FACT SHEET

PERFORMANT

Is your Medicare Advantage plan maximizing savings from other insurance coverage?

While regulations support other forms of coverage as primary before Medicare, the process to obtain accurate third-party eligibility information is fraught with obstacles. Coverage data reported to CMS by health plans and other industry sources is often unreliable due to incorrect or outdated information. Combined with limited data matching criteria utilized by Medicare Advantage (MA) plans, a meaningful volume of other health insurance (OHI) savings opportunities are lost. Correcting inaccuracies, and properly utilizing this other coverage data, can maximize premium revenue and post-payment recoveries for MA plans.

Performant leverages eligibility information from multiple sources to create a repository of other coverage information. We compare the MA plan's enrollment roster against our robust data warehouse, as well as plan-provided Medicare Secondary Payer (MSP) and Monthly Membership Report (MMR) data, to identify inaccurate

Unmatched OHI Impact

As a vendor of choice for Medicaid and Medicare plans, Performant capitalizes on our expertise and established relationships with commercial payers to provide proven, purpose-built solutions backed by transparent reporting, web-based program metrics, and proprietary analytic tools.
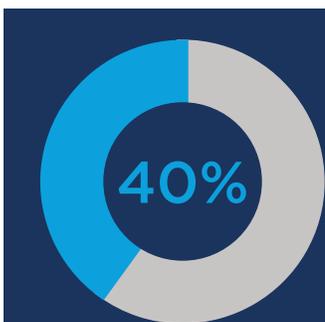
At a Glance

The Problem
- An estimated 4% of Medicare enrollees (2.4 million) have other primary health insurance coverage
- Untimely, inaccurate information leads to underpaid premiums, missed cost avoidance and post-payment recoveries
- Complicated, lengthy procedures to modify CMS information demand dedicated resources and expertise to maximize bottom line impact

The Solution
- Leverage our extensive database and proprietary algorithms to identify and validate other coverage information
- Deploy a highly trained team of outreach professionals to coordinate with the MA plan, CMS, and other coverage providers
- Capitalize on established technology and staff expertise to accelerate premium revenue and/or MSP program savings

40% Up to **40%** of MSP data maintained by payers and industry sources contains meaningful inaccuracies for OHI purposes, leading to erroneous decreases in capitated payments.

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THE BOTTOM LINE

and missing coverage information. Depending on the MA plan's needs, Performant utilizes the newly discovered information to perform premium restoration, cost avoidance, post-payment recoveries, and other specialty audits. We also offer full business process outsource support to interact with CMS regarding new and/or updated coverage information.

Our extensive knowledge of specialized recoveries and deep relationships with commercial payers result in premium restoration and post-payment recoveries substantially higher than other MSP vendors—all supported by transparent reporting to the plan. Our thorough data validation procedures ensure only the highest quality eligibility data is reported to CMS, while our extensive resources and dedicated account management ensure expedited and accurate program implementation. Performant's identification, cost avoidance, billing, and reclamation solutions ensure payment appropriateness and foster a cooperative approach to maximizing savings.

$4M+
typical results for a 100k MA plan during Year 1, with **$1.4M in annual premium restoration** in subsequent years
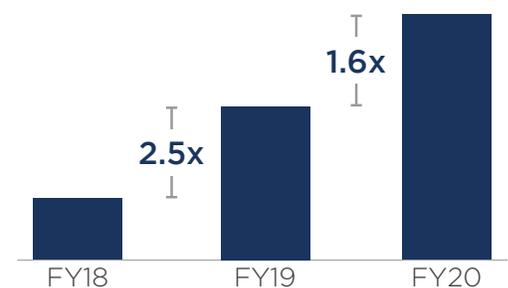
Commercial payers are looking to trusted partners, like Performant, to ensure they are receiving the most accurate premiums for their Medicare Advantage population.

$2M
in premium restoration identified within the **first two months** of a new national MA plan engagement

CLIENT SPOTLIGHT

Performant is the national MSP Commercial Repayment Center (CRC) contractor for CMS and works closely with health plans nationwide in this capacity. Through working with CMS to develop a customized solution and deploying best practices, we achieved **380% growth** in year-over-year recoveries from fiscal year 2018 to 2020.

2.5x   1.6x

FY18   FY19   FY20

3.8x increase in annual collections from FY18 to FY20

For more information on our healthcare payer solutions, visit https://www.performantcorp.com or contact us at healthcare.info@performantcorp.com.