

Warehouse Employees Union Local No. 730 Health and Welfare Trust Fund

Quarterly & Year-to-Date Savings Results



September, 2012

Year-to-Date PPO Plan Year Savings Results

(January 1, 2012 – June 30, 2012)

Claim Category	Charge	Allowed	Savings ¹
Inpatient	\$837,259	\$654,576	\$182,683
Outpatient	\$955,005	\$729,674	\$225,331
Physician	\$1,949,958	\$871,312	\$1,078,646
Total	\$3,742,222	\$2,255,562	\$1,486,660

- Inpatient = 21.8% savings
- Outpatient = 23.6% savings
- Physician = 55.3% savings

**PPO Savings = 39.7% vs. the
43.2% network discount guarantee**

These savings results are intended to give Warehouse 730 the information required to review in a convenient snapshot. The results captured in this summary are not used to calculate Performance Guarantees based on the actual agreement.

1. Does not include the administrative fees paid by the Fund



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2012, YTD, Out of Network Plan Year Saving Program Results

(January 1, 2012 – June 30, 2012)

Claim Category	Charge	Allowed	Savings ¹
Inpatient	\$12,527	\$10,469	\$2,058
Outpatient	\$75,592	\$58,714	\$16,878
Physician	\$276,164	\$188,622	\$87,542
Total	\$364,283	\$257,805	\$106,478

OONSP Savings = 29.2%

1. Does not include the administrative fees paid by the Fund



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2012 Year-to-Date - Total Plan Year Savings Results

(January 1, 2012 – June 30, 2012)

**Improve member health and control claims costs
in a member friendly way.**

PPO Network Savings		\$1,486,660
OONSP		\$106,478
Care Management Savings		\$25,757
Total Plan Year Savings¹		\$1,618,895

1. Does not include the administrative fees paid by the Fund



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20012 2nd Quarter Network Savings Results

(April 1, 2012 – June 30, 2012)

Claim Category	Charge	Allowed	Savings ¹
Inpatient	\$529,274	\$394,030	\$135,244
Outpatient	\$585,461	\$418,186	\$167,275
Physician	\$1,149,593	\$497,419	\$652,174
Total	\$2,264,328	\$1,309,635	\$954,693

- Inpatient = 25.6% savings
- Outpatient = 28.6% savings
- Physician = 56.7% savings

PPO Savings = 42.2%

1. Does not include the administrative fees paid by the Fund



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2012, 2nd Qrt. Out of Network Plan Year Saving Program Results (April 1, 2012 – June 30, 2012)

Claim Category	Charge	Allowed	Savings ¹
Inpatient	\$16,103	\$12,882	\$3,221
Outpatient	\$40,811	\$30,980	\$9,831
Physician	\$155,790	\$102,224	\$53,566
Total	\$212,704	\$146,086	\$66,618

OONSP Savings = 31.3%

1. Does not include the administrative fees paid by the Fund



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2012, 2nd Quarter - Total Plan Year Savings Results

(April 1, 2012 – June 30, 2012)

PPO Network Savings¹		\$954,693
OONSP		\$66,618
Care Management Savings		\$6,385
Total Plan Year Savings ¹		\$1,027,696

