

Idea One

















good people



**GOOD PEOPLE IN PARTNERSHIP**

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industry leaders





**POWER IN PARTNERSHIP**

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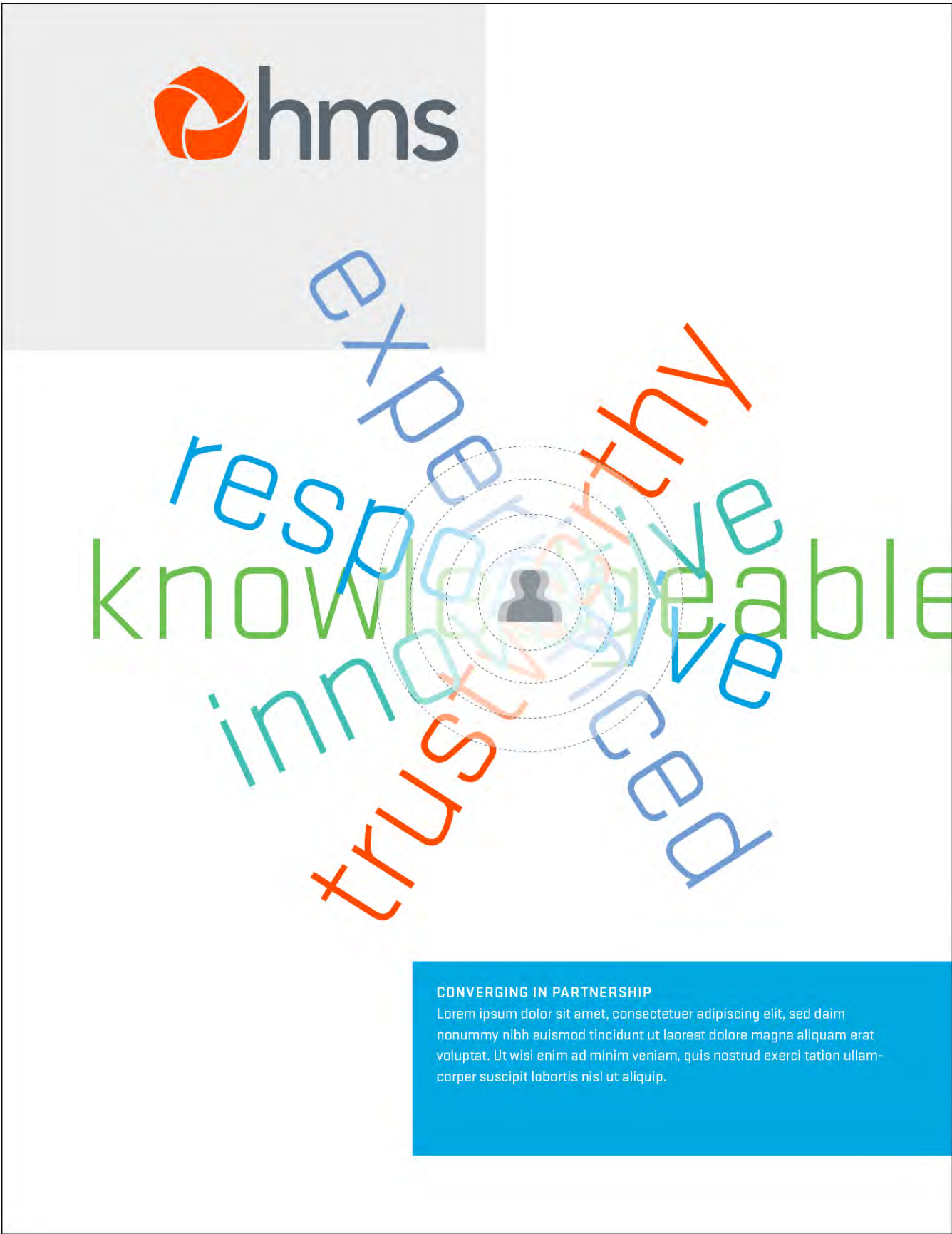
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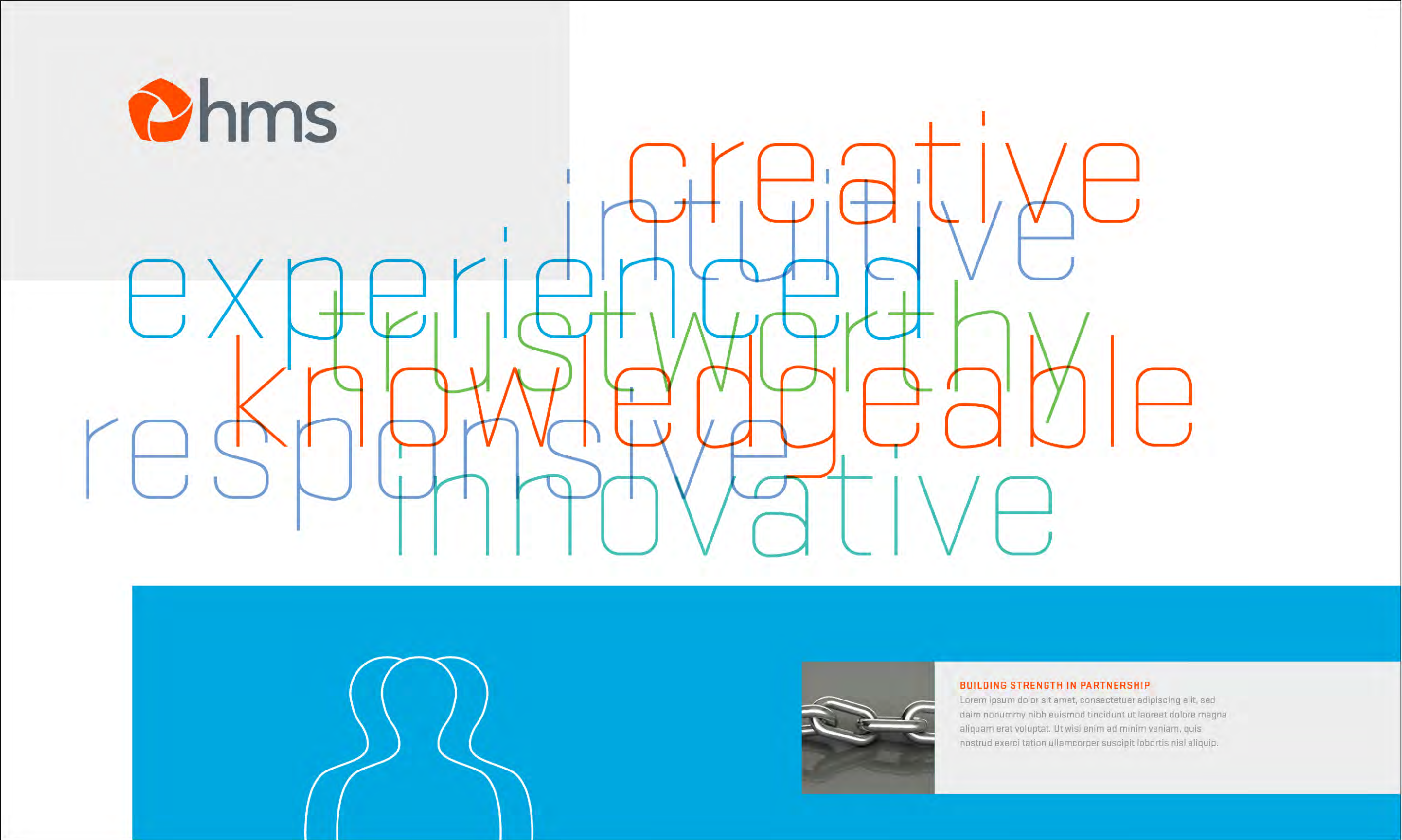
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# INTEGRITY

