

Health Data: Plan Control Starts Here

Presented by:
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Pioneering Specialists in Group Health Care

Post-Payment Administration for 25 Years

Unblemished track record – no HIPAA violations or employee issues

- First with 100% claim audits
- Introduced the use of claim audits for recovery
- Originated linking of enrollment reconciliation with claim audits
- Started dependent eligibility audits 15 years ago
- Revolutionized data intake with payer-defined data – always successful
- Re-defining competitive bidding
- Extending control of data to self-funded plans of all sizes
- Putting meaning into fiduciary oversight via Routine Plan Monitoring

Plan Control =
Plan Data

Imagine No Data

- Ignorance is no defense for lack of fiduciary control.
- Payer self-monitoring never works.
- Management (of anything) requires measurement.
- Overpayments and abuses go undetected.
- Deciding what to do becomes guess work based on sales pitches not facts.
- Knowing what happened depends on what others want you to know.

Plan Control =
Plan Data

Consider “Jumbo” Employers

- Decades ago they took control of their data.
- None have surrendered that control.

We Get Too Much Data Now

- Plans are inundated with REPORTS, not data.
 - Reports are not data.
 - Reports summarize data.
 - Reports have facts or information based on data.
 - Reports are “shadows” cast by the data “source.”
- Control the data and get the reports you want when you want them.

Debunking Data Control Excuses

- HIPAA won't let you.
- You don't use what you get now.
- It's too complicated for you to understand.

Removing Data Control Obstacles

- **Technology**
 - Used to be a problem but advances make data control available to any self-funded plan of any size
- **Expertise**
 - Data control let's you take advantage of the wide range of specialized expertise available.
- **Time**
 - Using data control takes less time than trying to get data you need but don't control.

De-Mystifying Health Data

ALL health data starts with the Person.
Without a person taking action health data never exists.

Person

HIPAA established each Person as the owner of his/her data.

Others use the data only with their permission.

