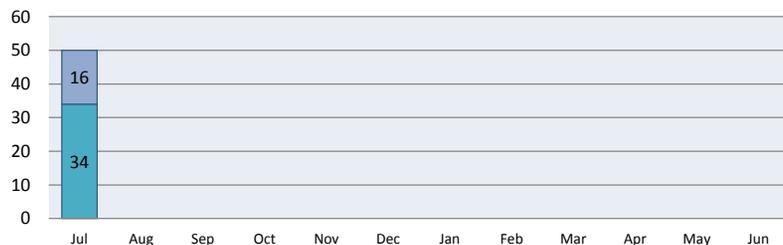


**Shopping By Month**

■ Phone ■ Web



Current Month Cost Avoidance Summary		
Net Cost Avoided	Cases	Incentives Paid
\$ 40,963	92	\$ 2,770

Year To Date Cost Avoidance Summary (beg. 7/1/12)		
Net Cost Avoided	Cases	Incentives Paid
\$ 40,963	92	\$ 2,770

Contract To Date Cost Avoidance Summary		
Net Cost Avoided	Cases	Incentives Paid
\$ 40,963	92	\$ 2,770

**Key Comments**

- \* Reporting has been "reset" to start capturing data to correspond with new contract term beginning 7/1/12
- \* Lab "pre-shopping" requirement and \$25 lab incentive went into place 8/6/12. Lab claims prior to that date will apply under old methodology. All services post 8/6 will process under pre-shopping requirement
- \* In July there were 235 separate PT services rendered and 308 lab services

Voluntary Cost-Effective Election Breakout (July 2012 going forward)						
Service	Claims	Searches	Cost-Effective	Success Rate	Savings	% of Savings
Bariatric Surgery	0	0	0	0%	\$ -	0.0%
Bone Density	3	1	0	0%	\$ -	0.0%
Bone Imaging	0	0	0	0%	\$ -	0.0%
Bladder Repair Surgery	0	0	0	0%	\$ -	0.0%
Breast Biopsy	0	0	0	0%	\$ -	0.0%
Bunionectomy	0	0	0	0%	\$ -	0.0%
Carpal Tunnel	0	1	0	0%	\$ -	0.0%
Cataract Removal	1	0	0	0%	\$ -	0.0%
Colonoscopy	8	3	0	0%	\$ -	0.0%
CT Scan	10	1	0	0%	\$ -	0.0%
ENT	3	0	0	0%	\$ -	0.0%
Gallbladder Removal	0	0	0	0%	\$ -	0.0%
Heart Imaging	0	0	0	0%	\$ -	0.0%
Hernia Repair	0	0	0	0%	\$ -	0.0%
Hysteroscopy (utersocopy)	1	0	0	0%	\$ -	0.0%
Joint Aspiration	12	0	0	0%	\$ -	0.0%
Knee Surgery	2	0	0	0%	\$ -	0.0%
Lab Services		16	78		\$ 22,522	55.0%
Lithotripsy	0	0	0	0%	\$ -	0.0%
Liver Biopsy	0	0	0	0%	\$ -	0.0%
Low Back Surgery	1	0	0	0%	\$ -	0.0%
Mammogram	33	6	4	12%	\$ 194	0.5%
MRI	19	9	2	11%	\$ 1,313	3.2%
Pain Injections (spine)	1	1	0	0%	\$ -	0.0%
Physical Therapy		4	7		\$ 16,851	41.1%
Ovaries/Fallopian Tube Removal	0	0	0	0%	\$ -	0.0%
Remicade Therapy	2	0	0	0%	\$ -	0.0%
Shoulder Surgery	0	0	0	0%	\$ -	0.0%
Ultrasounds	24	2	1	4%	\$ 83	0.2%
Upper GI	4	2	0	0%	\$ -	0.0%
Urethra & Bladder Scope	1	1	0	0%	\$ -	0.0%
Education Call	0	3	0	0%	\$ -	0.0%
<b>Totals</b>	<b>125</b>	<b>50</b>	<b>92</b>	<b>74%</b>	<b>\$ 40,963</b>	

**Shopping By Month**



Current Month Cost Avoidance Summary		
Net Cost Avoided	Cases	Incentives Paid
\$ 16,795	28	\$ 2,145

Year To Date Cost Avoidance Summary (beg. 7/1/12)		
Net Cost Avoided	Cases	Incentives Paid
\$ 57,758	120	\$ 4,915

Contract To Date Cost Avoidance Summary		
Net Cost Avoided	Cases	Incentives Paid
\$ 57,758	120	\$ 2,145

**Key Comments**

- \* Strong shopping activity in August due to continued engagement meetings by Compass
- \* Lab "pre-shopping" requirement and \$25 lab incentive went into place 8/6/12. Lab claims prior to that date will apply under old methodology. All services post 8/6 will process under pre-shopping requirement
- \* In August there were 239 separate PT services rendered and 225 lab services
- \* Program seeing 13% success rate when lab are excluded

Voluntary Cost-Effective Election Breakout (July 2012 going forward)						
Service	Claims	Searches	Cost-Effective	Success Rate	Savings	% of Savings
Bariatric Surgery	0	0	0	0%	\$ -	0.0%
Bone Density	6	1	0	0%	\$ -	0.0%
Bone Imaging	1	0	0	0%	\$ -	0.0%
Bladder Repair Surgery	0	0	0	0%	\$ -	0.0%
Breast Biopsy	0	0	0	0%	\$ -	0.0%
Bunionectomy	1	0	0	0%	\$ -	0.0%
Carpal Tunnel	0	1	0	0%	\$ -	0.0%
Cataract Removal	2	0	0	0%	\$ -	0.0%
Colonoscopy	17	9	3	18%	\$ 2,281	3.9%
CT Scan	26	4	1	4%	\$ 604	1.0%
ENT	3	0	0	0%	\$ -	0.0%
Gallbladder Removal	0	1	0	0%	\$ -	0.0%
Heart Imaging	0	0	0	0%	\$ -	0.0%
Hernia Repair	0	0	0	0%	\$ -	0.0%
Hysteroscopy (utersocopy)	3	0	0	0%	\$ -	0.0%
Joint Aspiration	36	0	0	0%	\$ -	0.0%
Knee Surgery	2	0	0	0%	\$ -	0.0%
Lab Services		45	85		\$ 24,255	42.0%
Lithotripsy	0	1	0	0%	\$ -	0.0%
Liver Biopsy	0	0	0	0%	\$ -	0.0%
Low Back Surgery	1	0	0	0%	\$ -	0.0%
Mammogram	65	13	11	17%	\$ 403	0.7%
MRI	44	16	6	14%	\$ 1,583	2.7%
Pain Injections (spine)	3	2	0	0%	\$ -	0.0%
Physical Therapy		12	11		\$ 26,649	46.1%
Ovaries/Fallopian Tube Removal	0	0	0	0%	\$ -	0.0%
Remicade Therapy	4	0	0	0%	\$ -	0.0%
Shoulder Surgery	0	0	0	0%	\$ -	0.0%
Ultrasounds	47	4	2	4%	\$ 122	0.2%
Upper GI	14	4	1	7%	\$ 1,861	3.2%
Urethra & Bladder Scope	3	1	0	0%	\$ -	0.0%
Education Call	0	6	0	0%	\$ -	0.0%
<b>Totals</b>	<b>278</b>	<b>120</b>	<b>120</b>	<b>43%</b>	<b>\$ 57,758</b>	