**AS A HEALTHCARE REFORM LEADER**  
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**BUILDING STRENGTH THROUGH PARTNERSHIP**  
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## HMS's Cost-Saving Solutions Enable Targeted and Fiscally Sustainable Healthcare Reform

HMS has witnessed firsthand the stresses that expanding healthcare costs have placed on govern-  
ments, and the lingering impact of regulatory and legislative changes throughout the entire govern-  
ment healthcare arena. Innovative and effective cost-saving solutions are needed in any healthcare  
reform initiative to avoid millions of dollars in unnecessary costs. HMS is in a position to assist law-  
makers in expanding coverage while protecting the fiscal integrity of existing and future government  
healthcare programs, and offers the following eight solutions:

- > Implementation of enrollment integrity practices;
- > Full implementation of asset verification programs;
- > Outreach to the uninsured through the use of public school records;
- > Expansion of third party liability rights to all government healthcare programs;
- > Increased funding for State Medicaid Fraud Control Units;
- > Application of fee-for-service Medicaid drug rebate to drugs purchased  
for Medicaid managed care enrollees;
- > Increased Federal match rate for cost recovery activities; and
- > Performance-based audit contracts for Medicare Part D and Medicare Advantage.



### Implementation of enrollment integrity practices

HMS recommends that existing and future government programs include measures to verify accurate  
enrollment. Enrollment integrity can be accomplished through wage matching, employer surveys,  
asset verification, commercial insurance matching, and other due-diligence efforts.


