

## LIFETRAC<sup>®</sup> NETWORK



**“The LifeTrac personnel are so helpful and e-cient. Their prompt and thorough responses to priority issues facilitate a great working relationship. Our business prides itself in being patient-focused with customer service our priority, and our relationship with LifeTrac supports this with enthusiasm and strength.”**

*– Ginny Hart, Medical Management  
Administrator Government Employees  
Health Association*

### LifeTrac Network

A leader in one of the most expensive and challenging areas of medical care, solid organ and bone marrow transplantation, LifeTrac Network delivers fixed case rate contracts with a select group of premier transplant programs nationwide. LifeTrac serves HMOs, TPAs, employer benefit plans and major insurance, reinsurance and stop-loss companies.

### Services Provided Through Compass Solutions

Clinical, contracting, claims, case managers and client services work together as a unified team to achieve optimal patient outcomes through appropriate facility selection.

- A national network of 55 transplant facilities
- Claims repricing efficiently and accurately focuses on cost predictability and aggregate cost effectiveness through Web-based standards, fixed rate per diems and percent-off billed charges
- Detailed Web-based tools and information on network facilities and contract rates
- Access to on-staff expert transplant clinical consultants
- Web-based transplant referral process
- Tailored benefit plans to meet client needs

### Working With Us

Contact a Compass Solutions’ MGU for more information on working with LifeTrac. For a list of participating MGUs, visit [www.independenceholding.com](http://www.independenceholding.com) and click on the link for Compass Solutions.

### Cost Savings

| Type of Transplant     | Averages Billed Charges at LifeTrac Facilities <sup>2</sup> | LifeTrac Cost <sup>2</sup> | Estimated Average LifeTrac Savings <sup>3</sup> |
|------------------------|---|----------------------------|---|
| Autologous Bone Marrow | \$114,815   | \$78,613                   | 32%   |
| Heart                  | \$310,920   | \$162,626                  | 48%   |
| Kidney                 | \$106,450   | \$61,937                   | 42%   |
| Lung                   | \$315,752   | \$176,961                  | 44%   |

1. Savings on specific cases may vary

2. 2006 LifeTrac claims data (transplant period)

3. The % of savings reflects the savings between LifeTrac average billed charges and the LifeTrac cost

Please call 860-289-1844, ext. 307 for more information on the Compass Solutions program.

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Offered by:



[www.ihcgroup.com](http://www.ihcgroup.com)

