

STOP-LOSS SUCCESS STORY

# Identifying savings opportunities: Having a second set of eyes



## Total savings of \$702,421!

After a claimant with a catastrophic disease incurred nearly \$2 million in claim costs, the Sun Life claims team investigated all charges and found something wasn't right. Within the \$2 million claim filing was a charge of approximately \$715,000 for an in-patient hospital bed. As a result, the claims team referred this claim to the clinical team for further assessment.

### Client Profile

- Industry: Medical Devices
- Region: Northeast
- ASO administrator

### Strategy

- ✓ Sun Life's team of Registered Nurses reviewed the in-patient hospital bed charge and determined it was unreasonable.
- ✓ The administrator already paid the charge.
- ✓ After multiple discussions among the broker, claim administrator and the facility, the charge was determined to be a billing error and was adjusted to \$28,818.
- ✓ After the PPO discount, the cost was reduced to \$12,579.

### Results

| Costs savings                          |                  |
|--|------------------|
| In-patient hospital bed initial charge | \$715,000        |
| Adjusted charge                        | \$28,818         |
| PPO discount                           | \$16,239         |
| Final cost                             | \$12,579         |
| <b>Total savings</b>                   | <b>\$702,421</b> |

### The bottom line

An investigation into the reasonableness of the hospital bed charge, initiated by the Sun Life team, resulted in savings of over \$700,000!

### Did you know?

Sun Life is your second set of eyes. We are Client focused and your advocate.



You need an independent stop-loss carrier to help you. Do you have someone who is looking at your expenses to confirm they are reasonable?

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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