**Correct > Compliant > Fast > Cost Effective > Electronic > Comprehensive**

Other Coverage	Wage Match	Asset Verification	Demographics	Immigration Status
- Commercial - Public	- State Tax - New Hire	- Bank Accounts - Real Estate	- DOB, SSN - Dependents	- Homeless - Security



**Enrollment Integrity = measurable cost savings**






INTEGRITY


AS A HEALTHCARE REFORM LEADER

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**BUILDING STRENGTH THROUGH INTEGRITY**

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HMS's Cost-Saving Solutions  
Enable Targeted and Fiscally  
Sustainable Healthcare Reform

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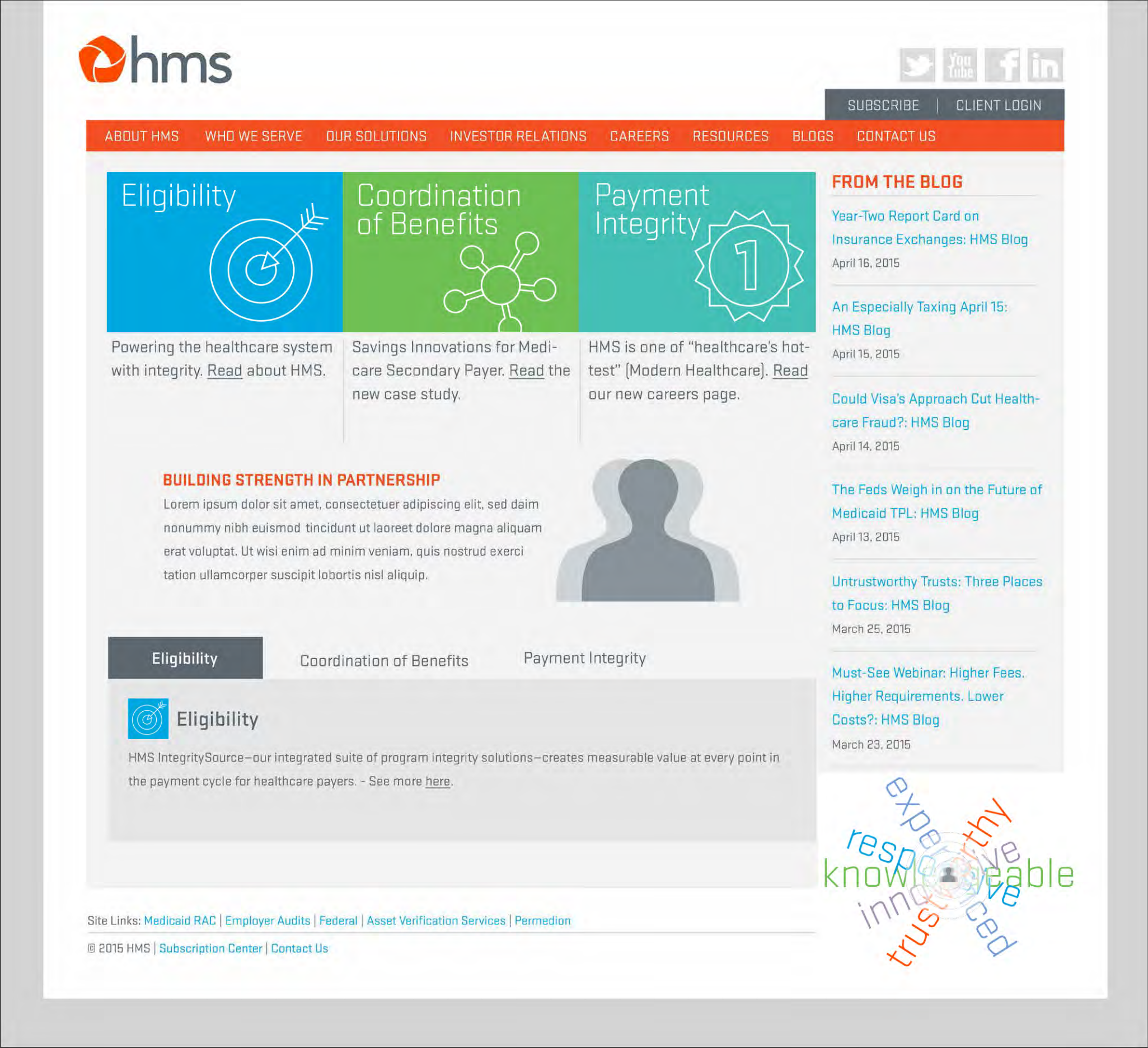
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Idea Two





\$3  
BILLION

Powering the healthcare system

As a result of HMS's services, our clients recover more than \$3 billion annually and save billions more through the prevention of erroneous payments.