De-Mystifying Health Data

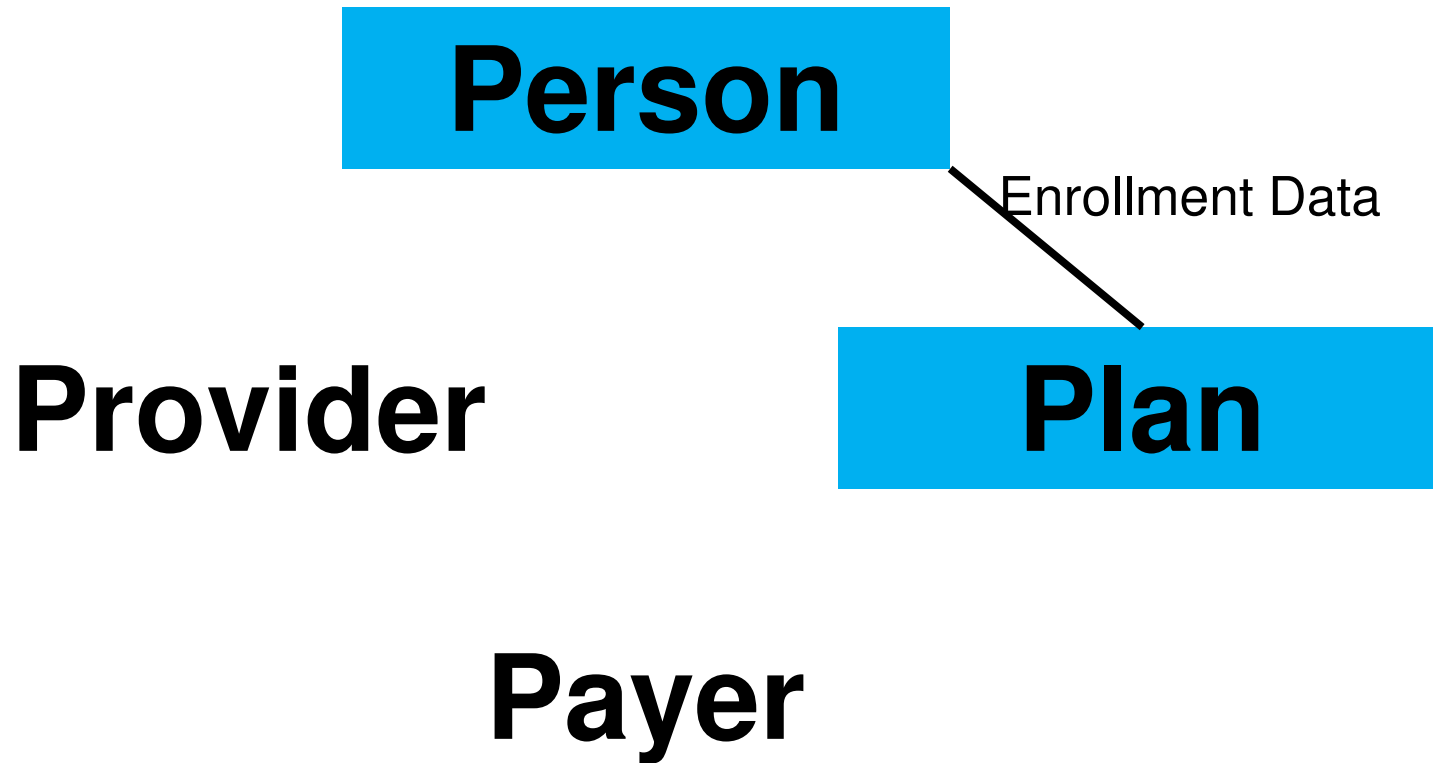
Person

Provider

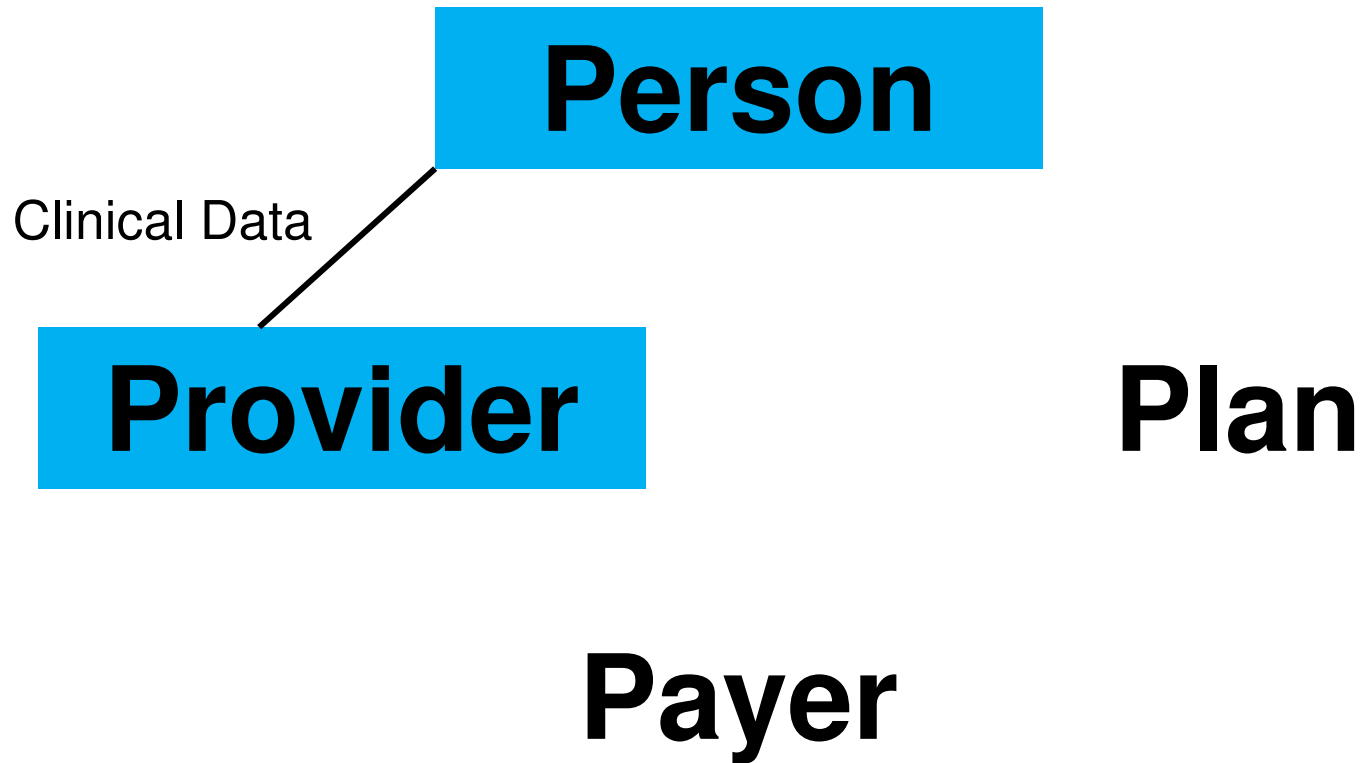
Plan

Payer

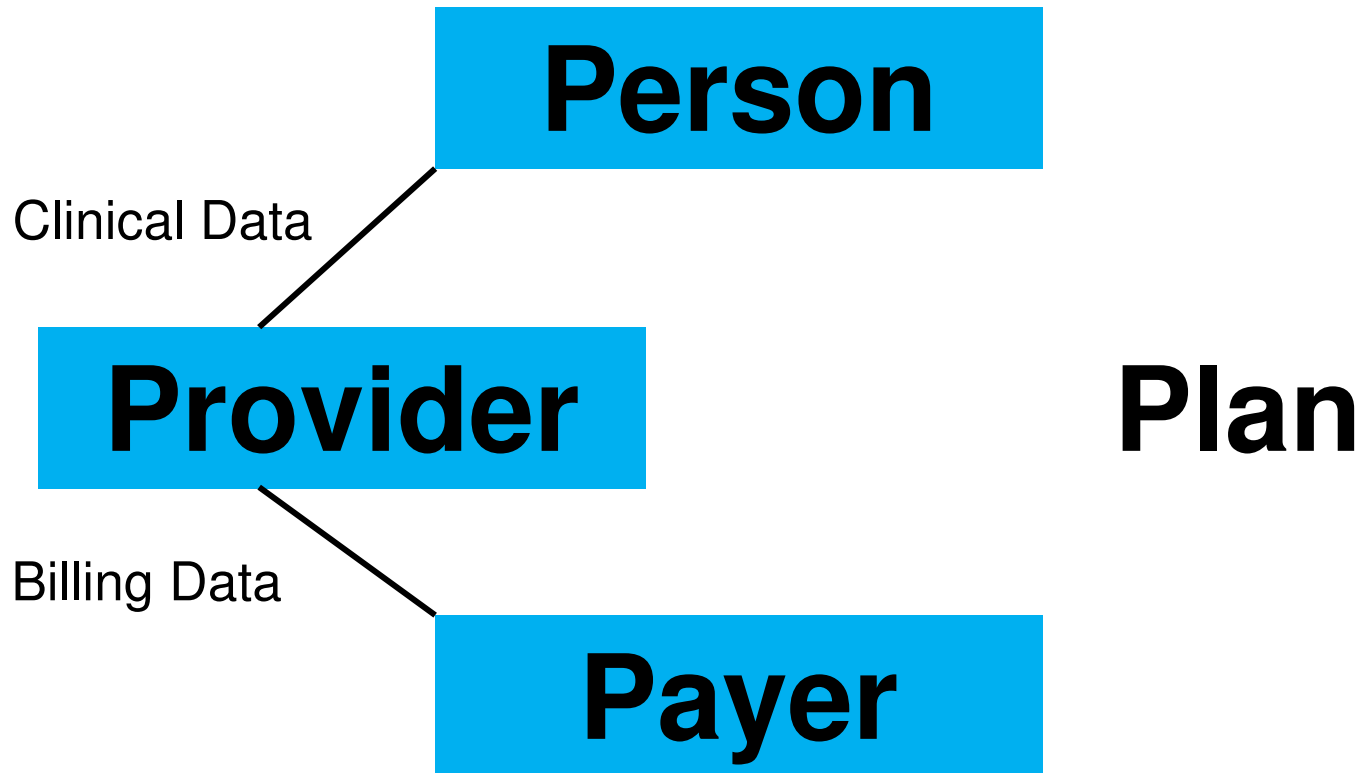
De-Mystifying Health Data



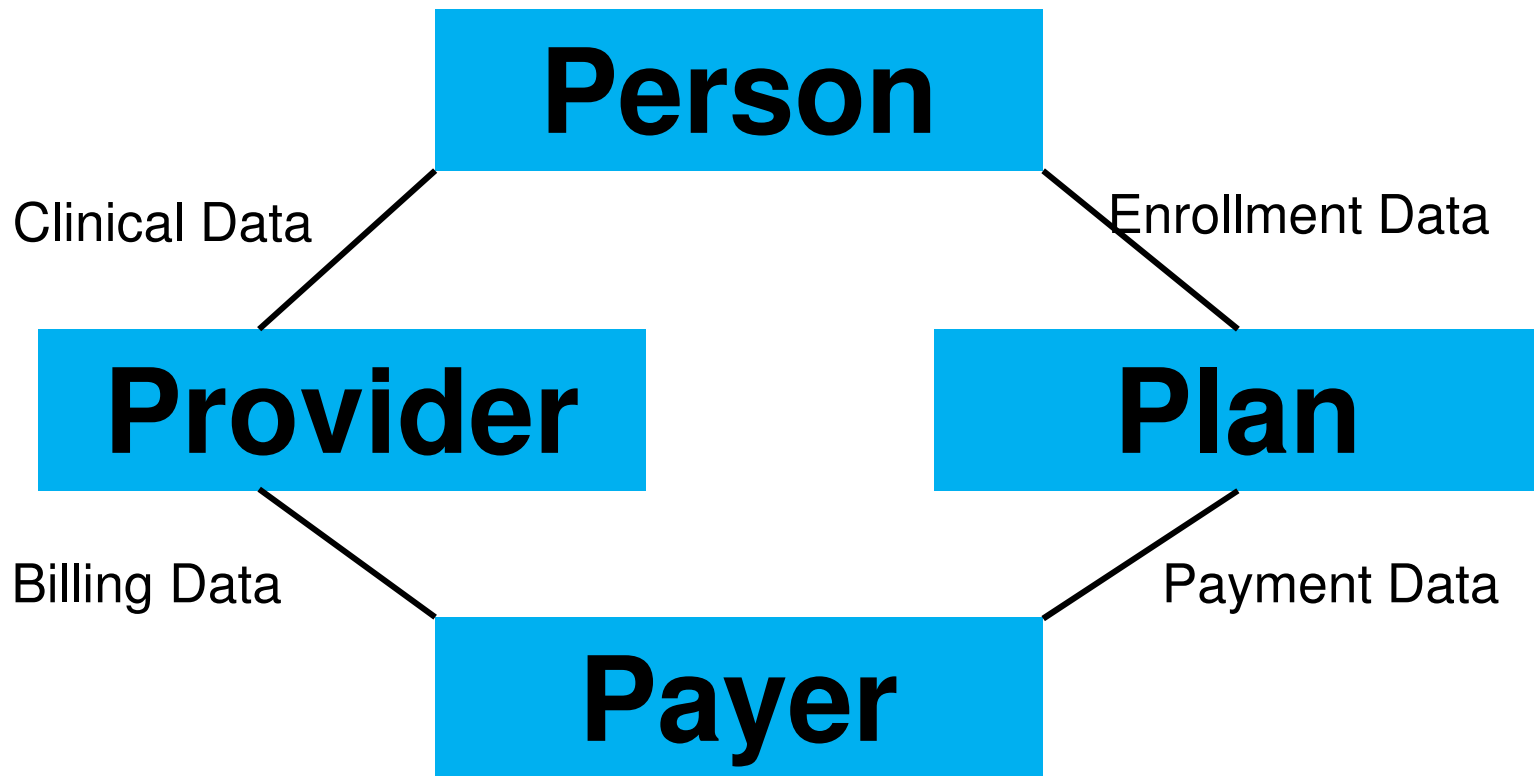
De-Mystifying Health Data



De-Mystifying Health Data



De-Mystifying Health Data



De-Mystifying HIPAA

Data Owner

Person

Covered Entity

Provider

Covered Entity

Plan

Business Associate
of Covered Entities

Payer

Vendor

Plan Control =
Plan Data

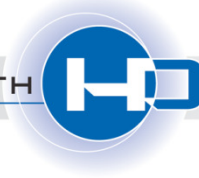
Imagine Data Control

- Meet fiduciary “prudent person” test.
- Monitor plan performance as you think needed.
- Measure what management wants to know.
- Recover overpayments and address abuses.
- Decide what to do based on facts.
- Know what happened in areas you want to know.

Past Webinars Available

Recordings of past webinars are available upon request, or through **Si's Library** (www.healthdecisions.com/library) including:

- February, 2012 – Health Reform: A Contrarian's Perspective
- January, 2012 – The Road to 100% Transparency
- December, 2011 – 2012: What Does it Hold for Self-funded Health Plans?
- November, 2011 – Overpayment Collection
- October, 2011 – Finding Provider Fraud
- September, 2011 – Complete Enrollment Validation
- August, 2011 – New HIPAA Accounting Requirements
- July, 2011 – Dos and Don'ts of Competitive Bidding
- June, 2011 – You've Done a Dependent Audit. Now What?
- May, 2011 – Two Dozen Reasons for Claim Payment Error
- April, 2011 – How Does Your Plan Compare?
- March, 2011 – How Medicare Can Help Employer Health Plans
- February, 2011 – Administrative Fee Inflation



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