

\$2 Million Saved in 9 Months: A Benefits Firm's Health Intelligence Story



DIAGNOSE

Stagnant Analytic Tools and Manual Reporting Processes

At a Midwestern benefits firm, primary health data sources have been the building blocks to crafting high-performing benefit plans. However, as the firm's business continued to expand within the mid-market space, **the firm knew they needed a solution to differentiate their offerings and deliver cutting-edge strategies.**



“We needed a solution that gave our advisors access to all the data in one place. **Over time we found that our analytics tools had become stagnant and couldn't give our clients the answers they needed in real-time.** When we'd present our reports to clients, they'd have questions about that data that would require our team to go back to the drawing board, which slowed the entire process down.”

- Firm President

After a robust RFP process, **the firm partnered with Springbuk to gain access to multiple sources in a single place** and illustrate the full picture of their client's risk and cost-saving opportunities in real-time.





“Springbuk allows us to bring together medical, Rx, payroll, and wellness data to **identify what’s driving costs and what is being wasted in health plans**. We can now make plans richer for employees and more cost-effective for employers.” – Firm President



SOLUTION

Drive Data-Driven Solutions for Population Health Challenges

Now, when taking on clients or strengthening current relationships, **the firm leverages Springbuk to make data-driven decisions that solve population health problems:**

- While going through quarterly reports, a potential client’s CFO observed yet another increase in expenditure; feeling frustrated, he presented a challenge to the firm
- If they could identify and resolve the underlying factors causing the high costs among their population, it would establish the firm as the preferred benefits partner

By digging into the potential client’s CT/MRI scan data through a single lens with Springbuk, **previously hidden insights quickly revealed themselves**. The firm quickly pieced together a complete picture of different happenings within the population and pinpointed how they could begin to bring costs back in line.

With the data in focus, **the firm identified an opportunity to focus engagement initiatives on members at-risk or currently diagnosed with diabetes**. By working with Springbuk and a carrier vendor, they introduced a wellness program to close compliance gaps in this group and bring costs back in line.



MEASURE

Transforming Cost Opportunities into Cost Savings

In just nine months, the firm presented the CFO with \$2 million in savings opportunities across 500 employees, solidifying their expertise in cost management and demonstrating the power of leveraging data-driven insights.



EVALUATE

Smarter Technology for Healthier Decisions

With the power of Springbuk's real-time data analytics and health intelligence, regardless of the type of report or information they need, the firm can leverage a client's population data to provide insight into the problem and provide end-to-end support.

To see how Springbuk can help you discover and act on the great cost savings opportunities in your population, **request a walkthrough of our platform today.**

springbuk.com/request



Chronic Gaps in Care

Identified

611 °

Diabetes Gaps

Overview

Strategy

History

Members with gaps in care for diabetes: Identifies members with diabetes (based on national guideline specifications) and a gap in care for that condition

Did You Know? After adjusting for age group and sex, average medical expenditures among people with diagnosed diabetes were about 2.3 times higher than expenditures for people without diabetes.

Research shows that diabetes patients who received standard processes of care developed fewer complications than those who did not.

Sources: 1 2 3 4 5 6

Historic Claims & Rx

