

5 Reasons You're Paying More for Health Care

AND WHAT YOU CAN DO ABOUT IT



1

Cost of care is hidden from consumer

SAME procedure, SAME city, TWO DIFFERENT hospitals.



Hospital 1



Hospital 2

\$5,971 vs. \$23,762

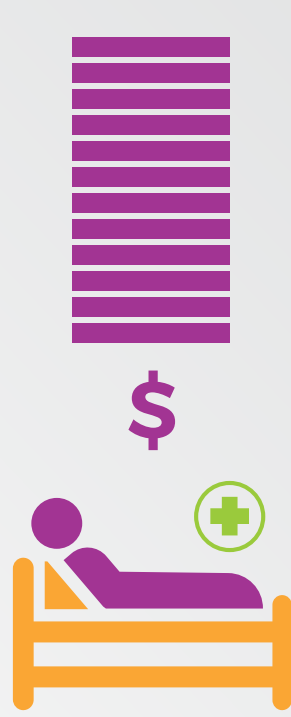
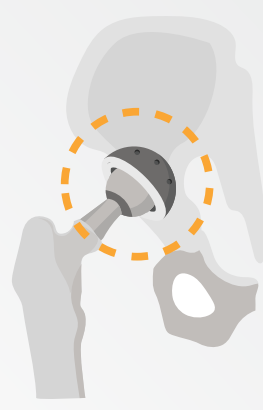
Fees for the same chest pain treatment in New York City. Your health insurance will often negotiate discounts. But even with a 50% discount, the second hospital is still pricier.¹

\$2,000 vs. \$25,000

Fees for gall bladder surgery, 20 miles apart in the New York metropolitan area.²

SOLUTION

Choose a health plan that's based on expected total cost of care, not on percentage discounts. Discounts on inflated prices are not discounts!



Hospitals often charge excessive markups. It's not unusual for a hospital to charge 12x what they paid for expensive items like artificial joints.

SOLUTION

Choose a health plan with an in-house Medical Management team that is on the lookout for large bills. Eight out of 10 hospital bills contain mistakes!³

2

Hospital bills are often inflated

3

Transparency tools alone are not effective for consumers



Only about 12% of a large population of employees who were offered a price transparency tool actually used it.⁴

- During a medical emergency patients don't have time to price shop.
- Those who do have time may trust only certain doctors.
- Finding a lower-cost service only saves the patient money if that service costs less than their insurance deductible or out-of-pocket maximum.

Hospitals must now post their pricing online, but they use technical language that's hard to understand.

SOLUTION

Choose a health plan that's more intuitive for families to make economic decisions. Enable families to compare the total cost of providers one time at open enrollment, rather than asking them to research the cost of every procedure, every time treatment is needed.

Great Ratings ≠ Great Care

There is little correlation between online ratings and actual quality of care⁵



SOLUTION

Choose a health plan that requires its providers to conform to nationally recognized quality guidelines.

4

There's no way to know if your doctor is good, bad, or average

5

There is A LOT of waste in health care

35-40%

of health care expenses are spent on waste.

- Unnecessary tests or procedures
- Overuse and misuse
- Duplication
- Poor communication

That's around **\$1 trillion** a year.⁶



SOLUTION

Choose a health plan that's designed to eliminate the fragmentation of health care that leads to waste. A health plan should promote stronger patient-doctor relationships, reinforce a culture of teamwork, and enable shared responsibility and patient information, which together yield better care at lower cost.

Learn more about *Create*[®], the next-generation health plan that promotes transparency and lowers the cost of health care.

