

Welcome To The Orion Newsletter

ORION is excited to announce the addition of two new team members, Julaine Novak and Nancy Meese. Julaine joined the Orion team in September as Vice President of Medical Management. She brings experience as a nurse and underwriter using both skill sets to impact positive efforts toward medical management and cost containment. Nancy joined the Orion team in August as the Medical Management Coordinator. She brings extensive medical claims and excess of loss experience spanning 30 years. She is already putting her claims experience to practical use assessing the notices and implementing claim interventions. Pam Powlas has worked in the stop loss arena for 17 years and has been with StarLine since 2003. She is skilled at providing high quality, in-depth clinical and financial risk analysis.

The ever-expanding clinical advances and complex treatment possibilities provide daily challenges for catastrophic case managers as well as claims managers. The ORION Medical Management program provides innovative solutions that combine clinical and claim management consultative services with the goal focused on positive clinical and financial outcomes.

Julaine, Pam and Nancy will work with our clients to select the best possible resource for catastrophic claim management. This value added service is intended to compliment what you already have in place. Some of the areas we focus on are:

TRANSPLANT PROGRAMS: We have agreements with several of the leading transplants networks. We can provide contract evaluation and negotiate the infrequent out-of-network transplant cases. We also have access to VAD maintenance agreements.

CANCER MANAGEMENT: We can provide you the resource to manage complex cancer claims. The service would include consultative reviews, appropriateness of treatment review and provider and drug fee discounting.

DIALYSIS: Our dialysis cost containment program is multi-faceted and can produce substantial cost savings. We also have access to a home dialysis program.

NEONATAL MANAGEMENT: We provide access to specialized neonatal management services for high risk babies including consultation with neonatologists or day-to-day management by nurses with NICU experience.

CLAIM NEGOTIATION AND RE-PRICING: We have access to top tier PPO networks, contract negotiations, hospital bill review and specialty pharmacy management.

Remember, early identification of complex cases leads to early recommendations that will provide the best clinical and financial outcome. *We are just an email or phone call away and look forward to working with you.*



*Pictured left to right:
Pam Powlas, Nancy Meese
and Julaine Novak*

Read about one of ORION's many success stories on the following page and contact us today for all of your Medical Management needs.



ORION Success Story

A recent ORION clinical and financial success story is two-fold involving a 37 week infant born with multiple congenital anomalies in an out of network facility. Even though out of network, the facility had access to a wrap discount of 20%. Additionally the wrap discount allowed for contracting outside the wrap. First, the health plan accessed one of ORION neonatology vendors who in turn facilitated a peer to peer consultation with the infant's attending physician. Gaining valuable clinical information assisted the health plan in managing this complex NICU case. Secondly, ORION put the health plan in touch with a bill negotiator who was able to secure a 30% discount. Billed charges for the subsequent 95 day inpatient stay were over 1 million but with the negotiator's assistance, the health plan saved an additional \$115,000 over the wrap network discount.

To achieve these numbers is only half of what drives the ORION team. The fact that we were able to help a new family during an extremely trying time is the ultimate reward. Our new team is more than equipped to aid you in whatever challenge you face. Reach out today and learn more.

STARLINE CONTACT

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