1. Does not include the administrative fees paid by the Fund

WAREHOUSE EMPLOYEES LOCAL 730 H&W FUND

Inpatient Acute Summary

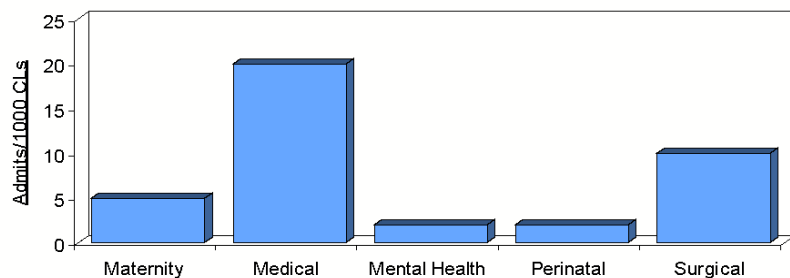
Utilization Management



WAREHOUSE EMPLOYEES LOCAL 730 H&W FUND

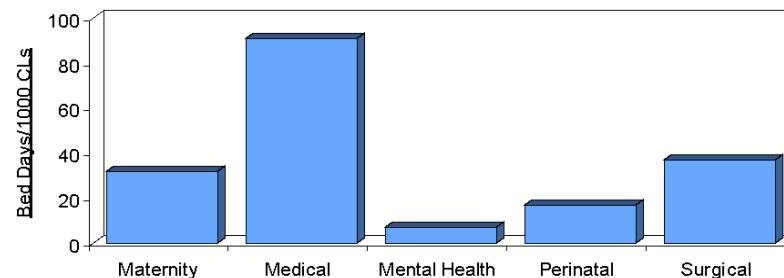
Current Period : April 2012 - June 2012

Admits/1,000 Covered Lives (Annualized)



Admission Category

Bed Days/1,000 Covered Lives (Annualized)



Admission Category

Utilization By Admission Category	Certified Admissions			Actual Bed Days			ALOS
	Current Period : April 2012 - June 2012			Current Period : April 2012 - June 2012			
	#	%	Admits/1,000 Covered Lives *	#	%	Bed Days/1,000 Covered Lives *	
Medical	8	50.0%	19.8	37	49.3%	91.4	4.6
Surgical	4	25.0%	9.9	15	20.0%	37.1	3.8
Maternity	2	12.5%	4.9	13	17.3%	32.1	6.5
Perinatal	1	6.3%	2.5	7	9.3%	17.3	7.0
Mental Health	1	6.3%	2.5	3	4.0%	7.4	3.0
Total Admissions	16	100.0%	39.5	75	100.0%	185.3	4.7
Milliman Loosely Managed Benchmark	64.8			284.7			4.3
Milliman Moderately Managed Benchmark	55.2			206.5			3.7
Savings **	Current Period : April 2012 - June 2012			Annualized : April 2012 - June 2012			
Total Savings *	\$6,385			\$25,540			
Membership ***	Current Period : April 2012 - June 2012						
	Medical			Mental Health/Substance Abuse			
Employees	704			704			
Covered Lives	1,619			1,619			

* Current Period is Annualized.

** Savings source : Solucient (formerly HCIA)

*** Membership counts reflect average monthly membership during the reporting period. If effective date of account is within the reporting period, then membership is the average beginning with the effective month.

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WAREHOUSE EMPLOYEES LOCAL 730 H&W FUND

Inpatient Acute Summary

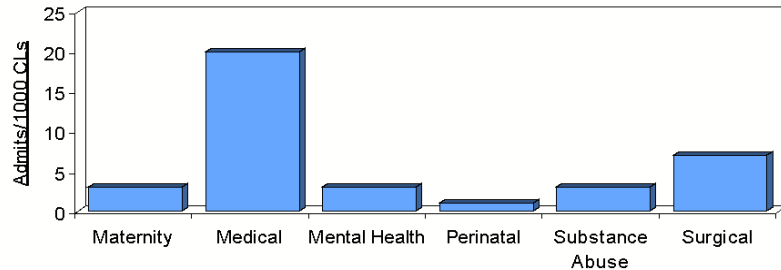
Utilization Management



WAREHOUSE EMPLOYEES LOCAL 730 H&W FUND

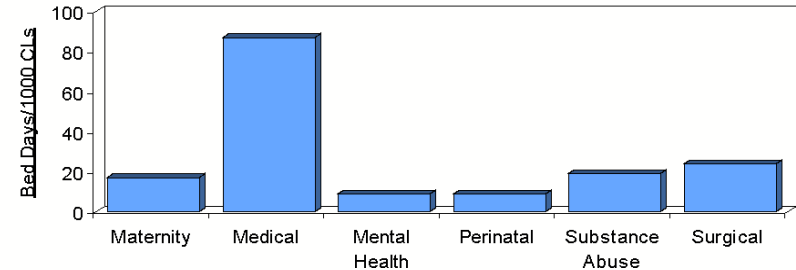
YTD : January 2012 - June 2012

Admits/1,000 Covered Lives (Annualized)



Admission Category

Bed Days/1,000 Covered Lives (Annualized)



