

### MyHealthGuide Newsletter News for the Self-Funded Community 4/6/2009

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#### **HealthReach Program Achieves Demonstrable Cost Savings Producing a 19:1 ROI for a Teamsters Health & Welfare Fund**

MyHealthGuide Source: HealthCare Strategies, 3/28/09, [www.hcare.net](http://www.hcare.net)

HealthReach (the signature program of HealthCare Strategies) has produced a 19:1 Return on Investment aggregating to almost \$34,000,000 over a three year period for a union health and welfare fund! HCS' personalized services demonstrated:

- 13% decrease in medical care gaps based on national standards of care,
- 37% decrease in Pharmacy compliance alerts, and
- 41% decrease in duplicate therapy.

Through an enlightened administrator, **William J. Einhorn**, and Trustees in tandem with an unique claims paying system, the alliance forged by HCS and the Philadelphia Teamsters paid off in real results. "One cannot dismiss as mere coincidence the dramatic decrease in year-over-year trend and the initiation of our comprehensive disease management program through HealthCare Strategies. As verified by our fund's actuarial consultant, our participants are getting the appropriate care, at the appropriate time, at a reasonable cost, with a dramatic decrease of gaps in their care," stated William Einhorn, Administrator of the Teamsters Health & Welfare Fund of Philadelphia and Vicinity.

With input from our advisory board headed by **Eugene Wilkinson**, an individual with decade's long experience in the reinsurance and carrier space, HCS is positioned as a leader in population health risk management. "HealthReach demonstrates that cost management, patient care and insurance plan objectives can be mutually compatible; building long term solutions not dependent on pricing discounts that are subject to change and difficult to assess actual value."

"It is my belief that there is virtually no sector in the healthcare continuum which cannot be favorably impacted through the implementation of HealthReach", states **Janice Albert**, President & CEO of HCS.

#### **About HealthReach**

HealthReach is provided in a modular format allowing payors a customized medical management solution. HealthCare Strategies, with over 100 professionals, provides services and next generation solutions for clients deriving from school districts, hospitals, health systems, payors, labor management funds and more. Observing its 27th year this month, HCS will launch its new branding to include an updated Website and state of the art online Personal Health Record that will provide a useful portal to drive patient interaction and informational discovery! HealthReach is provided through HCS offices in Arizona, Maryland and Texas. Contact **Mike Petruzzello** at 800-582-1535 or [mike.petruzzello@hcare.net](mailto:mike.petruzzello@hcare.net).