



wellbridge
surgical



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HAYNES
International

Embracing Transparent Pricing

Employers Forum Meeting
April 12, 2023

Ron Piniecki, MD

Haynes



More than 110 Years of Alloy, Process, and Product Innovation

Plan Basics

- One Self-Funded Plan Design
- Grandfathered Plan
- Union-Represented Employees
 - Two Unions Represented
 - Two different locations
- Non-Union Employees throughout the U.S.A.
- Near Site Health Care Center for Kokomo location
- No Spousal Carve-Out
- Rich PPO Plan

Plan History

- Launched Near Site Clinic 10/12/2011
- Carved Out Pharmacy from TPA 01/01/2019
 - Addressed J-Codes
 - Excluded Drugs like Duexis
 - Full Transparency
 - Rebates
- Changed Broker 05/14/2020
- Changed TPA 01/01/2023

Implementation

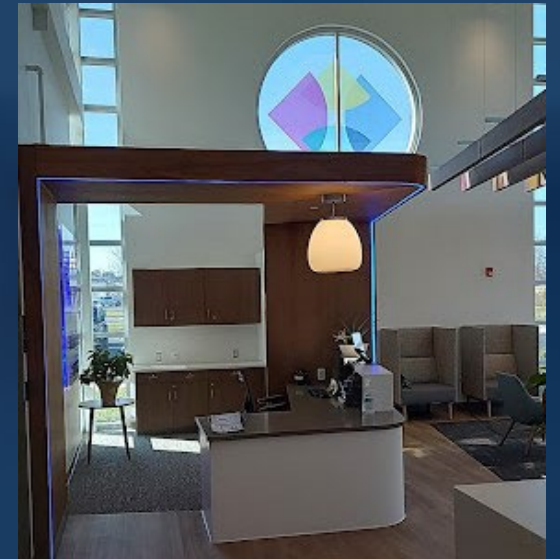
- January 1, 2023
- UMR as TPA
- Quantum Health as Customer Service Team
- Edison Healthcare
- Wellbridge Surgical

Cost Savings

CPT	Description	WBS Price	Anthem Price	UHC Price	Average Savings
45385	Colonoscopy	\$ 1,999	\$ 5,602	\$ 5,062	63%
49592	Anterior Hernia Repair	\$ 5,750		\$ 10,259	44%
58563	Hysteroscopy/Endometrial Ablation	\$ 5,655	\$ 9,050	\$ 9,238	38%
45378	Colonoscopy	\$ 1,999	\$ 4,836	\$ 4,798	59%
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30520	Septoplasty	\$ 5,300		\$ 10,759	51%
	Total Saved	\$ 26,700		\$ 54,510	51%

Wellbridge Story

- 2017 – Intro to Free Market Medical Association
- 2019 – Began Surgeon Engagement
- 2020 – Construction of Wellbridge
- 2021 – First Surgery Performed at Wellbridge



Our Reason Why

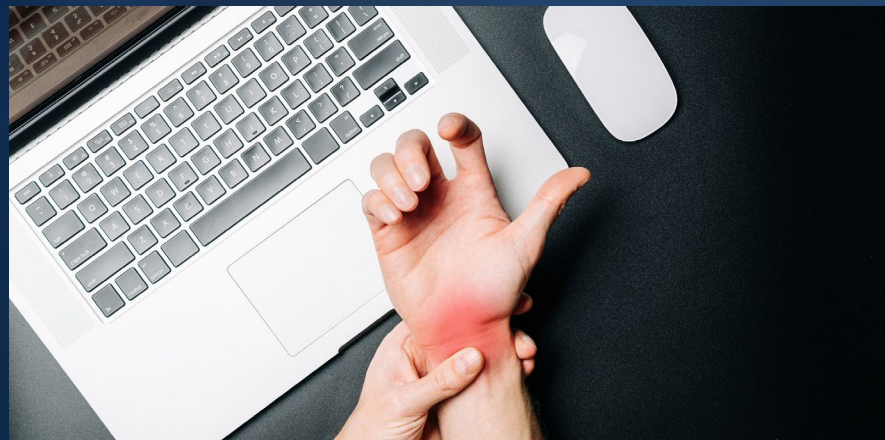
RAND 4.0 Study – Indiana

- Facility Charges - 4th Highest in US
- Physician Fees - 4th Lowest in US



Our Reason Why (cont.)