Admission Category

Utilization By Admission Category	Certified Admissions			Actual Bed Days			ALOS
	YTD : January 2012 - June 2012			YTD : January 2012 - June 2012			
	#	%	Admits/1,000 Covered Lives *	#	%	Bed Days/1,000 Covered Lives *	
Medical	15	55.6%	19.8	66	52.8%	87.2	4.4
Surgical	5	18.5%	6.6	18	14.4%	23.8	3.6
Maternity	2	7.4%	2.6	13	10.4%	17.2	6.5
Perinatal	1	3.7%	1.3	7	5.6%	9.3	7.0
Mental Health	2	7.4%	2.6	7	5.6%	9.3	3.5
Substance Abuse	2	7.4%	2.6	14	11.2%	18.5	7.0
Total Admissions	27	100.0%	35.7	125	100.0%	165.2	4.6
Milliman Loosely Managed Benchmark	64.8			284.7			4.3
Milliman Moderately Managed Benchmark	55.2			206.5			3.7
Savings **	YTD : January 2012 - June 2012			Annualized : January 2012 - June 2012			
Total Savings *	\$25,128			\$50,256			
Membership ***	YTD : January 2012 - June 2012						
	Medical			Mental Health/Substance Abuse			
Employees	658			658			
Covered Lives	1,514			1,514			

* Current Period is Annualized.

** Savings source : Solucient (formerly HCIA)

*** Membership counts reflect average monthly membership during the reporting period. If effective date of account is within the reporting period, then membership is the average beginning with the effective month.

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WAREHOUSE EMPLOYEES LOCAL 730 H&W FUND

Inpatient Acute Summary

Utilization Management



April 2012 - June 2012

WAREHOUSE EMPLOYEES LOCAL 730 H&W FUND

Admissions/Savings/CM Referrals	Current Period April 2012 - June 2012		YTD January, 2012 - June, 2012	
	#	%	#	%
Admission Reviews				
Requested	18	100.0%	34	100.0%
Certified	16	88.9%	27	79.4%
Non - Certified	2	11.1%	7	20.6%
Others	0	0.0%	0	0.0%
Days Summary				
Requested	77		133	
Certified	62		109	
Actual	75		125	
Days Impacted by Admission Type (Total) **	2	100.0%	8	100.0%
Medical	0	0.0%	1	12.5%
Surgical	1	50.0%	4	50.0%
Maternity	1	50.0%	1	12.5%
Perinatal	0	0.0%	0	0.0%
Mental Health	0	0.0%	1	12.5%
Substance Abuse	0	0.0%	1	12.5%
Unclassified	0	0.0%	0	0.0%
Reported Savings by Admission Type (Total in \$) *	\$6,385	100.0%	\$25,128	100.0%
Medical	\$0	0.0%	\$3,399	13.5%
Surgical	\$2,986	46.8%	\$12,357	49.2%
Maternity	\$3,399	53.2%	\$3,399	13.5%
Perinatal	\$0	0.0%	\$0	0.0%
Mental Health	\$0	0.0%	\$2,986	11.9%
Substance Abuse	\$0	0.0%	\$2,986	11.9%
Unclassified	\$0	0.0%	\$0	0.0%
Admissions Accepted into Case Management (Total)	6	100.0%	9	100.0%
Medical	2	33.3%	5	55.6%
Surgical	2	33.3%	2	22.2%
Perinatal	1	16.7%	1	11.1%

*Savings = (Total Days Impacted) x (DRG specific outliers, DRG rates and Per Diem rates).

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WAREHOUSE EMPLOYEES LOCAL 730 H&W FUND



Savings Summary by Major Diagnostic

Case Management

WAREHOUSE EMPLOYEES LOCAL 730 H&W FUND

April 2012 - June 2012

Major Diagnostic Category	Current Period: Apr 2012 - Jun 2012					YTD Period: Jan 2012 - Jun 2012				
	Managed Cases #	Service Mgmt Savings \$	Negotiated Discounts \$	Intvtn Savings \$	Total Savings \$	Managed Cases #	Service Mgmt Savings \$	Negotiated Discounts \$	Intvtn Savings \$	Total Savings \$
5 - D and D OF THE CIRCULATORY SYSTEM	1	0	0	0	0	1	0	0	0	0
11 - D and D OF THE KIDNEY and URINARY TRACT	0	0	0	0	0	1	0	0	0	0
18 - INFECTIOUS and PARASITIC DISEASES	1	0	0	629	629	1	0	0	629	629
TOTAL ALL MDC's	2	0	0	629	629	3	0	0	629	629

* Managed Cases are closed, managed cases for the reporting period.

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