

# DELIVERING PROVEN RESULTS FOR MEMBERS WITH HIGH-COST CONDITIONS

Did you know that only about 1% of members drive nearly a third of the health care costs for many employer health plans?\*

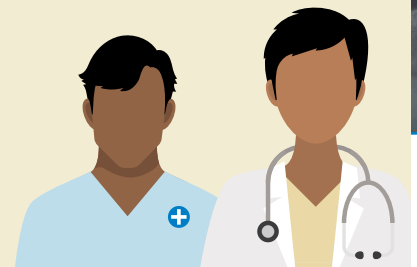
The Excellus BlueCross BlueShield High-Cost Claimant (HCC) Team is here to help your employees with high-cost conditions achieve better outcomes, lower costs, and greater peace of mind. See the results below to explore the impact we have on the people who need our support the most:



## GREATER ENGAGEMENT WITH PROVIDERS

**8% INCREASE** ▲  
IN PRIMARY CARE PROVIDER VISITS

**20% INCREASE** ▲  
IN SPECIALIST VISITS



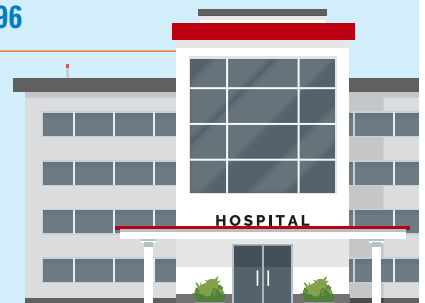
## FEWER HIGH-COST ACUTE CARE VISITS

**45% REDUCTION** ▼  
IN ER VISITS, WHERE THE AVERAGE COST OF A VISIT WAS **\$1,776**

**51% REDUCTION** ▼  
IN INPATIENT ADMISSIONS, WHERE THE AVERAGE COST OF AN ADMISSION WAS **\$18,958**

**61% REDUCTION** ▼  
IN PREVENTABLE ADMISSIONS, WHERE THE AVERAGE COST OF A PREVENTABLE ADMISSION WAS **\$16,196**

**41% REDUCTION** ▼  
IN READMISSIONS, WHERE THE AVERAGE COST OF A READMISSION WAS **\$33,757**



## LOWER OVERALL COSTS

**9% REDUCTION**  
IN PER MEMBER PER MONTH COSTS

**\$7.1M TOTAL**  
MEDICATION COST SAVINGS/AVOIDANCE AS A RESULT OF PHARMACY INTERVENTION IN 2021

**\$13.1M TOTAL**  
COST SAVINGS IN 2021

**Talk to an account representative today to learn more about the Excellus BCBS High-Cost Claimant Team.**



\*Blue Health Intelligence analysis of 2018 BCBS member claims data, 2020

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