FAIR Health – Price and Cost Transparency for Consumers

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Director, Partner Engagement

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FAIR Health Mission

- **Origins:** Established as a conflict-free, independent, national not-for-profit

- **Mission:** To bring transparency and integrity to healthcare costs and health insurance information

- **Action:** Fulfills mission with robust data products and custom analytics, award-winning consumer tools and research platform
The FAIR Health Private Claims Repository

Procedures from 2002 to the Present from Medical and Dental Claims

*Updated on a monthly basis

>26B*

>150M

Covered Lives

493

Geozip Regions Reflecting Local Billing Patterns

*Proprietary and Confidential*
Insights into the Private Claims Repository

Coverage
- All 50 States and District of Columbia,
- US Territories – Puerto Rico, Guam, US Virgin Islands

60 Contributors
- National and regional payors
- Third-party administrators

Private Insurance Claims
- Fully insured and self-insured/ERISA plans
- Cover 75% of privately insured US population

Quality Testing and Control
- Data validated with expert-vetted tests for completeness, volume, accuracy, etc.
- Recognized statistical outlier methodologies exclude excessive low and high values that distort distribution
• Parts A, B and D Medicare data for all 50 states and Washington, DC
• Issue probing reports on key aspects of healthcare industry/provider performance
• Powerful synergies between our private claims data and Medicare collection of claims
• Over 58 million beneficiaries; data from 2013 to present
Spotlight on Ohio

**Number of Contributors**
(Payors/TPAs)

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<tbody>
<tr>
<td><strong>57</strong></td>
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**Total Claims in Database**

<table>
<thead>
<tr>
<th>Claims (2017)</th>
<th>Approx. 61.2 million</th>
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</thead>
<tbody>
<tr>
<td>Claims (2002 – Present)</td>
<td>Approx. 898.8 million</td>
</tr>
</tbody>
</table>

**Geographic Divisions**

<table>
<thead>
<tr>
<th><strong>Geozips</strong> (Standard Benchmark Products)</th>
<th>18 geozips</th>
</tr>
</thead>
<tbody>
<tr>
<td>Geographic areas can be redefined for custom products</td>
<td></td>
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</tbody>
</table>

*By comparison, Medicare uses 1 region (GPCI) for Ohio.*
# FAIR Health Data Use Cases

## Operations and Management
- Plan, Benefit and Provider Network Design
- Premium Rate Review
- Support Public/Private Exchanges
- ACO/Bundled Payment Modeling and Evaluation
- Budgeting
- Reference Pricing
- Provider Performance
- Strategic Planning
- In-/Out-of-Network Provider Fee Schedules
- Dispute Resolution
- Market Research
- HR/Benefits Administration
- Customer Service
- Employee Management of CDHPs/HSAs

## Legislative/Regulatory/Policy
- Consumer Protection Laws
- Evaluate/Recommend Legislative and Regulatory Action
- Medicaid Reform
- Reference Pricing
- Auto Liability Fee Schedules
- Workers’ Compensation Fee Schedules
- Statutory Benchmark for State Programs
- Specialty Fee Schedules
- Medical Pricing Indices
- Healthcare System Trending Reports
- White Papers

## Public Health & Research
- Healthcare Cost/Utilization Analyses
- Population Health Analyses
- Longitudinal Outcome Studies
- Epidemiological Syndromic Surveillance
- Support Clinical Trials
- Reveal Varying Treatment Protocols
- Design Public Health Interventions/Prevention Campaigns
- Medicaid Analytics

## Consumer Engagement & Professional Education
- Consumer Cost Transparency Tools
- Health Insurance Principles
- Employee Management of CDHPs and HSAs
- Open Enrollment Support
- Inform Medical School Curricula
- Resource for Professional Libraries/Practices
- Bilingual Content

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Proprietary and Confidential
Insights from the Repository
State by the Numbers: Opioid Abuse and Dependence

Opioid Abuse and Dependence: State-by-State

The heat map below represents opioid abuse and dependence claim lines as a percentage of total medical claim lines by state in 2017 from the FAIR Health private healthcare insurance data repository. The darkest states are those where the percentage is highest. Clicking on a state will display an infographic on opioid abuse and dependence for that state in 2017. The infographic includes the top five procedure codes by utilization and aggregate cost, as well as diagnoses by age and gender.
Spotlight on Ohio

Opioid Abuse and Dependence, 2017

Top Five Procedure Codes by Utilization

- CPT/CDCS: 99397
  Description: Testing for presence of drugs
- CPT/CDCS: 99214
  Description: Establishing patient office or clinic
- CPT/CDCS: 99212
  Description: Establishing patient office or clinic
- CPT/CDCS: 99300
  Description: Testing for presence of drugs
- CPT/CDCS: 98055
  Description: Group psychotherapy

Top Five Procedure Codes by Aggregate Cost

- CPT/CDCS: 94030
  Description: Drug test: therapeutic
- CPT/CDCS: 94032
  Description: Drug test: therapeutic
- CPT/CDCS: 94033
  Description: Drug test: therapeutic
- CPT/CDCS: 94034
  Description: Drug test: therapeutic
- CPT/CDCS: 94035
  Description: Drug test: therapeutic

Diagnoses of Opioid Abuse and Dependence by Age

- Over 55: 5
- 41 to 60: 11
- 31 to 40: 25
- 21 to 30: 41
- 10 to 20: 1
- 0 to 10: 1

Percent of claim lines

Diagnoses of Opioid Abuse and Dependence by Gender

- Male: 59%
- Female: 41%

All percentages are based on the distribution of claim lines with diagnoses of opioid abuse and dependence.