Shopping By Month



Current Month Cost Avoidance Summary		
Net Cost Avoided	Cases	Incentives Paid
\$ 14,732	38	\$ 2,895

Year To Date Cost Avoidance Summary (beg. 7/1/12)		
Net Cost Avoided	Cases	Incentives Paid
\$ 72,490	158	\$ 7,810

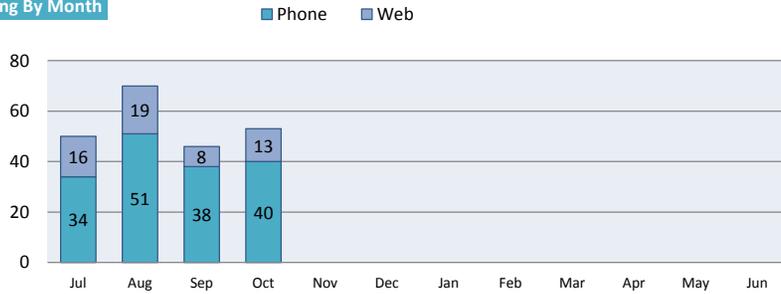
Contract To Date Cost Avoidance Summary		
Net Cost Avoided	Cases	Incentives Paid
\$ 72,490	158	\$ 7,810

Key Comments

- \* Lower shopping activity correlated to lower claims volume for September. Lowest claims month in 2012
- \* Revised lab incentive fully implemented and reflected in these numbers
- \* Work underway with Wellness Committee to generate additional activity during fall period
- \* In September there were 228 separate PT services rendered and 175 lab services
- \* Program seeing 10% success rate when lab are excluded

Voluntary Cost-Effective Election Breakout (July 2012 going forward)						
Service	Claims	Searches	Cost-Effective	Success Rate	Savings	% of Savings
Bariatric Surgery	0	0	0	0%	\$ -	0.0%
Bone Density	10	4	0	0%	\$ -	0.0%
Bone Imaging	1	0	0	0%	\$ -	0.0%
Bladder Repair Surgery	0	0	0	0%	\$ -	0.0%
Breast Biopsy	1	0	0	0%	\$ -	0.0%
Bunionectomy	1	0	0	0%	\$ -	0.0%
Carpal Tunnel	0	1	0	0%	\$ -	0.0%
Cataract Removal	4	0	0	0%	\$ -	0.0%
Colonoscopy	25	11	5	20%	\$ 4,823	6.7%
CT Scan	47	6	2	4%	\$ 921	1.3%
ENT	9	2	0	0%	\$ -	0.0%
Gallbladder Removal	2	1	1	50%	\$ (50)	0.0%
Heart Imaging	0	0	0	0%	\$ -	0.0%
Hernia Repair	1	0	0	0%	\$ -	0.0%
Hysteroscopy (utersocopy)	3	0	0	0%	\$ -	0.0%
Joint Aspiration	56	0	0	0%	\$ -	0.0%
Knee Surgery	3	0	0	0%	\$ -	0.0%
Lab Services		59	99		\$ 25,926	35.8%
Lithotripsy	0	1	0	0%	\$ -	0.0%
Liver Biopsy	0	0	0	0%	\$ -	0.0%
Low Back Surgery	2	1	0	0%	\$ -	0.0%
Mammogram	91	19	16	18%	\$ 572	0.8%
MRI	69	24	14	20%	\$ 4,357	6.0%
Pain Injections (spine)	5	2	0	0%	\$ -	0.0%
Physical Therapy		15	16		\$ 33,492	46.2%
Ovaries/Fallopian Tube Removal	1	0	0	0%	\$ -	0.0%
Remicade Therapy	5	0	0	0%	\$ -	0.0%
Shoulder Surgery	0	1	0	0%	\$ -	0.0%
Ultrasounds	73	5	4	5%	\$ 588	0.8%
Upper GI	15	5	1	7%	\$ 1,861	2.6%
Urethra & Bladder Scope	5	1	0	0%	\$ -	0.0%
Education Call	0	8	0	0%	\$ -	0.0%
<b>Totals</b>	<b>429</b>	<b>166</b>	<b>158</b>	<b>37%</b>	<b>\$ 72,490</b>	

**Shopping By Month**



Current Month Cost Avoidance Summary		
Net Cost Avoided	Cases	Incentives Paid
\$ 8,362	22	\$ 1,190

Year To Date Cost Avoidance Summary (beg. 7/1/12)		
Net Cost Avoided	Cases	Incentives Paid
\$ 83,427	185	\$ 9,000

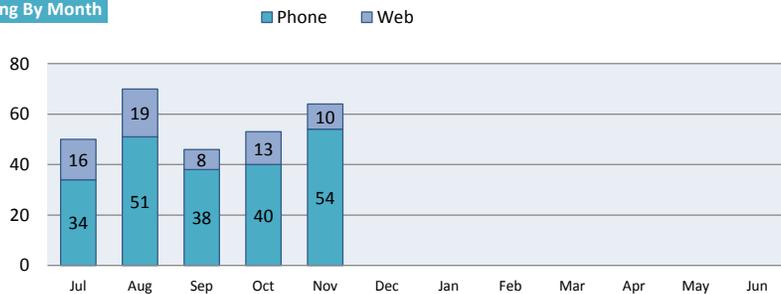
Contract To Date Cost Avoidance Summary		
Net Cost Avoided	Cases	Incentives Paid
\$ 83,427	185	\$ 9,000

**Key Comments**

- \* Continued shopping activity in October. Lower savings for the month but activity spread across many services
- \* Revised lab incentive fully implemented and reflected in these numbers
- \* Payroll staffers going out in November
- \* In October there were separate 317 PT services (i.e. individual PT CPT codes billed) and 237 lab services
- \* This report measures specific PT evaluation codes as measuring the start of PT course of treatment

