customary charge" as defined in 34 Pa. Code § 127.3.





A Trusted Federal Resource





Data in Action

Varied ways to present data



FAIR Health Analytic Reports

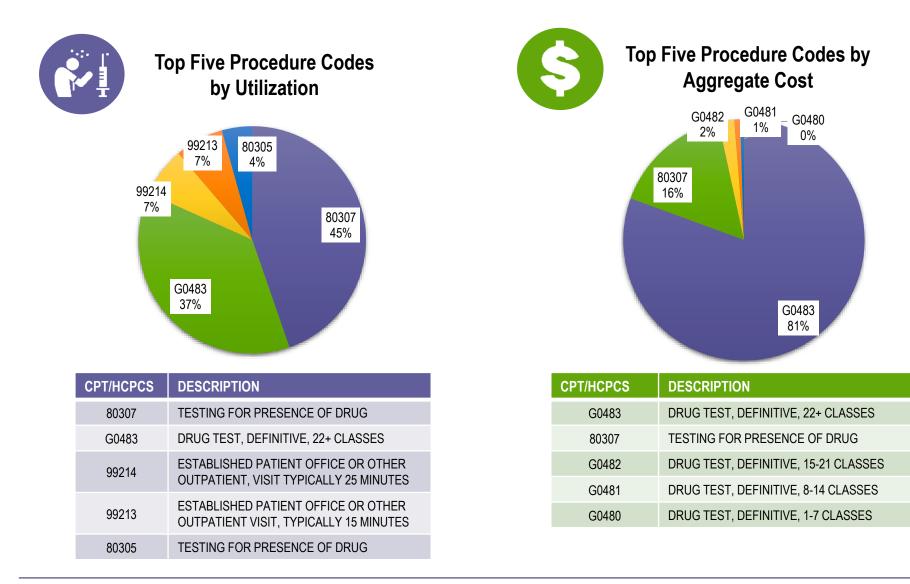
	Sept. 2016		June 2017	
The Opioid Crisis among the Privately Insured		The Impact of the Opioid Crisis on the Healthcare System		Peeling Back the Curtain on Regional Variation in the Opioid Crisis Spotlight on Five Key Urban Centers and Their Respective States
A FAIR NAME MADE & EVALUATION AS COLUMNETTICS IN FITWARE COMING STATE		A FAIR Health White Paper, September 2016		A FAIR Health White Paper, June 2017
FAIR Health Know Your Source		FAIR Health		FAIR Health Know Your Source
	Nov. 2017		March 2018	
Obesity and Type 2 Diabetes as Documented		Food Allergy in the United States: Recent Trends and Costs		FH Healthcare Indicators™ and FH Medical Price Index™
Spotlight on This Growing Issue among the Nation's Youth		An Analysis of Private Claims Data		A New View of Place of Service Trends and Medical Pricing A FAIR Health White Paper, March 2018
FAIR Health				
	Privately Insured The Optional Advance Epideemic as Documeented in Private Claims Data Unit and Comparison of Com	2016 <u>Dropoid Crisis among the</u> <u>Protecty Insure</u> 	Desity and Type 2 Diabetes as Documented Industry Diabetes as Documented Desity and Type 2 Diabetes as Documented Industry and Type 2 Diabetes Industry and Type 2 Diabetes	2016 2016 Construction 2017

FH^{*}

Know Your Source

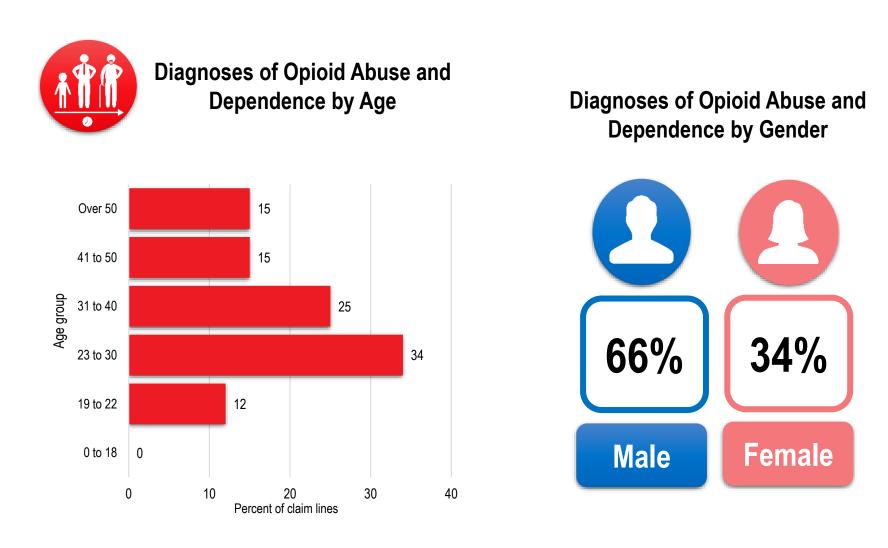
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Louisiana: Opioid Abuse and Dependence, 2017