Source: FAIRHC database of more than 56 billion privately insured medical and dental claims from more than 65 insurance carriers.
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Award-winning Consumer Platform

Estimate your healthcare expenses.

Get essential information on costs for thousands of procedures and learn insurance basics.

Search for a Medical Cost  Search for a Dental Cost

Get to know this site through this informative video.
Exciting Launch of Enhanced Consumer Tools

• New National Consumer Website:
  o De-identified, aggregated "allowed" (i.e., negotiated in-network) amounts for medical procedures to help consumers manage their high deductible health plans
  o Cost bundles for 25 distinct “episodes of care” such as diabetes and asthma
  o New educational content, videos, resources and a section devoted to understanding healthcare quality in the context of healthcare decision making
## FAIR Health Consumer Website Features

<table>
<thead>
<tr>
<th>Feature</th>
<th>Description</th>
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<tbody>
<tr>
<td><strong>FH® Medical Cost Lookup</strong></td>
<td>- Estimates out-of-network costs for medical procedures/equipment</td>
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<tr>
<td></td>
<td>- Estimates in-network costs for medical procedures/equipment</td>
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<tr>
<td></td>
<td>- Estimates in-network and out-of-network facility costs</td>
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<td></td>
<td>- Compares reimbursement methods</td>
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<td></td>
<td>- Bundles related procedures</td>
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<tr>
<td></td>
<td>- Offers menu, keyword and CPT code search options</td>
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<td></td>
<td>- Flexible “sliders” to customize results</td>
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<tr>
<td><strong>FH® Dental Cost Lookup</strong></td>
<td>- Estimates costs for dental procedures</td>
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<tr>
<td></td>
<td>- Bundles related procedures</td>
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<tr>
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<td>- Reflects particulars of dental insurance design</td>
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<tr>
<td><strong>FH® Episodes of Care</strong></td>
<td>- Estimates costs of multiple procedures related to a medical condition</td>
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<tr>
<td></td>
<td>- Estimates costs of multiple procedures related to a medical event</td>
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<tr>
<td><strong>Educational Content</strong></td>
<td>- Health Insurance Basics original series</td>
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<tr>
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<td>- Videos and articles on various health insurance topics</td>
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<tr>
<td></td>
<td>- Over 30 distinct articles</td>
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<td></td>
<td>- Glossaries of health insurance terms, medical and dental procedures</td>
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<td></td>
<td>- Consumer-oriented healthcare resources</td>
</tr>
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<td></td>
<td>- FAQs</td>
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Consumer Website Full Demo
Price Transparency & Physician Quality Report Card 2017

• Developed by the Altarum Center for Payment Innovation and the Catalyst for Payment Reform

<table>
<thead>
<tr>
<th>PRICE TRANSPARENCY RESOURCES</th>
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<tbody>
<tr>
<td>COLORADO</td>
<td>civhc.org</td>
</tr>
<tr>
<td>MAINE</td>
<td>comparemaine.org</td>
</tr>
<tr>
<td>MARYLAND</td>
<td>wearthecost.org</td>
</tr>
<tr>
<td>NEW YORK</td>
<td>fairhealthconsumer.org</td>
</tr>
<tr>
<td>OREGON</td>
<td>oregonhospitalguide.org</td>
</tr>
<tr>
<td>VERMONT</td>
<td>gmeboard.bernont.gov</td>
</tr>
<tr>
<td>VIRGINIA</td>
<td>vhi.org/aped</td>
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LINKS TO WEBSITES OF THOSE STATES THAT MADE THE GRADE ON PRICE OR QUALITY TRANSPARENCY
Consumer Feedback: Survey

• Introduced February 2018
• Over 800 responses
• Most respondents (74%) visited the site to obtain a cost estimate
• When asked how they had planned to use the cost estimate, respondents commonly cited:
  • To plan costs for a family member or relative
  • To negotiate costs with a provider
  • To decide whether or not to obtain a service or procedure
• Over half (59%) of respondents indicated that the website improved their ability to make healthcare decisions and navigate the healthcare system.
• Most respondents (71%) indicated that they found what they were looking for on the site

Sampling of Suggested Enhancements
• Include more resources on negotiating bills
• Show national average to compare to area searched

Sampling of Comments
“Great resource. Thank you.”

“Awesome website. Thank You for making it available to consumers.”

“Push transparency in billing and regulated costs of procedures.”
Meet the FAIR Health Consumers

Bill (Healthcare Bills)
Doug (Diabetes)
Steve (Surgery)
Arlene (Asthma)
Carl (Cancer)
Maria (Pregnancy)
Annie (Broken Leg)
Dan (Dental)
Thank You

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Follow us on Twitter @FH_Consumer

For more information, visit:
• fairhealth.org
• fairhealthconsumer.org | consumidor.fairhealth.org