Voluntary Cost-Effective Election Breakout (July 2012 going forward)						
Service	Claims	Searches	Cost-Effective	Success Rate	Savings	% of Savings
Bariatric Surgery	0	0	0	0%	\$ -	0.0%
Bone Density	18	6	2	11%	\$ 445	0.5%
Bone Imaging	1	0	0	0%	\$ -	0.0%
Bladder Repair Surgery	0	0	0	0%	\$ -	0.0%
Breast Biopsy	2	0	0	0%	\$ -	0.0%
Bunionectomy	1	0	0	0%	\$ -	0.0%
Carpal Tunnel	0	2	0	0%	\$ -	0.0%
Cataract Removal	4	0	0	0%	\$ -	0.0%
Colonoscopy	37	18	7	19%	\$ 7,187	8.6%
CT Scan	61	7	4	7%	\$ 2,465	3.0%
ENT	9	2	1	11%	\$ (100)	0.0%
Gallbladder Removal	2	1	1	50%	\$ (50)	0.0%
Heart Imaging	0	0	0	0%	\$ -	0.0%
Hernia Repair	2	0	0	0%	\$ -	0.0%
Hysteroscopy (utersocopy)	4	0	0	0%	\$ -	0.0%
Joint Aspiration	77	0	0	0%	\$ -	0.0%
Knee Surgery	5	0	0	0%	\$ -	0.0%
Lab Services		75	110		\$ 27,395	32.8%
Lithotripsy	0	1	0	0%	\$ -	0.0%
Liver Biopsy	0	0	0	0%	\$ -	0.0%
Low Back Surgery	3	1	0	0%	\$ -	0.0%
Mammogram	135	27	21	16%	\$ 651	0.8%
MRI	104	30	15	14%	\$ 4,207	5.0%
Pain Injections (spine)	9	3	0	0%	\$ -	0.0%
Physical Therapy	81	19	18	22%	\$ 38,828	46.5%
Ovaries/Fallopian Tube Removal	1	0	0	0%	\$ -	0.0%
Remicade Therapy	6	1	0	0%	\$ -	0.0%
Shoulder Surgery	1	1	0	0%	\$ -	0.0%
Ultrasounds	135	8	4	3%	\$ 588	0.7%
Upper GI	24	6	2	8%	\$ 1,811	2.2%
Urethra & Bladder Scope	13	1	0	0%	\$ -	0.0%
Education Call	0	10	0	0%	\$ -	0.0%
<b>Totals</b>	<b>735</b>	<b>219</b>	<b>185</b>	<b>25%</b>	<b>\$ 83,427</b>	

**Shopping By Month**



Current Month Cost Avoidance Summary		
Net Cost Avoided	Cases	Incentives Paid
\$ 10,464	31	\$ 1,670

Year To Date Cost Avoidance Summary (beg. 7/1/12)		
Net Cost Avoided	Cases	Incentives Paid
\$ 91,166	212	\$ 10,820

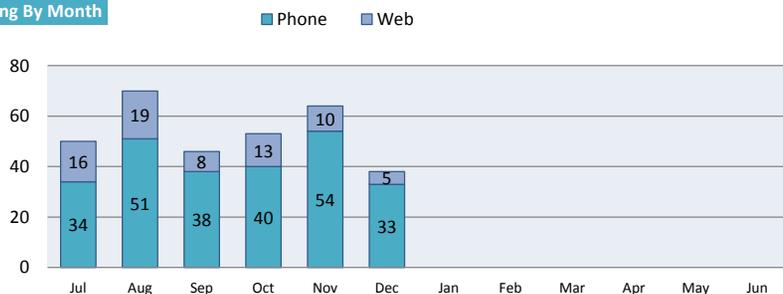
Contract To Date Cost Avoidance Summary		
Net Cost Avoided	Cases	Incentives Paid
\$ 91,166	212	\$ 10,820

**Key Comments**

- \* At the direction of the committee, the lab and PT claim information has been added into the report
- \* Revised lab incentive fully implemented and reflected in these numbers
- \* Please note that the numbers in this report are cumulative since 7/1/12 and have been restated through November
- \* This report measures the codes for blood draws as a lab claim
- \* This report measures specific PT evaluation codes as measuring the start of PT course of treatment

Voluntary Cost-Effective Election Breakout (July 2012 going forward)						
Service	Claims	Searches	Cost-Effective	Success Rate	Savings	% of Savings
Bariatric Surgery	0	0	0	0%	\$ -	0.0%
Bone Density	25	8	2	8%	\$ 238	0.3%
Bone Imaging	1	0	0	0%	\$ -	0.0%
Bladder Repair Surgery	0	0	0	0%	\$ -	0.0%
Breast Biopsy	4	0	0	0%	\$ -	0.0%
Bunionectomy	1	0	0	0%	\$ -	0.0%
Carpal Tunnel	1	2	0	0%	\$ -	0.0%
Cataract Removal	4	0	0	0%	\$ -	0.0%
Colonoscopy	45	20	9	20%	\$ 7,018	7.7%
CT Scan	89	7	3	3%	\$ 1,364	1.5%
ENT	13	2	0	0%	\$ -	0.0%
Gallbladder Removal	2	1	1	50%	\$ (50)	0.0%
Heart Imaging	0	0	0	0%	\$ -	0.0%
Hernia Repair	2	2	0	0%	\$ -	0.0%
Hysteroscopy (utersocopy)	4	0	0	0%	\$ -	0.0%
Joint Aspiration	92	0	0	0%	\$ -	0.0%
Knee Surgery	5	1	0	0%	\$ -	0.0%
Lab Services	1349	100	123	9%	\$ 30,357	33.3%
Lithotripsy	0	1	0	0%	\$ -	0.0%
Liver Biopsy	0	0	0	0%	\$ -	0.0%
Low Back Surgery	3	1	0	0%	\$ -	0.0%
Mammogram	174	37	26	15%	\$ 668	0.7%
MRI	138	32	18	13%	\$ 5,569	6.1%
Pain Injections (spine)	15	4	1	7%	\$ 419	0.5%
Physical Therapy	136	25	20	15%	\$ 41,135	45.1%
Ovaries/Fallopian Tube Removal	0	0	0	0%	\$ -	0.0%
Remicade Therapy	7	1	0	0%	\$ -	0.0%
Shoulder Surgery	2	3	0	0%	\$ -	0.0%
Ultrasounds	142	12	6	4%	\$ 776	0.9%
Upper GI	27	8	3	11%	\$ 3,672	4.0%
Urethra & Bladder Scope	13	1	0	0%	\$ -	0.0%
Education Call	0	15	0	0%	\$ -	0.0%
<b>Totals</b>	<b>2294</b>	<b>283</b>	<b>212</b>	<b>9%</b>	<b>\$ 91,166</b>	

**Shopping By Month**



Current Month Cost Avoidance Summary		
Net Cost Avoided	Cases	Incentives Paid
\$ 12,916	30	\$ 1,325

Year To Date Cost Avoidance Summary (beg. 7/1/12)		
Net Cost Avoided	Cases	Incentives Paid
\$ 104,082	242	\$ 12,145

Contract To Date Cost Avoidance Summary		
Net Cost Avoided	Cases	Incentives Paid
\$ 104,082	242	\$ 12,145