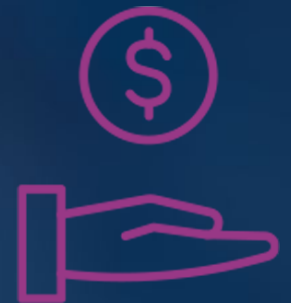
- Self-Funded (Self-Insured) Companies
- Health Sharing Organizations
- Individual Patient Populations
 - Patients paying out of pocket
 - Patients with high-deductible plans



Our Model

Guiding Principles

- Superior Quality
- Transparency In Pricing
- Cost Savings
- Fully-Bundled Service
- Accessibility to Care
- Privacy & Patient Autonomy





Assembling Our Team

Our Approach: Center of Excellence Mentality

- Clinical Staff
 - 10+yr experience minimum targets
 - Team Leads
 - Mission Driven Compassionate Care
- Surgeons & Proceduralists
 - Outcomes & Metrics
 - Patient Care
 - Personal Experience

Specialties Represented

- General Surgery
- ENT (Ear Nose Throat)
- Orthopedics
- Urology
- Gynecology
- Podiatry
- Cosmetic Surgery
- GI Procedures



Setting Prices



CMS Pricing Comparison

Procedure	Base CMS Cost	Wellbridge Cost	CPT	% Base CMS
BMT (Ear Tubes)	\$ 2,420	\$ 2,620	69436-50	108%
Lap Chole (Gallbladder Removal)	\$ 6,139	\$ 9,075	47562	148%
Tonsillectomy & Adenoidectomy	\$ 5,656	\$ 4,840	42820	86%
Inguinal Hernia (Open)	\$ 3,955	\$ 4,875	49505	123%
Carpal Tunnel Release	\$ 2,345	\$ 4,125	64721	176%
Hysteroscopy w/ Ablation	\$ 4,898	\$ 6,220	58563	127%
Colonoscopy w/Polypectomy	\$ 1,528	\$ 2,100	45385	137%
Cystoscopy w/ Stent Placement	\$ 3,419	\$ 5,610	52332	164%
Total Knee Arthroplasty	\$ 14,276	\$ 23,500	27447	165%
AVERAGE				137%

Comm Pricing Examples

Carpal Tunnel Release:

Traditional ASC

- \$11,102 Billed
- \$1,790 “Discount”
- ASC Facility Fee: \$9,312
 - \$5,967 Paid by insurer
 - \$3,345 Paid by patient
- Surgeon Prof Fee: \$610

Wellbridge Price:

\$ 4,125

Total Shoulder Replacement:

Traditional ASC: \$50,000

Wellbridge Price: \$21,000

Savings of \$29,000

Plan:

- \$6K deductible
- 20% coinsurance
- Max OOP \$11,000
- Waive Patient Responsibility

Quality Metrics

Sentinel Events (n=216)	Jan 2023	Feb 2023	Mar 2023
Wrong Site Surg	0	0	0
Wrong Site Block	0	0	0
Patient Burn	0	0	0
Patient Fall	0	0	0
Medication Error	0	0	0

Quality Metrics and Scoring (n=216)	Results
Post-Operative Surgical Site Infection	0/216 = 0.0%
Same Day Surgical Return	0/216 = 0.0%
Perioperative Normothermia	215/216 = 99.5%
Prophylactic Antibiotic Dosage	214/216 = 99.1%
Medical Same Day Cancellation	1/216 = 0.46%
Non-Medical Same Day Cancellation	1/216 = 0.46%

Simplified Process

Step 1: Call



Provide medical
and insurance
information
Surgeon
information
provided

Step 2: Consult



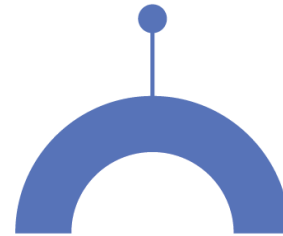
Surgeon office will
call to schedule
consultation at
surgeon's office
Determine if
surgery needed

