



**ALLIED**  
NATIONAL

# BULLETIN

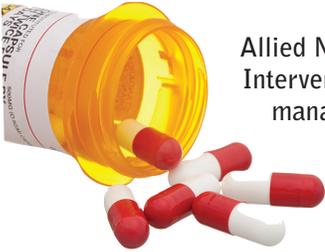


June

AN ALLIED NATIONAL SALES AND MARKETING PUBLICATION

2017

## New Program to Monitor Effectiveness of Specialty Drugs



Allied National is working with InterveneRx, a technology and care management company, and UMass Medical School to launch an innovative program that will monitor and manage the use of specialty drugs for our members.

We plan to roll out the program to all of our members by fourth quarter 2017.

This new endeavor is part of the Allied HealthCare Assistant initiative to control health plan costs and provide better outcomes for our Funding Advantage members. The HealthCare Assistant program supports our members through every encounter with the health care system by providing the resources they need for the best results.

InterveneRx will integrate evidence-based protocols with biometric devices and a mobile application for real-time clinical monitoring of patients. More than 50 patients across 19 states will be monitored for improvements in clinical outcomes, utilization and patient engagement.

In partnership with UMass Medical School, InterveneRx also will integrate a clinically enhanced specialty drug prior authorization process during this phase to evaluate its impact on the efficiency and appropriateness of specialty drug approvals.

"We pride ourselves on delivering innovation and best value for our clients, and the results of the InterveneRx program launch will provide us with real outcomes for our clients' specialty drug patients," stated Bill Ashley, Allied's Chief Executive Officer.

"We believe the InterveneRx platform fills a significant gap in determining the clinical value and effectiveness of specialty drugs," added InterveneRx CEO Mark Steck. "We are pleased that such a forward thinking company as Allied National will be implementing this platform to monitor and manage their specialty drug patients."



## Access to Telemedicine Approved in Texas

Texas Gov. Greg Abbott has signed Senate Bill 1107, relating to telemedicine and telehealth services, into law. This law changes the face of telemedicine in Texas. Physicians can now utilize telemedicine services with patients they haven't met in person. This defeats an earlier requirement that physician-patient relationships had to be established with an in-person visit prior to any telemedicine visits.

Allied National provides access to telemedicine providers to all of our Funding Advantage enrollees. Our telemedicine physicians are U.S. board certified and have been authorized to prescribe medications. This benefit is available 24/7 for live, private phone or video visits whenever and wherever your clients need attention.

This is great news for our Texas agents! Now your groups can receive all of the benefits that come with our Funding Advantage products.



4551 W. 107th St., Suite #100 | Overland Park, KS 66207 | 888.767.7133

sales@alliednational.com | www.alliednational.com | twitter.com/alliednational | linkedin.com/company/allied-national-inc-

## Reference-Based Pricing — A story for our times

The following is a real case — only the names, location and other personal information have been changed to preserve the client's privacy.

Burns Manufacturing is a small manufacturer in Anywhere, Texas. They are a 25-year-old company employing 21 people who build machine parts for the oil and gas industry.

They have been an Allied National small group level-funded client for two years. They received a 35% increase renewal offer in their third year due to unfavorable health conditions, but their situation was greatly improved by moving the plan from a traditional PPO to the Freedom Plan. The renewal increase was reduced to 9%.



The Freedom plan renewal rate was lower because reimbursement to providers are reference based on a multiple of Medicare reimbursement levels — a cost higher than most Medicare reimbursements but lower than most PPO reimbursements. However, unlike PPOs, members can choose any provider without restrictions or penalties.

By doing this, the company was able to continue to offer a group medical plan and still pay 100% of the employee - only rate.

When employees, who were unfamiliar with the no-network concept, expressed concern about whether local doctors and hospitals would accept the Freedom Plan, Mr. Burns shared this information with his employees:

- Most providers routinely verify coverage. If they have a concern, they can call Allied National Client Services at 800-825-7531. The phone number is on your ID card.
- Although this rarely happens, if your doctor or hospital won't accept the Freedom Plan, you will need to find another provider who will.
- Our broker, Tom, looked at other carriers and coverage options. Allied National's Freedom Plan is the most affordable. Without the Freedom Plan Burns Manufacturing would be forced to drop our group insurance plan or require employees to pick up at least 50% of the cost.

Allied National's Freedom plan kept the Burns Manufacturing group health plan in place at a service level and price everyone appreciated.

This is a real life example of the types of decisions your small group clients are being forced to make in the wake of ever increasing premiums for their health plans. The Freedom Plan is one alternative that provides tremendous benefit flexibility and affordable coverage. To find out more about the Freedom plan, visit our website at: [www.alliednational.com/thefreedomplan](http://www.alliednational.com/thefreedomplan).

## Discounted Summer Fun Using Your Free Abenity Membership

Allied National has teamed with Abenity to provide both you and your clients with an exclusive collection of local and national discounts. Using these discounts, you can save on: hotels, restaurants, movie theaters, retailers, florists, car dealers, theme parks, national attractions, concerts, events and even some flight and hotel packages. Some discounts are as much as 50%.

Allied recognizes the importance of vacation and time spent with family and friends having fun. Studies have shown vacation time has significant health benefits:

- Reduces stress
- Decreases heart disease
- Improves mental health
- Improves relationships

Recreation and vacations can be costly. That's why Allied joined forces with Abenity, to provide you and your clients with the best discounts possible, making vacations more affordable.

Registration to Abenity is free, just visit <http://allied.abenity.com> to sign up. Tell your clients to be sure and check out their Abenity benefit when planning their summer fun; they could save as much as 50% on some of the discounts.