**Key Comments**

- \* At the direction of the committee, the lab and PT claim information has been added into the report
- \* January report will be redesigned to match new data and names from move to ACC data set
- \* Lower activity during December given the holidays but continued savings
- \* This report measures the codes for blood draws as a lab claim
- \* This report measures specific PT evaluation codes as measuring the start of PT course of treatment

Voluntary Cost-Effective Election Breakout (July 2012 going forward)						
Service	Claims	Searches	Cost-Effective	Success Rate	Savings	% of Savings
Bariatric Surgery	0	0	0	0%	\$ -	0.0%
Bone Density	30	8	2	7%	\$ 238	0.2%
Bone Imaging	1	0	0	0%	\$ -	0.0%
Bladder Repair Surgery	1	0	0	0%	\$ -	0.0%
Breast Biopsy	4	0	0	0%	\$ -	0.0%
Bunionectomy	1	0	0	0%	\$ -	0.0%
Carpal Tunnel	3	2	0	0%	\$ -	0.0%
Cataract Removal	5	1	0	0%	\$ -	0.0%
Colonoscopy	54	21	10	19%	\$ 7,881	7.6%
CT Scan	108	7	3	3%	\$ 1,364	1.3%
ENT	16	2	0	0%	\$ -	0.0%
Gallbladder Removal	4	1	1	25%	\$ (50)	0.0%
Heart Imaging	0	0	0	0%	\$ -	0.0%
Hernia Repair	4	2	0	0%	\$ -	0.0%
Hysteroscopy (utersocopy)	4	0	0	0%	\$ -	0.0%
Joint Aspiration	107	0	0	0%	\$ -	0.0%
Knee Surgery	8	1	0	0%	\$ -	0.0%
Lab Services	1617	114	140	9%	\$ 34,627	33.3%
Lithotripsy	0	1	0	0%	\$ -	0.0%
Liver Biopsy	0	0	0	0%	\$ -	0.0%
Low Back Surgery	3	1	0	0%	\$ -	0.0%
Mammogram	214	41	34	16%	\$ 808	0.8%
MRI	162	37	18	11%	\$ 5,569	5.4%
Pain Injections (spine)	19	4	1	5%	\$ 419	0.4%
Physical Therapy	154	30	22	14%	\$ 43,491	41.8%
Ovaries/Fallopian Tube Removal	0	0	0	0%	\$ -	0.0%
Remicade Therapy	8	1	0	0%	\$ -	0.0%
Shoulder Surgery	6	4	1	17%	\$ 3,487	3.4%
Ultrasounds	185	13	6	3%	\$ 776	0.7%
Upper GI	34	11	4	12%	\$ 5,472	5.3%
Urethra & Bladder Scope	17	1	0	0%	\$ -	0.0%
Education Call	0	17	0	0%	\$ -	0.0%
<b>Totals</b>	<b>2769</b>	<b>320</b>	<b>242</b>	<b>9%</b>	<b>\$ 104,082</b>	



Compass SmartShopper Program Summary - City of Manchester  
Paid Claims Through Jan, 2013



Service	Claims	Shopping	Cost-Effective	Success Rate	Savings	Avg Savings/Case (Actual)	Book of Business Savings/Case	Potential Savings	% of Savings
Bone Density Study of Spine or Pelvis	5			0%	\$ -	\$ -	\$ 130	\$ 650	0.0%
Bone and Joint Imaging of Whole Body		1		0%	\$ -	\$ -	\$ -	\$ -	0.0%
CT Scans	10	2		0%	\$ -	\$ -	\$ 284	\$ 2,840	0.0%
Mammogram	38	5	3	8%	\$ 145	\$ 48	\$ -	\$ -	0.8%
MRIs	20	9	2	10%	\$ 1,422	\$ 711	\$ 390	\$ 7,020	8.3%
PET Scans				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Ultrasonounds (non-maternity)	11			0%	\$ -	\$ -	\$ 46	\$ 506	0.0%
Back Surgery (laminectomy, discectomy and foraminotomy)				0%	\$ -	\$ -	\$ 408	\$ -	0.0%
Bladder Repair for Incontinence (slings)				0%	\$ -	\$ -	\$ 1,215	\$ -	0.0%
Bladder Scope (with Stent)				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Breast Biopsy				0%	\$ -	\$ -	\$ 550	\$ -	0.0%
Breast Lumpectomy				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Bronchoscopy				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Bunionectomy				0%	\$ -	\$ -	\$ 2,860	\$ -	0.0%
Colonoscopy	11	8	1	9%	\$ (50)	\$ (50)	\$ 690	\$ 6,900	-0.3%
Dilation & Curettage - D&C				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Ear-Insertion of Ventilating Tube				0%	\$ -	\$ -	\$ 144	\$ -	0.0%
Eye-Surgery - Cataract Removal	1		1	100%	\$ 2,528	\$ 2,528	\$ 1,385	\$ -	14.8%
Gall Bladder Removal (laparoscopic)				0%	\$ -	\$ -	\$ 418	\$ -	0.0%
Groin-Hernia Repair			1	0%	\$ 3,932	\$ 3,932	\$ 934	\$ -	23.0%
Hammertoe Correction				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Hand Surgery-Carpal Tunnel	1			0%	\$ -	\$ -	\$ 486	\$ 486	0.0%
Knee Surgery (arthroscopic)	2	1		0%	\$ -	\$ -	\$ 1,740	\$ 3,480	0.0%
Laparoscopic Tubal Block or Tubal Ligation				0%	\$ -	\$ -	\$ 250	\$ -	0.0%
Lithotripsy-Fragmenting of Kidney Stones				0%	\$ -	\$ -	\$ 25	\$ -	0.0%
Nasal/Sinus-Corrective Surgery-Septoplasty	3			0%	\$ -	\$ -	\$ 2,307	\$ 6,921	0.0%
Nasal/Sinus-Endoscopy-Sinus Surgery				0%	\$ -	\$ -	\$ 1,308	\$ -	0.0%
Repair of Umbilical Hernia	1			0%	\$ -	\$ -	\$ -	\$ -	0.0%
Shoulder Surgery (arthroscopy)	5	1	1	20%	\$ (100)	\$ (100)	\$ 2,668	\$ 10,672	-0.6%
Spinal Fusion of Neck - Front				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Stomach-Upper GI Examination (endoscopy)	2	1		0%	\$ -	\$ -	\$ 786	\$ 1,572	0.0%
Tonsillectomy & Adenoidectomy		2		0%	\$ -	\$ -	\$ 1,661	\$ -	0.0%
Urethra & Bladder Scope				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Back Surgery (laminectomy)		1		0%	\$ -	\$ -	\$ -	\$ -	0.0%
Bariatric Surgery (laparoscopic gastric bypass)				0%	\$ -	\$ -	\$ 982	\$ -	0.0%
Hysterectomy				0%	\$ -	\$ -	\$ 1,627	\$ -	0.0%
Removal of Prostate Gland and Surrounding Tissue				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Removal of Thyroid Gland (Partial or Total)				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Spinal Fusion (anterior or posterior)				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Remicade Infusion Therapy	1			0%	\$ -	\$ -	\$ 6,874	\$ 6,874	0.0%
Lab Services	221	17	15	7%	\$ 2,442	\$ 163	\$ 254	\$ 52,324	14.3%
Physical Therapy	21	4	4	19%	\$ 6,765	\$ 1,691	\$ 1,887	\$ 32,079	39.6%
Education Call / Other		3		0%	\$ -	\$ -	\$ -	\$ -	0.0%
<b>Totals</b>	<b>353</b>	<b>55</b>	<b>28</b>	<b>7.9%</b>	<b>\$ 17,084</b>			<b>\$ 132,324</b>	

