

STOP-LOSS SUCCESS STORY

# Identifying savings opportunities: IV infusion alternative



## Total annual savings of \$307,200!

A Sun Life Stop-Loss client had an employee receiving medication every eight weeks at a hospital-based infusion center at a cost of \$57,024. The need for treatment was ongoing and was estimated to cost the employer \$342,144 annually. Sun Life’s clinical team identified the charge as unreasonable and reached out to the broker to discuss potential strategies to manage these costs more effectively.

### Client Profile

- Industry: Schools & Educational Services
- Region: Northeast
- ASO administrator

### Strategy

- ✓ Clinical team shared the scenario and potential alternatives with the Stop-Loss Sales Specialist.
- ✓ Stop-Loss Sales Specialist engaged the broker to discuss the treatment options.
- ✓ The Broker worked with the ASO claim administrator to identify the concern and create an action plan.
- ✓ ASO claim administrator worked with the employee to arrange a transition to home infusion.
- ✓ Throughout the process, Sun Life continued to reimburse all eligible claims, including the infusion center costs.

### Results

#### Costs savings from implementing home-infusion solution

	Infusion Center Cost	Home-Infusion Cost
Medication & Administration	\$57,024	\$5,824
This infusion is provided every eight weeks		
Annual cost	\$342,144	\$34,944
<b>Total annual savings</b>	<b>\$307,200</b>	

### Did you know?

Sun Life has clinical resources ready to assist you. We review incoming claims to identify options for high-quality and convenient care that is also more cost-effective.



### The bottom line

The partnership among the Sun Life team, the broker and the claim administrator resulted in benefits for the employee and the employer.

**Benefit to the employee:** convenience of getting his/her infusion treatment at home.

**Benefit to client:** infusion costs decreased significantly.

To learn more, contact your broker or your Sun Life Stop-Loss Specialist.

Group stop-loss insurance policies are underwritten by Sun Life Assurance Company of Canada (Wellesley Hills, MA) in all states, except New York, under Policy Form Series 07-SL REV 7-12. In New York, group stop-loss insurance policies are underwritten by Sun Life and Health Insurance Company (U.S.) (Lansing, MI) under Policy Form Series 07-NYSL REV 7-12. Product offerings may not be available in all states and may vary depending on state laws and regulations.

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