



Is your Medicaid Managed Care Organization optimizing cost management?

The healthcare landscape is changing. While MCOs attempt to lessen the burden on providers—allowing providers to focus valuable resources on patient care—financial projections must still be achieved. Focusing on improved carrier-to-carrier reclamation provides MCOs additional savings to offset increased medical spend.

We leverage eligibility information from multiple third party liability (TPL) sources to create a repository of other coverage information, comparing the MCO's enrollment roster against our robust data warehouse to identify payers that should be primary to Medicaid. Valuing client partnerships above profitability, we do not sacrifice savings and quality through deploying automation alone. Performant pursues claims other vendors miss with automation, performing outreach to verify minor discrepancies in member data that may have resulted in automatic denial.

Performant's proven reclamation programs are supported by our commitment to full transparency to the MCO—providing billing and recovery details and why previous efforts failed to identify savings. Our flexible platform enables us to design custom programs for each MCO's needs, while our extensive resources and dedicated account management ensure expedited and accurate program implementation. Our identification, cost avoidance, billing, and reclamation solutions ensure payment appropriateness and recover payments where Medicaid should have been the payer of last resort.

Savings Made Simple

Performant is the vendor of choice for CMS and some of the largest MCOs in the country. Capitalizing on our extensive knowledge of specialized recoveries and our long-standing relationships with commercial payers, we provide proven TPL solutions backed by transparent reporting, web-based program metrics, and proprietary analytic tools.

At a Glance

The Problem

- An estimated 13.4% (4.6 million) of Medicaid enrollees have access to other sources of health insurance
- No single database exists for MCOs to identify other coverage information
- Unidentified primary coverage results in improper payments and higher costs for MCOs

The Solution

- Leverage our extensive coverage database and proprietary algorithms to identify other coverage information
- Deploy a highly trained team of outreach professionals to work directly with each payer
- Capitalize on established technology and staff expertise to accelerate cost avoidance and/or post-payment recovery efforts

USE CASE: Rx RECLAMATION

320M

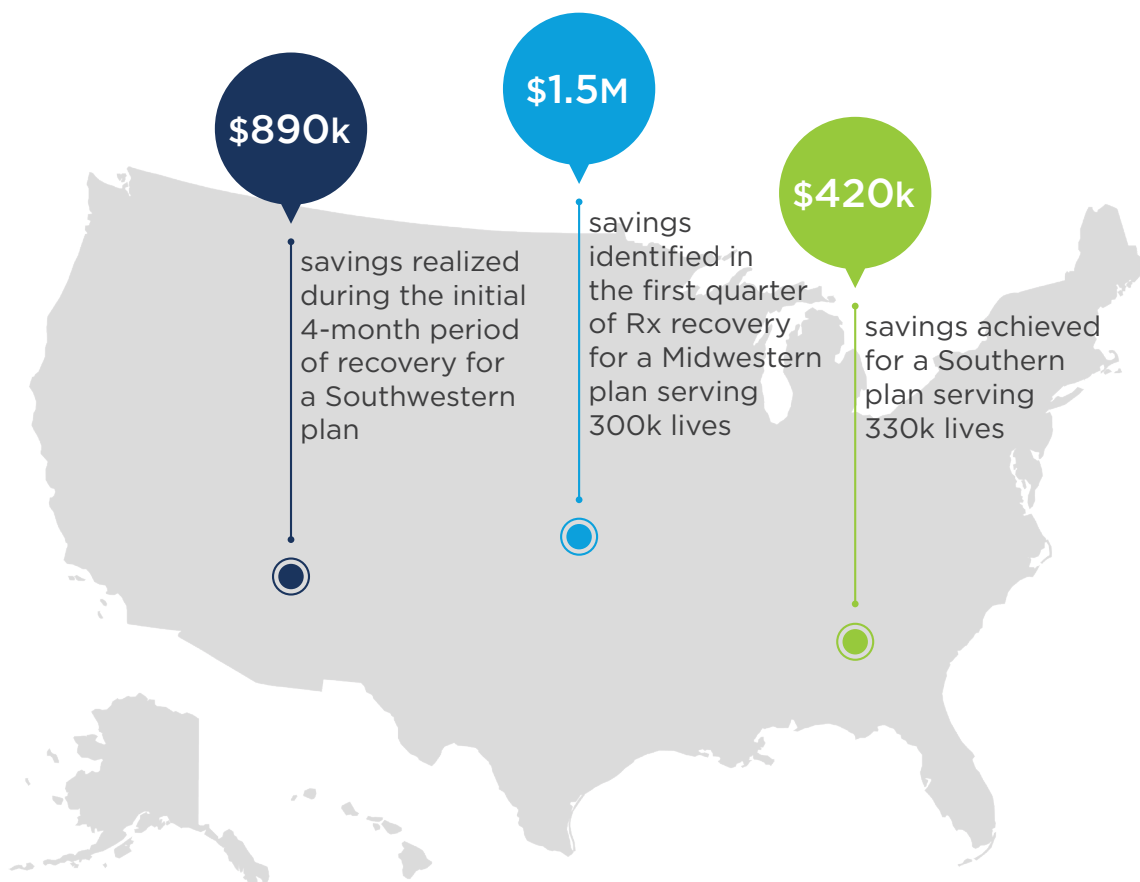
unique pharmacy records accessible to Medicaid MCOs—offering increased savings potential for many Medicaid plans



\$736k

recovered in incorrectly paid pharmacy claims from the previous two years as part of a retrospective review of terminated members for a Midwestern plan

Sample Client Results (Q1 2020)



Partnering with Performant can result in pharmacy claim savings up to **\$4.00** per member per year. Since 2018, we have recovered more than **\$75 million** across **6.3 million lives** for Medicaid MCOs.



For more information on Performant's TPL reclamation program, visit www.performantcorp.com or contact us at healthcare.info@performantcorp.com.