**Key Comments**

\*YTD 15.6% of members shopped for medical services and 50.9% of those members selected a cost effective option

\*January was first month using new ACC data set; reporting will reflect in 2013 going forward

\*Continued strong shopping activity. Retroactive V-8 letters will be going out end of March

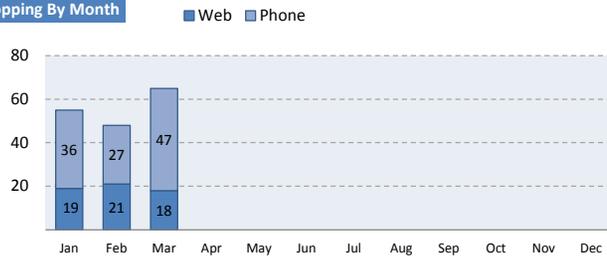
\*Lab & PT claim counts added to report result in lower redirection rate; when excluded redirection rate is 8.1%

Cost Avoidance Summary	New This Month	QTD	YTD	Contract To Date
Net Savings	\$ 17,084	\$ 17,084	\$ 17,084	\$ 121,166
Incentives	\$ 1,650	\$ 1,650	\$ 1,650	\$ 13,795
Gross Savings	\$ 18,734	\$ 18,734	\$ 18,734	\$ 134,961
Count	28	28	28	270

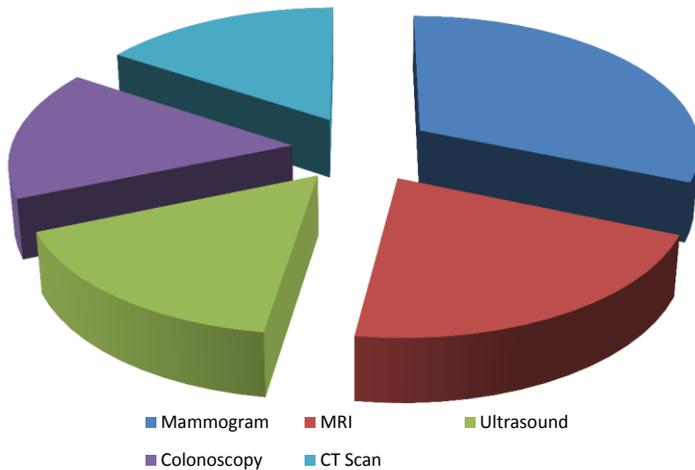


Conversion Rate Summary	
Shopping Rate	15.6%
Conversion Rate	50.9%
Redirection Rate	7.9%
Net Savings Per Search	\$ 311
Net Savings Per Incentive	\$ 610

Shopping By Month



Top Opportunities by Service



Cost Avoidance Summary

	Gross Savings	Incentives	Net Savings	Incentive ROI	Cases
March, 2013	\$ 9,712	\$ 1,100	\$ 8,612	783%	19
QTD	\$ 43,350	\$ 4,300	\$ 39,050	908%	65
YTD	\$ 43,350	\$ 4,300	\$ 39,050	908%	65

Conversion Rate Summary

Shopping Rate	14.9%
Conversion Rate	41.1%
Redirection Rate	6.1%
Net Savings Per Search	\$ 247
Net Savings Per Incentive	\$ 601

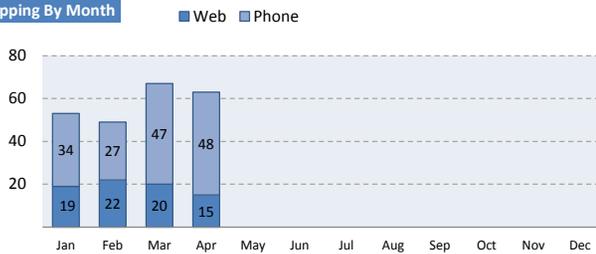
Key Comments

\*YTD 14.9% of members shopped for medical services and 41.1% of those members selected a cost effective option  
\*Potential Savings is \$188,875 Year to Date if 100% redirection rate achieved

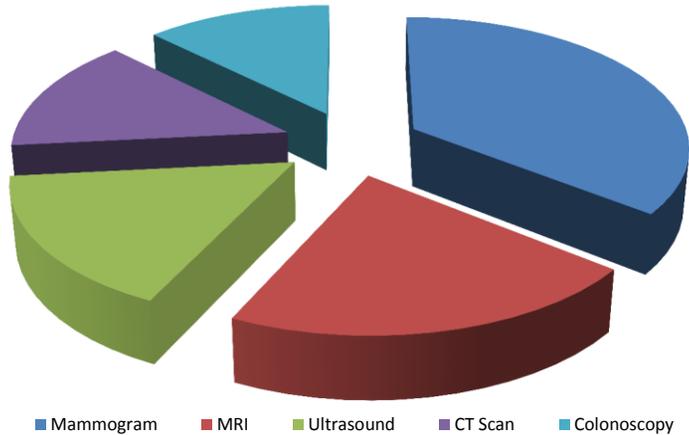
Cost-Effective Breakout by Service (All numbers represent total year to-date)

