



Discover a whole new way to manage benefits with Virtual Health Plans

Better savings. Better experience.

Redefines benefit plan management

Managing your plans with UnitedHealthcare Virtual Health Plans helps you control your costs while improving the health care experience.

- Establish an intense focus on the clinical and affordability needs of large clients
- Foster deeper collaboration with clients and greater accountability on performance
- Lessen current challenges through a highly disciplined management process
- Allow for multi-year benefit performance planning process driven by the evolving needs of the client

Experience enhanced benefit plan performance.

Supported by leadership teams to drive benefit plan performance.

- Clinical
- Operational
- Analytical

Built with powerful analytic technology.

- Health status
- Health economics
- Operational performance

Chief Medical Officer
Develops clinical strategy



Chief Operating Officer
Assures clinical operating integrity



Health Analytics Consultant
Defines emerging trends and cost drivers



Health Plan Manager and other analytic tools.

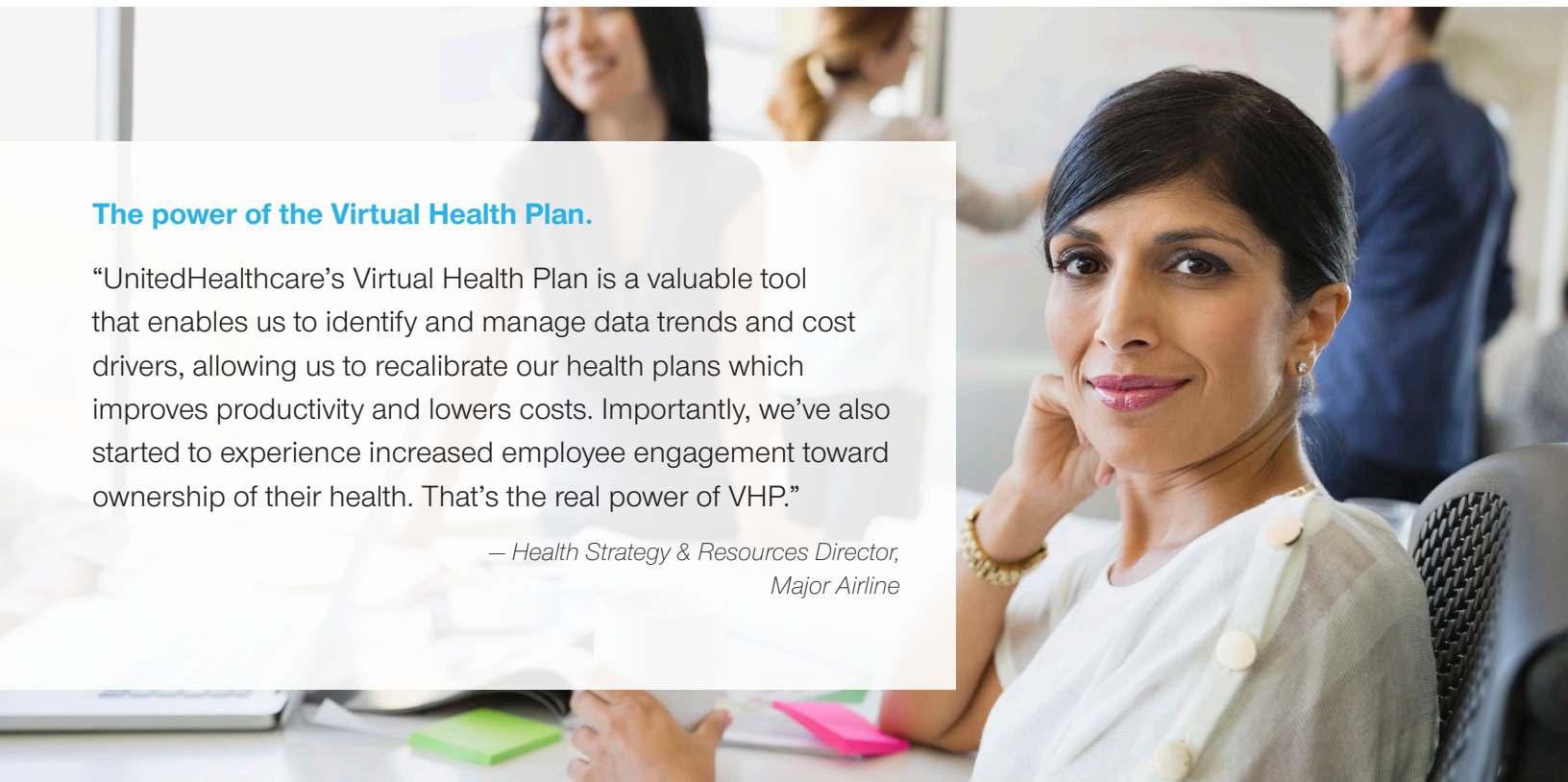
Real time trend analyses:

- Economics
- Utilization
- Consumer Behavior

The power of the Virtual Health Plan.

“UnitedHealthcare’s Virtual Health Plan is a valuable tool that enables us to identify and manage data trends and cost drivers, allowing us to recalibrate our health plans which improves productivity and lowers costs. Importantly, we’ve also started to experience increased employee engagement toward ownership of their health. That’s the real power of VHP.”

— Health Strategy & Resources Director,
Major Airline



Control costs with action planning.

- Clinical interventions
- Network strategy
- Benefit design
- Enhanced member engagement
- Geographic trends
- Product offerings



Launched in 2012, UnitedHealthcare clients served by a Virtual Health Plan now represent more than 4 million members.

Example of medical cost action plan solutions:

SYSTEMIC SOLUTIONS

Trend Driver	Customer A	Specific Initiatives to Address Cost
Total	\$ 1,610,288	
MSK	\$ 844,000	
	\$ 740,000	Multiple therapy payment policy
	\$ 94,000	Facility claim editor for Bone Morphogenetic Protein
Cancer	\$ 766,288	
	\$ 366,442	Avastin post-edit reviews

CUSTOMER SPECIFIC SOLUTIONS

Medial Necessity	\$ 3,409,705
Base (no fee)	\$ 2,225,741
Specialty RX (component of base)	\$ 275,388
Radiology / Cardiology	\$ 523,033
Cancer (2015)	\$ 385,543
Network	\$ 2,056,549
Premiumtiervia benefit design	\$ 1,589,815
Out of network benefit design (10% shift)	\$ 466,734
Diabetes	\$ 2,903,421
Add diabetes prevention plan (3 year payout)	\$ 1,200,000
Add diabetes control alliance (3 year payout)	\$ 953,421
Diabetes Health Plan	\$ 750,000



Population health is improving for VHP clients at a faster rate than non-VHP clients (+3% compared to -3%)*

Explore ways to save and experience better health care through Virtual Health Plan.

\$2.4 Million in Annual Savings*

A non-participating dialysis center was brought in-network. Simultaneously, a new process was developed to ensure that Kidney Resource Services nephrologists were consulted on all out of network gap exceptions.

\$3 to 4 Million in Annual Savings* for 3 Clients

A deep review of data trends revealed that shifting place of service for specialty infusions medications (e.g. intravenous IVIG and Remicade) have substantial savings without member disruption or change in care.

\$2 Million in Total Projected Savings*

An action taken at one client to contact over 2,000 members with musculoskeletal diagnosis with outbound calls positively impacted outcomes.



To find out more, contact your UnitedHealthcare representative today.