Combined Data

HMS services

Containing Cost

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To learn more, contact HMS Commercial Solutions at [commercial01@hms](mailto:commercial01@hms).



2015  
NOVEMBER

Cost Containment  
Recomendations for the



Federal Employee  
Health Benefit Plan



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SUBROGATION  
TECHNOLOGY FOR  
INSURERS



Get with the  
System

THE ISSUE

The traffic accident that ends in the emergency room. The dog bite that prompts a doctor's visit. The workplace injury that requires a trip to the clinic. Depending on the details, commercial insurers can group all of these events under one simple word: subrogation. But collecting subrogation recoveries is anything but simple. Chances are you wrongly pay for every type of subrogation, from casualty to tort to workers' compensation. Insurers need a solution that can extract recoveries from these varied data sources—millions in recoveries a year. The alternative? Millions in lost revenue a year.

THE SOLUTION

Subrogation is so complex that HMS created a state-of-the-art system in 2007 to help our clients deal with it. Meet Maestro. Our web-based case management system orchestrates recovery by placing industry best practices at your disposal:

- Easy and secure Internet access, 24/7
- Real-time updates
- Paperless process through imaged documents
- Automatic prompts that drive workflow
- Little to no need for internal IT support



Year	Value
2010	1.0
2011	1.2
2012	1.4
2013	1.6
2014	1.8



2015  
AUGUST

An Overview of Customer  
Practices



CURRENT STATE  
OF AFFAIRS



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Introducing a New Perspective

INNOVATIVE

**THE SOLUTION**

Subrogation is so complex that HMS created a state-of-the-art system in 2007 to help our clients deal with it. Meet Maestro. Our web-based case management system orchestrates recovery by placing industry best practices that are at your disposal.

In addition, HMS's acquisition of workers' compensation experts MRM upgraded our subrogation solution. Improved data matching, billing, and recoveries will increase per member per year savings for our existing clients to

an estimated range of \$3.50 to \$8.20, up from \$3 to \$7. New clients might see even better results, since some states allow "lookback periods" of up to five years, quadrupling the number of subrogation recoveries in the first year.

**ROI ON YOUR INVESTMENT**

Subrogation is so complex that HMS created a state-of-the-art system in 2007 to help our clients deal with it. Meet Maestro. Our web-based case management system orchestrates recovery by placing industry best practices at your disposal

best practices at your disposal when needed.

In addition, HMS's acquisition of workers' compensation experts MRM upgraded our subrogation solution. Improved data matching, billing, and recoveries will increase per member per year savings for our existing clients to an estimated range of \$3.50 to \$8.20, up from \$3 to \$7. New clients might see even better results, since some states allow "lookback periods" of up to five years, quadrupling the number of subrogation recoveries in the first year.

To learn more, contact HMS Commercial Solutions at [commercial01@hms](mailto:commercial01@hms).



2015  
AUGUST


An Overview of Customer Practices



CURRENT STATE OF AFFAIRS








## OUR PEOPLE

As a result of HMS's services, our clients recover through the prevention of erroneous payments.





## OUR PEOPLE

As a result of HMS's services, our clients recover through the prevention of erroneous payments.





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ELIGIBILITY

Powering the healthcare system with integrity. [Read](#) about HMS.



COORDINATION OF BENEFITS

Savings Innovations for Medicare Secondary Payer. [Read](#) the new case study here.



PAYMENT INTEGRITY

HMS is one of “healthcare’s hot-test” (Modern Healthcare). [Read](#) our new careers page.

FROM THE BLOG

[Year-Two Report Card on Insurance Exchanges: HMS Blog](#)  
April 16, 2015

[An Especially Taxing April 15: HMS Blog](#)  
April 15, 2015

[Could Visa’s Approach Cut Health-care Fraud?: HMS Blog](#)  
April 14, 2015

[The Feds Weigh in on the Future of Medicaid TPL: HMS Blog](#)  
April 13, 2015

[Untrustworthy Trusts: Three Places to Focus: HMS Blog](#)  
March 25, 2015

[Must-See Webinar: Higher Fees. Higher Requirements. Lower Costs?: HMS Blog](#)  
March 23, 2015

BUILDING STRENGTH IN PARTNERSHIP

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Payment Integrity

Coordination of Benefits

Eligibility



PAYMENT INTEGRITY

HMS IntegritySource—our integrated suite of program integrity solutions—creates measurable value at every point in the payment cycle for healthcare payers. - See more [here](#).



Site Links: [Medicaid RAC](#) | [Employer Audits](#) | [Federal](#) | [Asset Verification Services](#) | [Permedion](#)

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