Service	Claims	Shopping	Cost-Effective	Success Rate	Savings	Avg Savings/Case (Actual)	Book of Business Savings/Case	Potential Savings	% of Savings
Bone Density	9	2		0%	\$ -	\$ -	\$ 234	\$ 2,106	0.0%
Bone and Joint Imaging	2	1		0%	\$ -	\$ -	\$ -	\$ -	0.0%
CT Scan	47	6	2	4%	\$ 563	\$ 282	\$ 483	\$ 21,735	1.4%
Mammogram	94	18	7	7%	\$ 355	\$ 51	\$ 24	\$ 2,088	0.9%
MRI	63	22	8	13%	\$ 7,876	\$ 984	\$ 631	\$ 34,705	20.2%
PET Scan				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Ultrasound	49	4		0%	\$ -	\$ -	\$ 95	\$ 4,655	0.0%
Back Surgery		2		0%	\$ -	\$ -	\$ 567	\$ -	0.0%
Bladder Repair (Sling)	1			0%	\$ -	\$ -	\$ 3,794	\$ 3,794	0.0%
Breast Biopsy	1			0%	\$ -	\$ -	\$ -	\$ -	0.0%
Breast Lumpectomy				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Bronchoscopy				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Bunionectomy				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Colonoscopy	47	27	9	19%	\$ 4,964	\$ 552	\$ 1,031	\$ 39,178	12.7%
Dilation & Curettage - D&C				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Ear Tubes				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Cataract Removal	4	1	1	25%	\$ 2,528	\$ 2,528	\$ -	\$ -	6.5%
Gall Bladder Surgery	1			0%	\$ -	\$ -	\$ 2,742	\$ 2,742	0.0%
Hernia Repair	4	4	2	50%	\$ 7,228	\$ 3,614	\$ 2,080	\$ 4,160	18.5%
Hammertoe Correction		3		0%	\$ -	\$ -	\$ -	\$ -	0.0%
Carpal Tunnel	2			0%	\$ -	\$ -	\$ 1,851	\$ 3,702	0.0%
Knee Surgery	4	1		0%	\$ -	\$ -	\$ 3,906	\$ 15,624	0.0%
Tubal Ligation (Laparoscopic)	1			0%	\$ -	\$ -	\$ 500	\$ 500	0.0%
Lithotripsy - Kidney Stones				0%	\$ -	\$ -	\$ 574	\$ -	0.0%
Sinus Surgery	7			0%	\$ -	\$ -	\$ 2,610	\$ 18,270	0.0%
Shoulder Surgery	5	2	2	40%	\$ (200)	\$ (100)	\$ 3,354	\$ 10,062	-0.5%
Spinal Fusion				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Upper GI				0%	\$ -	\$ -	\$ 1,659	\$ -	0.0%
Tonsils and Adenoids		2	1	0%	\$ 2,078	\$ 2,078	\$ -	\$ -	5.3%
Urethra and Bladder Scope	3			0%	\$ -	\$ -	\$ 150	\$ 450	0.0%
Bariatric Surgery				0%	\$ -	\$ -	\$ 4,679	\$ -	0.0%
Hysterectomy				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Prostate Surgery				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Thyroid Removal				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Remicade Therapy	4			0%	\$ -	\$ -	\$ 6,276	\$ 25,104	0.0%
Lab/blood Work	644	54	27	4%	\$ 4,586	\$ 170	\$ -	\$ -	11.7%
Physical Therapy	68	9	6	9%	\$ 9,072	\$ 1,512	\$ -	\$ -	23.2%
Education Call		9							
<b>Totals</b>	<b>1,060</b>	<b>158</b>	<b>65</b>	<b>6.1%</b>	<b>\$ 39,050</b>			<b>\$ 188,875</b>	

Shopping By Month



Top Opportunities by Service



**Key Comments**

\*YTD 20.8% of members shopped for medical services and 43.1% of those members selected a cost effective option  
\*Potential Savings is \$207,843 Year to Date if 100% redirection rate achieved

Cost-Effective Breakout by Service (All numbers represent total year to-date)

Service	Claims	Shopping	Cost-Effective	Success Rate	Savings	Avg Savings/Case (Actual)	Book of Business Savings/Case	Potential Savings	% of Savings
Bone Density	10	3		0%	\$ -	\$ -	\$ 234	\$ 2,340	0.0%
Bone and Joint Imaging	2	1		0%	\$ -	\$ -	\$ -	\$ -	0.0%
CT Scan	48	9	3	6%	\$ 563	\$ 188	\$ 483	\$ 21,735	1.1%
Mammogram	122	30	13	11%	\$ 516	\$ 40	\$ 24	\$ 2,616	1.0%
MRI	73	28	12	16%	\$ 9,598	\$ 800	\$ 631	\$ 38,491	19.5%
PET Scan				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Ultrasound	56	8	1	2%	\$ 116	\$ 116	\$ 95	\$ 5,225	0.2%
Back Surgery		2		0%	\$ -	\$ -	\$ 567	\$ -	0.0%
Bladder Repair (Sling)	1			0%	\$ -	\$ -	\$ 3,794	\$ 3,794	0.0%
Breast Biopsy	1			0%	\$ -	\$ -	\$ -	\$ -	0.0%
Breast Lumpectomy				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Bronchoscopy				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Bunionectomy				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Colonoscopy	43	35	12	28%	\$ 6,770	\$ 564	\$ 1,031	\$ 31,961	13.7%
Dilation & Curettage - D&C				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Ear Tubes				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Cataract Removal	4	1	1	25%	\$ 2,528	\$ 2,528	\$ -	\$ -	5.1%
Gall Bladder Surgery	1	2		0%	\$ -	\$ -	\$ 2,742	\$ 2,742	0.0%
Hernia Repair	5	4	2	40%	\$ 7,228	\$ 3,614	\$ 2,080	\$ 6,240	14.7%
Hammertoe Correction		3		0%	\$ -	\$ -	\$ -	\$ -	0.0%
Carpal Tunnel	2			0%	\$ -	\$ -	\$ 1,851	\$ 3,702	0.0%
Knee Surgery	5			0%	\$ -	\$ -	\$ 3,906	\$ 19,530	0.0%
Tubal Ligation (Laparoscopic)	1			0%	\$ -	\$ -	\$ 500	\$ 500	0.0%
Lithotripsy - Kidney Stones				0%	\$ -	\$ -	\$ 574	\$ -	0.0%
Sinus Surgery	7	1		0%	\$ -	\$ -	\$ 2,610	\$ 18,270	0.0%
Shoulder Surgery	5	2	2	40%	\$ (200)	\$ (100)	\$ 3,354	\$ 10,062	-0.4%
Spinal Fusion				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Upper GI	9			0%	\$ -	\$ -	\$ 1,659	\$ 14,931	0.0%
Tonsils and Adenoids		2	1	0%	\$ 2,078	\$ 2,078	\$ -	\$ -	4.2%
Urethra and Bladder Scope	4			0%	\$ -	\$ -	\$ 150	\$ 600	0.0%
Bariatric Surgery		1		0%	\$ -	\$ -	\$ 4,679	\$ -	0.0%
Hysterectomy				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Prostate Surgery				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Thyroid Removal				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Remicade Therapy	4			0%	\$ -	\$ -	\$ 6,276	\$ 25,104	0.0%
Lab/blood Work	644	75	46	7%	\$ 8,513	\$ 185	\$ -	\$ -	17.3%
Physical Therapy	68	14	7	10%	\$ 11,529	\$ 1,647	\$ -	\$ -	23.4%
Education Call / Other		11			\$ -	\$ -	\$ -	\$ -	
<b>Totals</b>	<b>1,115</b>	<b>232</b>	<b>100</b>	<b>9.0%</b>	<b>\$ 49,240</b>			<b>\$ 207,843</b>	