Step 3: Schedule



Schedule Surgery

Step 4: Pre-Surgery



Confirm surgery
date and details
for surgery day
Discuss medical
history and answer
any questions

Step 5: Surgery



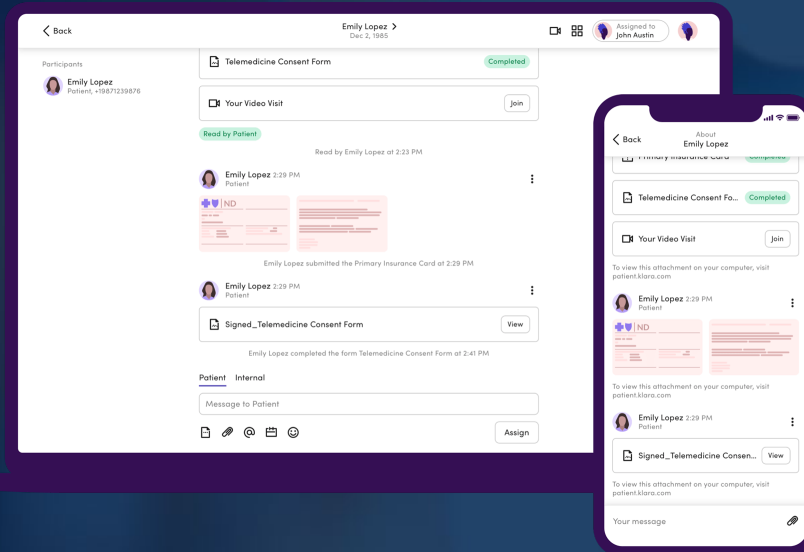
Day of Surgery

Step 6: Post-Surgery



Call from
WellBridge Surgical
24 hours post
surgery

Process Improvement

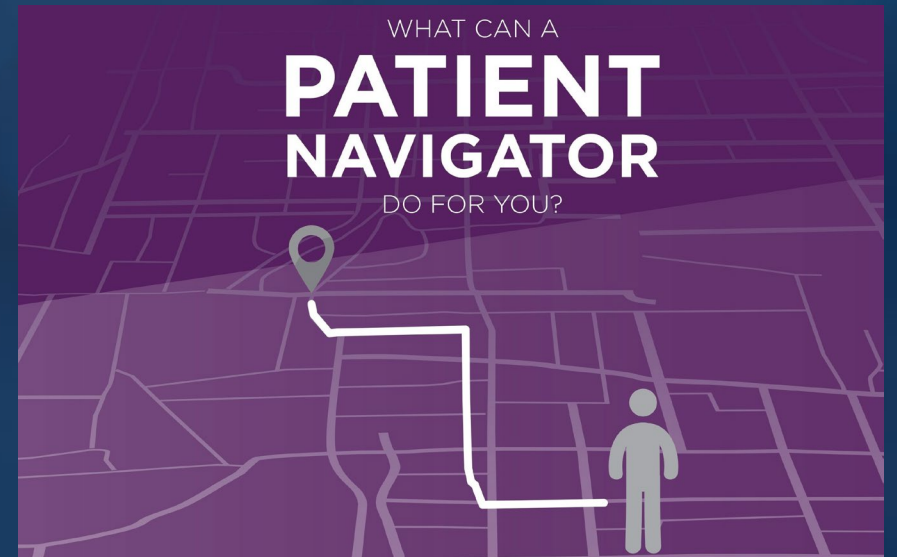


Advancements in Care Delivery

- HIPAA Compliant Technologies
- Environment of Care

Improvement in Patient Engagement

- Human Component of Care
- Protecting the Patients Trust



Testimonials

- The staff was caring, professional, and uplifting. I received the best experience I have ever had in a surgical situation.
- “Thank you so much! This surgery was no joke and I can’t imagine a more comforting and competent group of caregivers.”
- “I will say we were a little apprehensive, with there being no out of pocket cost. We weren’t sure what to expect from the facility and staff. However, we were really impressed and won’t hesitate to schedule future procedures there.”

