



# Mitchell SmartAdvisor™ Network Optimization

A personalized networking strategy that optimizes your cost containment program to increase efficiency, help reduce costs, and improve the quality of care.



**(m)**powered



# Mitchell SmartAdvisor™

## Network Optimization

**Optimization** starts with a **strategically aligned** network.

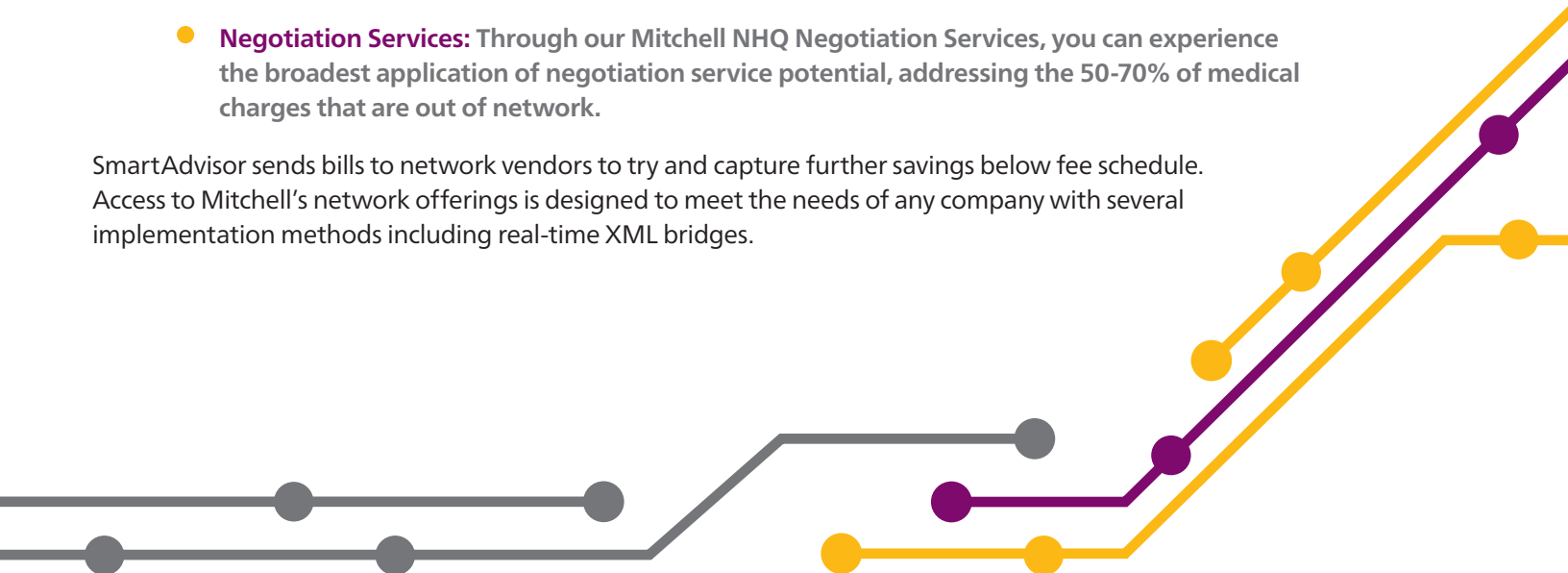
The complexity of today's workers' compensation landscape makes it a growing challenge for payers to enhance their operational performance, increase efficiency, reduce costs, and improve injury outcomes. To meet this challenge, Mitchell uses advanced analytics to create custom network mosaics for clients that include an optimal mix of National and Regional PPOs, Ancillary Service Providers, Specialty Review Providers and Bill Negotiators. Our breadth and depth of network vendor offerings gives you the potential to gain even more savings from billed charges.

Establishing an optimized network starts with our Best-in-Class network offerings—an interconnected value chain of unparalleled breadth, depth, and quality that we use to put the right networks in the optimized order tailored for our clients.

### SMARTADVISOR OFFERS SEAMLESS CONNECTIVITY AND EXPERT SERVICES TO:

- **Primary & Secondary PPOs:** which include national and regional offerings which allow for flexibility to fit your business needs.
- **Ancillary Service Networks:** provide access to additional cost containment solutions for DME, Home Health, Physical Therapy, and other specific treatment categories.
- **Specialty Review Networks:** are typically strategically positioned to focus on Out-of-Network (OON) bills to further capture reductions.
- **Pharmacy Networks:** provide access to pharmacy benefits and participating pharmacies in designated areas.
- **Negotiation Services:** Through our Mitchell NHQ Negotiation Services, you can experience the broadest application of negotiation service potential, addressing the 50-70% of medical charges that are out of network.

SmartAdvisor sends bills to network vendors to try and capture further savings below fee schedule. Access to Mitchell's network offerings is designed to meet the needs of any company with several implementation methods including real-time XML bridges.