**Cost Avoidance Summary**

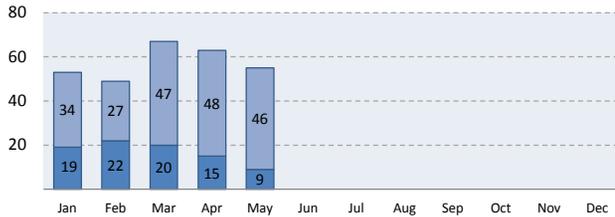
	Gross Savings	Incentives	Net Savings	Incentive ROI	Cases
April, 2013	\$ 11,795	\$ 1,605	\$ 10,190	635%	35
QTD	\$ 11,795	\$ 1,605	\$ 10,190	635%	35
YTD	\$ 55,145	\$ 5,905	\$ 49,240	834%	100

**Conversion Rate Summary**

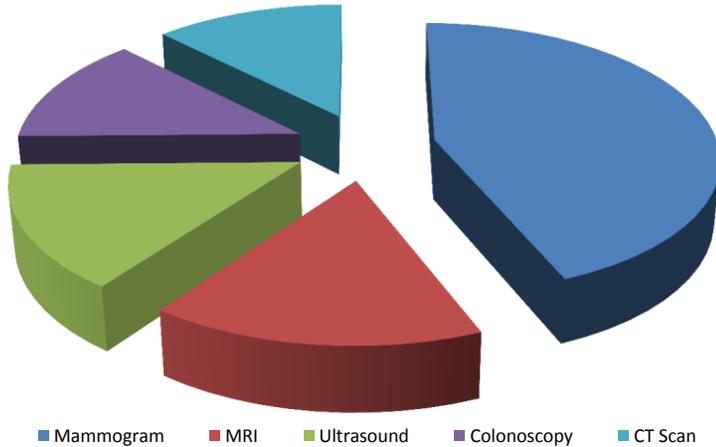
Shopping Rate	20.8%
Conversion Rate	43.1%
Redirection Rate	9.0%
Net Savings Per Search	\$ 212
Net Savings Per Incentive	\$ 492

**Shopping By Month**

■ Web ■ Phone



**Top Opportunities by Service**



**Key Comments**

\*YTD 16.8% of members shopped for medical services and 45.6% of those members selected a cost effective option  
 \*Potential Savings is \$352,452 Year to Date if 100% redirection rate achieved  
 \*The total net savings for the contract year beginning July, 2012 is \$168,457

**Cost-Effective Breakout by Service (All numbers represent total year to-date)**

Service	Claims	Shopping	Effective	Rate	Savings	Savings/Case	Business	Savings	% of Savings
Bone Density	25	4		0%	\$ -	\$ -	\$ 234	\$ 5,850	0.0%
Bone and Joint Imaging	6	1		0%	\$ -	\$ -	\$ -	\$ -	0.0%
CT Scan	89	11	3	3%	\$ 563	\$ 188	\$ 483	\$ 41,538	0.9%
Mammogram	314	39	16	5%	\$ 637	\$ 40	\$ 24	\$ 7,152	1.0%
MRI	116	36	18	16%	\$ 11,398	\$ 633	\$ 631	\$ 61,838	17.7%
PET Scan	4			0%	\$ -	\$ -	\$ -	\$ -	0.0%
Ultrasound	105	10	1	1%	\$ 116	\$ 116	\$ 95	\$ 9,880	0.2%
Back Surgery		6		0%	\$ -	\$ -	\$ 567	\$ -	0.0%
Bladder Repair (Sling)				0%	\$ -	\$ -	\$ 3,794	\$ -	0.0%
Breast Biopsy	2			0%	\$ -	\$ -	\$ -	\$ -	0.0%
Breast Lumpectomy				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Bronchoscopy				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Bunionectomy		1		0%	\$ -	\$ -	\$ -	\$ -	0.0%
Colonoscopy	92	38	14	15%	\$ 7,820	\$ 559	\$ 1,031	\$ 80,418	12.1%
Dilation & Curettage - D&C				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Ear Tubes				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Cataract Removal	8	1	1	13%	\$ 2,528	\$ 2,528	\$ -	\$ -	3.9%
Gall Bladder Surgery	1	2		0%	\$ -	\$ -	\$ 2,742	\$ 2,742	0.0%
Hernia Repair	6	4	2	33%	\$ 7,228	\$ 3,614	\$ 2,080	\$ 8,320	11.2%
Hammertoe Correction		3		0%	\$ -	\$ -	\$ -	\$ -	0.0%
Carpal Tunnel	4			0%	\$ -	\$ -	\$ 1,851	\$ 7,404	0.0%
Knee Surgery	11	1		0%	\$ -	\$ -	\$ 3,906	\$ 42,966	0.0%
Tubal Ligation (Laparoscopic)	1			0%	\$ -	\$ -	\$ 500	\$ 500	0.0%
Lithotripsy - Kidney Stones				0%	\$ -	\$ -	\$ 574	\$ -	0.0%
Sinus Surgery	13	1		0%	\$ -	\$ -	\$ 2,610	\$ 33,930	0.0%
Shoulder Surgery	11	2	2	18%	\$ (200)	\$ (100)	\$ 3,354	\$ 30,186	-0.3%
Spinal Fusion				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Upper GI				0%	\$ -	\$ -	\$ 1,659	\$ -	0.0%
Tonsils and Adenoids		3	1	0%	\$ 2,078	\$ 2,078	\$ -	\$ -	3.2%
Urethra and Bladder Scope	6			0%	\$ -	\$ -	\$ 150	\$ 900	0.0%
Bariatric Surgery		1		0%	\$ -	\$ -	\$ 4,679	\$ -	0.0%
Hysterectomy				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Prostate Surgery				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Thyroid Removal				0%	\$ -	\$ -	\$ -	\$ -	0.0%
Remicade Therapy	3			0%	\$ -	\$ -	\$ 6,276	\$ 18,828	0.0%
Lab/blood Work	805	93	62	8%	\$ 11,565	\$ 187	\$ -	\$ -	18.0%
Physical Therapy	85	18	11	13%	\$ 20,642	\$ 1,877	\$ -	\$ -	32.1%
Education Call / Other		12			\$ -	\$ -	\$ -	\$ -	
<b>Totals</b>	<b>1,707</b>	<b>287</b>	<b>131</b>	<b>7.7%</b>	<b>\$ 64,375</b>			<b>\$ 352,452</b>	

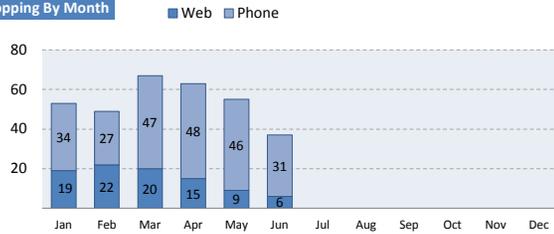
**Cost Avoidance Summary**

	Gross Savings	Incentives	Net Savings	Incentive ROI	Cases
May, 2013	\$ 17,025	\$ 1,890	\$ 15,135	801%	31
QTD	\$ 28,820	\$ 3,495	\$ 25,325	725%	66
YTD	\$ 72,170	\$ 7,795	\$ 64,375	826%	131

