

Success: *the accomplishment of an aim or purpose*

A member required emergency air ambulance transport for acute obstetrical care. When the invoice of over \$49,827 was received, the Orion team was able to quickly assign a vendor who negotiated a 20% discount on the invoice with savings over \$9,900. Our vendor was also successful in negotiating a 20% discount with the provider on all future transports.

A member was transferred to a secondary hospital system without the health plans knowledge and later underwent a double lung transplant. The health plan immediately contacted Orion for guidance and assistance in negotiating a rate. The Orion transplant network coordinator was able to assist the health plan to obtain a rate contract through a national transplant network post patient transfer, which resulted in a cost savings of \$1,263,983.

A patient was admitted through the emergency room and was subsequently transplanted in an emergency fashion with a cadaver liver. The member was confined for 55 days and under a national transplant contract, but when the bill was received, it appeared higher than normal for a confinement of the duration noted. Orion was contacted for a pre-payment audit, which resulted in an additional \$221,878 in savings.

Upon receipt of a claim for malignant neoplasm of the lung, Orion noticed the plan was paying an egregious amount for the pharmaceutical Sandostatin. In further reviewing the claim, the Orion nurse noticed the Plan had the wrong diagnosis as well as the dosing was not within a normal acceptable range and reached out to the Plan's Medical Director and ultimately the Plan's Director of Pharmacy to conduct further research. The Director of Pharmacy initiated a discussion with the facility regarding the drugs dosing, appropriateness of use, and pricing. After correcting the dosing issues, the Plan was able to negotiate an additional 40 percent discount.

66-year-old with pancreatic cancer and multiple comorbidities who required long term acute care placement. Orion, through one of their premier vendors was able to successfully negotiate an all-inclusive per diem rate at an out of network facility generating \$16,410 in monthly savings.

When an Orion nurse conducted a drug appropriateness and pricing review on a recently submitted claim for a neonate with spinal muscular atrophy, it was discovered that the client erroneously paid claims on one of the gene therapy drugs that was at a rate well above the negotiated rate. After Orion reviewed the claim, the health plan was notified of the discrepancy and was able to contact the provider for a refund of over \$500,000.

The Orion transplant network coordinator reviews hundreds of transplant contracts annually and provides network comparisons to our valued customers resulting in savings of over \$13 million annually.

HOW TO CONTACT ORION NAVIGATOR

Early intervention is crucial in managing potential catastrophic claims. The Orion Navigator team invites you to call any of our staff to discuss your specific needs and begin assessing vendor intervention options. More information on Orion Navigator can also be found at www.starlinegroup.com

To contact Orion Navigator regarding any cost containment questions, vendor referrals, transplant network access or Orion Oncology reach out to Orion@starlinegroup.com or call (508) 809-7475.