# A Network Aligned To **Your** Unique Business Strategy.

**GOING BEYOND AN INTEGRATED  
NETWORK—TO AN AUTOMATED,  
SMARTER, COST-SAVING SYSTEM**



Far beyond providing integration services, Mitchell SmartAdvisor empowers our clients to:

Along with our Best-in-Class network offerings, Mitchell's Workers' Compensation Solutions team works alongside our clients to help align their networks with their business strategy and that network utilization is optimized to produce operational excellence.

This means customizing the best solution by state, region, type of service, and access order to deliver the benefits of a fully managed and optimized cost containment program. This is accomplished through proprietary Mitchell solution modeling tools that leverage a client's own historical results, total Mitchell experience with our Best-in-Class offerings, and complex data analytics.

Mitchell leverages our proprietary in-house *Optimization Tool* to arrive at a client customized solution that has been analyzed with real data and expected savings outcomes. Our proven experience, coupled with our Optimization Tool, deliver optimum results for our clients.

- Achieve a fully integrated, customized bill review technology solution.
- Maximize appropriate straight-through processing for bill review and payment to achieve cost savings.
- Provide automatic access to outcome-oriented providers.
- Achieve a measurable increase in cost savings and penetration by having a data-informed network ordering solution.
- Experience the benefits of the leading, fully optimized Best-in-Class network access by jurisdiction, without the need or cost to develop and maintain specialized business workflows or systems integrations specific to each network offering.
- Benefit from Mitchell's premier, single-source solution where we manage all:
  - Contractual relationships with in and out-of-network solutions
  - Service level agreements
  - Provider inquiries
  - Partner communications
  - Invoicing and savings reconciliation (you are only charged for realized savings)
  - Reporting

## The results?

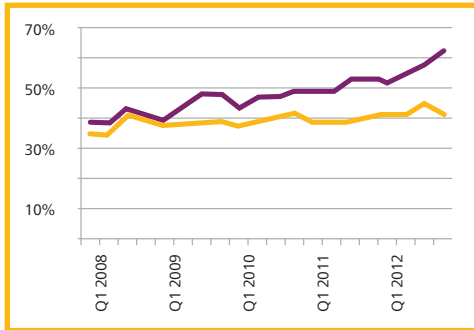
Mitchell SmartAdvisor Network Optimization delivers maximum benefits to our clients by significantly improving penetration and value-added savings below billed charges and state fee schedules.

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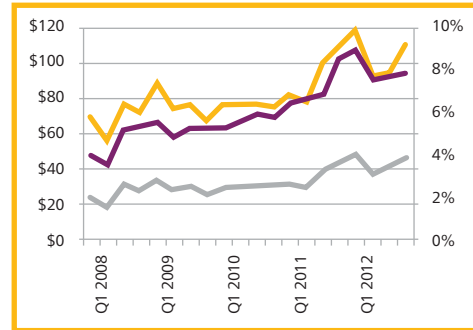
# The Network Optimization Experience—Doing the Math.

Mitchell leverages advanced analytics to create incremental value for our clients by putting the right services in the right access order to provide an optimized network solution. Shown here is one specific set of outcomes that demonstrate a savings rate that more than doubled and a significant improvement in network performance.

## CLIENT A CASE STUDY RESULTS: IMPROVED PERFORMANCE WITH NETWORK OPTIMIZATION



Penetration on Charges increased from less than 40% to more than 60%



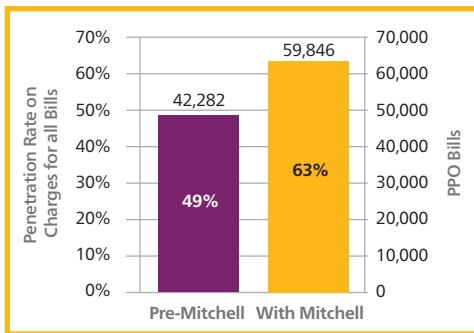
Client's savings rate more than doubled

Pen on Bills Pen on Charges

Savings Per Bill Savings Per PPO Bill Savings Rate

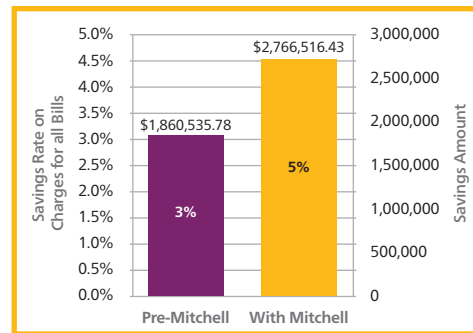
## CLIENT B CASE STUDY RESULTS: IMPROVED PERFORMANCE WITH MITCHELL'S STRATEGIC NETWORK OFFERINGS

### Annual Penetration Comparison



When the Client moved to SmartAdvisor, their network penetration on charges increased by 27%

### Annual Network Savings Comparison



Savings rate increased by 48% for an \$800,000 gain

Note: These client case studies illustrate how two Mitchell customers use Mitchell SmartAdvisor products. There is no guarantee of comparable results.

**mitchell**

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