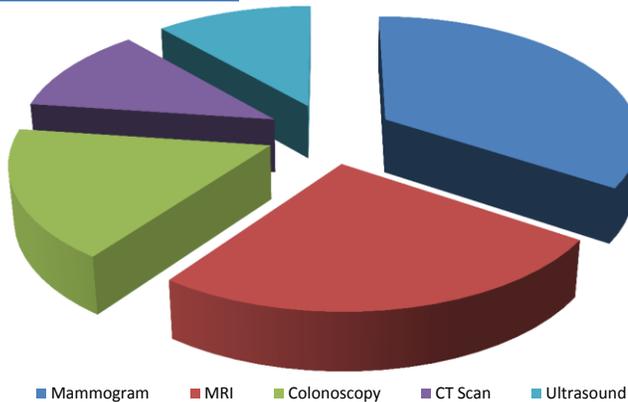
**Conversion Rate Summary**

Shopping Rate	16.8%
Conversion Rate	45.6%
Redirection Rate	7.7%
Net Savings Per Search	\$ 224
Net Savings Per Incentive	\$ 491

Shopping By Month



Top Opportunities by Service



Cost Avoidance Summary

	Gross Savings	Incentives	Net Savings	Medical Savings	Incentive ROI	Cases
June, 2013	\$ 10,265	\$ 1,180	\$ 9,085	\$ 6,814	770%	18
QTD	\$ 39,085	\$ 4,675	\$ 34,410	\$ 25,808	736%	84
YTD	\$ 82,436	\$ 8,975	\$ 73,461	\$ 55,095	819%	149

Conversion Rate Summary

Shopping Rate	17.2%
Conversion Rate	46.0%
Redirection Rate	7.9%
Net Savings Per Search	\$ 227
Net Savings Per Incentive	\$ 493

**Key Comments**

- \*YTD 17.2% of members shopped for medical services and 46.0% of those members selected a cost effective option
- \*Potential Savings is \$340 Year to Date if 100% redirection rate achieved
- \*This report represents the completion of the first contract year under the Compass agreement

Cost-Effective Breakout by Service (All numbers represent total year to-date)

Service	Claims	Shopping	Cost-Effective	Success Rate	Savings	Avg Savings/Case (Actual)	Book of Business Savings/Case	Potential Savings	% of Savings
Bone Density	25	4	1	4%	\$ 66	\$ 66	\$ 234	\$ -	0.1%
Bone and Joint Imaging	6	2	0	0%	\$ -	\$ -	\$ -	\$ -	0.0%
CT Scan	93	12	4	4%	\$ 1,021	\$ 255	\$ 483	\$ -	1.4%
Mammogram	326	44	20	6%	\$ 794	\$ 40	\$ 24	\$ -	1.1%
MRI	125	44	21	17%	\$ 13,210	\$ 629	\$ 631	\$ -	18.0%
PET Scan	4	0	0	0%	\$ -	\$ -	\$ -	\$ -	0.0%
Ultrasound	109	10	2	2%	\$ 240	\$ 120	\$ 95	\$ 190	0.3%
Back Surgery	0	6	0	0%	\$ -	\$ -	\$ 567	\$ -	0.0%
Bladder Repair (Sling)	0	0	0	0%	\$ -	\$ -	\$ 3,794	\$ -	0.0%
Breast Biopsy	2	0	0	0%	\$ -	\$ -	\$ -	\$ -	0.0%
Breast Lumpectomy	1	0	0	0%	\$ -	\$ -	\$ -	\$ -	0.0%
Bronchoscopy	0	0	0	0%	\$ -	\$ -	\$ -	\$ -	0.0%
Bunionectomy	0	1	0	0%	\$ -	\$ -	\$ -	\$ -	0.0%
Colonoscopy	98	41	16	16%	\$ 8,411	\$ 526	\$ 1,031	\$ -	11.4%
Dilation & Curettage - D&C	0	0	0	0%	\$ -	\$ -	\$ -	\$ -	0.0%
Ear Tubes	0	0	0	0%	\$ -	\$ -	\$ -	\$ -	0.0%
Cataract Removal	8	1	1	13%	\$ 2,528	\$ 2,528	\$ -	\$ -	3.4%
Gall Bladder Surgery	1	2	0	0%	\$ -	\$ -	\$ 2,742	\$ -	0.0%
Hernia Repair	6	5	2	33%	\$ 7,228	\$ 3,614	\$ 2,080	\$ -	9.8%
Hammertoe Correction	0	3	0	0%	\$ -	\$ -	\$ -	\$ -	0.0%
Carpal Tunnel	4	0	0	0%	\$ -	\$ -	\$ 1,851	\$ -	0.0%
Knee Surgery	11	5	0	0%	\$ -	\$ -	\$ 3,906	\$ -	0.0%
Tubal Ligation (Laparoscopic)	1	0	0	0%	\$ -	\$ -	\$ 500	\$ -	0.0%
Lithotripsy - Kidney Stones	0	0	0	0%	\$ -	\$ -	\$ 574	\$ -	0.0%
Sinus Surgery	13	1	0	0%	\$ -	\$ -	\$ 2,610	\$ -	0.0%
Shoulder Surgery	11	2	2	18%	\$ (200)	\$ (100)	\$ 3,354	\$ -	-0.3%
Spinal Fusion	0	0	0	0%	\$ -	\$ -	\$ -	\$ -	0.0%
Upper GI	27	0	0	0%	\$ -	\$ -	\$ 1,659	\$ -	0.0%
Tonsils and Adenoids	0	3	1	0%	\$ 2,078	\$ 2,078	\$ -	\$ -	2.8%
Urethra and Bladder Scope	7	0	0	0%	\$ -	\$ -	\$ 150	\$ 150	0.0%
Bariatric Surgery	0	1	0	0%	\$ -	\$ -	\$ 4,679	\$ -	0.0%
Hysterectomy	0	0	0	0%	\$ -	\$ -	\$ -	\$ -	0.0%
Prostate Surgery	0	0	0	0%	\$ -	\$ -	\$ -	\$ -	0.0%
Thyroid Removal	0	0	0	0%	\$ -	\$ -	\$ -	\$ -	0.0%
Remicade Therapy	0	0	0	0%	\$ -	\$ -	\$ 6,276	\$ -	0.0%
Lab/blood Work	893	102	66	7%	\$ 12,700	\$ 192	\$ -	\$ -	17.3%
Physical Therapy	111	19	13	12%	\$ 25,384	\$ 1,953	\$ -	\$ -	34.6%
Education Call / Other	0	16	0	0%	\$ -	\$ -	\$ -	\$ -	0.0%
<b>Totals</b>	<b>1,882</b>	<b>324</b>	<b>149</b>	<b>7.9%</b>	<b>\$ 73,461</b>			<b>\$ 340</b>	