

# Uncover savings opportunities with Springbuk Insights.

Courtney Schwagler's job isn't about spending money, it's about saving money. As a Cost Containment Strategist for Advanced Benefits, Courtney's role is to analyze the health data and actions of clients to uncover opportunities that reduce spend. To live up to Advanced Benefits' high-touch, high-impact approach toward their clients' businesses, the Springbuk team recommended Springbuk's Insights to bolster Advanced Benefits' healthcare analytics offerings with Health Intelligence.

Springbuk's Insights is built to empower benefits professionals, like Courtney and her team, to bridge the gap between population health data and the strategies that can influence them. For cost containment specifically, Insights helps overcome the challenges that stand between employers and impactful plan design by making curated strategies easily available.

## Seeking Health Intelligence.

When bringing on a new client, many brokerages must overcome the question, "Where do we start?" This is especially prescient to Courtney and her team who pride themselves on their data-driven approach to population health management. Their belief is generic plan designs bring generic population health results.

Advanced Benefits needed a solution that could integrate multiple data points, pulled from the most up-to-date sources, and build a plan to contain unnecessary healthcare spending unique to each of its clients. In addition to uncovering cost savings, they needed a way to not only present the data but be able to provide actionable next steps.

Clients are looking to Courtney and her team for strategies they can implement that are going to contain their healthcare costs in the next month, next year, and the next three years. Without the right solution constantly analyzing population data, the process can be slow and cumbersome.

**"When I'm showing our employer groups this, it helps to put into perspective some of the data-driven things we're putting into their individualized plan designs."**

Courtney Schwagler, Cost Containment Strategist with Advanced Benefits



“Insights really comes into play when you show them actionable opportunities. It’s not only showing them there’s an issue, Insights shows them there’s a way to solve it.”

Courtney Schwagler, Cost Containment Strategist with Advanced Benefits

#### **Harnessing the power of Health Intelligence.**

With this robust recommendation engine, Advanced Benefits was better equipped to continue their high-touch, high-impact approach to population health management. Insights goes beyond analyzing health and wellness data; it generates actionable steps based on cost savings and member engagement opportunities. Advanced Benefits can now spend less time trying to understand complicated data, and more time acting on targeted recommendations.

#### **Take action with curated strategies.**

Because Courtney’s main focus is containing costs for Advanced Benefits’ employer groups, Springbuk’s Insights is the perfect tool to help her manage costs and identify savings opportunities. With Insights, she can analyze population health data and uncover multiple plan design options and make recommendations to employers.

In one instance, Courtney was analyzing an employer’s population health data and found avoidable Emergency Room admissions were on the rise. She identified 11 members with a potential savings opportunity of \$8,402. Insights suggested changes to the employer’s plan design to only cover co-pays when members were admitted to the ER, which gave Courtney the tools needed to combat rising costs.

### Identify generic drug savings with Insights.

Advanced Benefits works with healthcare providers and facilities in addition to employers, but their intention remains the same: provide clients with the data they need to make informed and impactful decisions. Insights empowered Courtney to uncover savings opportunities in prescription medications. Courtney quickly identified which name-brand drugs could be swapped for their generic counterparts, reducing costs without sacrificing coverage.

“I often share that data directly with the prescribing providers and break down the categories where there's more savings opportunities. We identified a doctor who was defaulting to prescribing Crestor, instead of one of the many generic cholesterol lowering alternatives. This physician is in a value-based arrangement, so he has a personal incentive to change his prescribing habits. Also, the patients saved a substantial amount of money by switching to a generic.”

Courtney Schwagler, Cost Containment Strategist with Advanced Benefits

### Informing long-term health strategy.

Springbuk's Insights was made to help educate employer groups directly about the steps they can take to positively impact their member population. Advanced Benefits regularly makes use of the reports that Insights creates, knowing they can educate employers to understand opportunities and take action. This not only saves Courtney and her team time, but involves the employers in the discussion, getting them to engage with the topic of healthcare costs in a productive way. In one group, Insights identified \$177,129 in total savings opportunities and 515 unique members to focus energy and resources on in order to make a positive impact.

“An HR Director from one of my employer groups reached out to me and said ‘Springbuk says we have an opioid risk with this many members, is that normal? Are we benchmarking too high?’ I loved that the director was able to look at the hard data and start to think about these things. It created a really positive dialogue.”

Courtney Schwagler, Cost Containment Strategist with Advanced Benefits

Ready to see how the power of Health Intelligence fits into your organization?

[springbuk.com/request](https://springbuk.com/request)

### Opioid Risk



### Members at High Risk for Opioid Abuse

REVIEW

STRATEGY

HISTORY

Members at High Risk for Opioid Abuse identifies members that have a history of use of opioids in the past 6 months that indicate a potentially high risk situation in the future. The basis for this score includes factors such as prescription time overlap, the unique number of different opioid prescriptions, claims evidence of mental health and/or drug abuse history, and other pertinent factors.

Now? “More than half of drug overdose deaths involve opioids, with the majority due to opioid painkillers.”

Feedback

Sources:

### Avoidable ER

Identified

144

Opportunity

\$61,245



### Chronic Disease Flareup Visits

OVERVIEW

STRATEGY

HISTORY

Avoidable flareup emergency room visits are emergency room visits that were due to potentially avoidable exacerbations of chronic conditions. Improved member compliance for chronic condition care could eliminate the need for these visits in the future.

**Did You Know?** Chronic disease flare-up episodes are usually avoidable