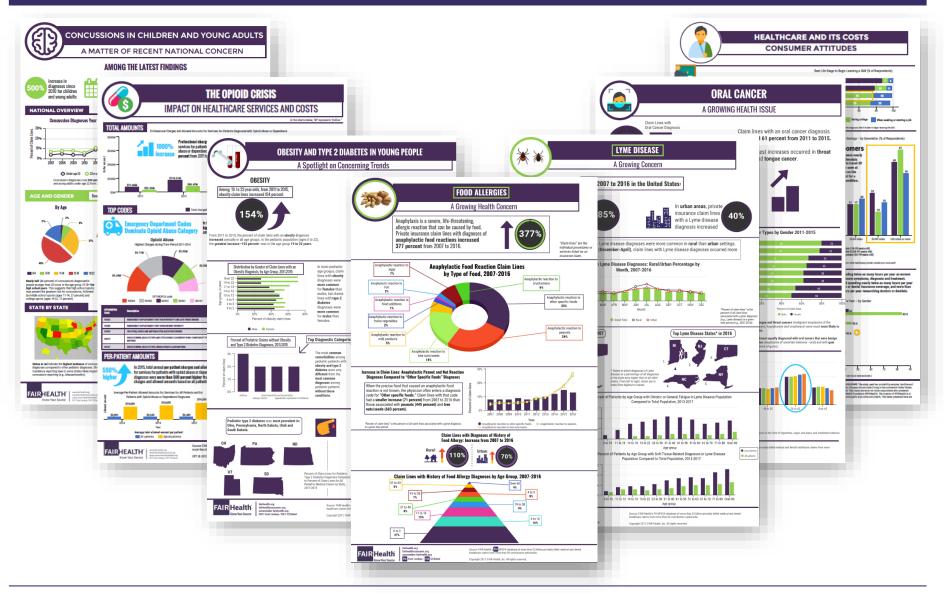


Louisiana: Opioid Abuse and Dependence, 2017



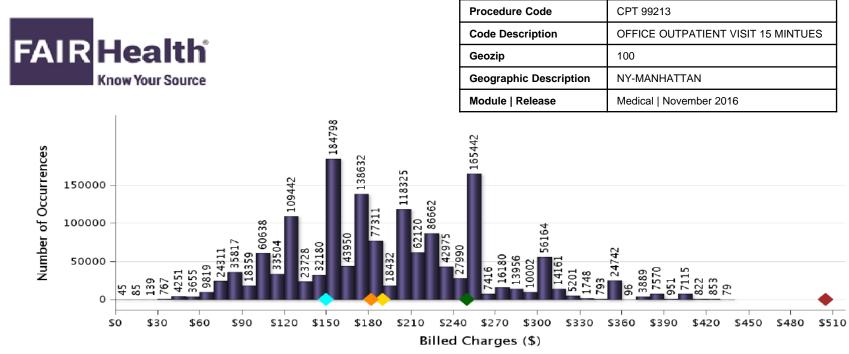


Insights from the Repository





Example Distribution of Charges



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Statistics		Value
Total Occurrences		1,495,115
Range		\$2.00-\$435.00
Mean Charge	•	\$190.05
Median Charge	•	\$182.00
Mode	•	\$150.00
Provider Charge	•	\$505.00
Allowed Amount	•	\$250.00

Statistical Term	Definitions
Total Occurrences	The number of charges for the CPT code occurring in the dataset
Range	The lowest and highest charges in the dataset
Mean Charge	The mathematical average of the charges in the dataset
Median Charge	The midpoint of the charges in the dataset
Mode	The most frequently occurring charge in the dataset
Provider Charge	As reported to FAIR Health
Allowed Amount	Benchmark percentile used as chosen by payor

The graph above illustrates actual charges for the specific procedure and geozip region set forth above. The geozip includes the place of service in this matter, as reported to FAIR Health.



Thank You

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For more information, visit:

- fairhealth.org
- fairhealthconsumer.org | consumidor.fairhealth.org
- youcanplanforthis.org



