

# OUR BUSINESS IS ENSURING CLIENTS' SUCCESS



Acquire | Service | Retain

## OUR VALUE PROPOSITION

HealthPlan Services has more than 40 years of experience providing organizations like yours with administrative solutions that lead to profitable growth, operational efficiency and savings, and speed-to-market. We achieve these results with:

- Scalable, business-driven technology platforms
- Industry-leading billing aggregation and financial systems
- Alternate and traditional distribution networks
- Analytics-based retention

Sales and distribution, billing and benefits administration, and customer service solutions to the health insurance and managed care industries

## LINKS TO ACQUIRE, SERVICE, & RETAIN YOUR CUSTOMERS

HealthPlan Services introduces the *Links*<sup>SM</sup> suite of services to address your operational needs. Each service is designed to help you with a particular aspect of your operation – from acquisition, to service, to retention – while decreasing costs and maximizing revenue through growth. Connect to success with *Links*<sup>SM</sup>.

### SalesLink

- Expand sales resources by **20%**
- Reach **10 times more** agents
- Tap into a network of independent agents through Benefits Hub
- Leverage our multi-product and multi-carrier quote aggregation platform

### PayLink

- Potential for **18–20%** operational savings
- Multi-product billing aggregation
- Automatically and accurately allocate all payment dollars to each product
- Self-service web portals

### ClaimsLink

- **70%** auto adjudication rates
- Over **5 million** claims processed per year
- Perform pre-certification, medical management and other services with outside companies
- Access specialized fraud and medical review services
- Delivers detailed, automated realtime reports to carriers

### LoyaltyLink

- Improve retention rates by **2–3%** and cross-selling by **10%**
- Data tracking to develop and initiate customized risk retention strategies
- Tap into third-party data, including demographics and corpographics to identify and improve retention tactics
- Reduce administrative costs by **20% per 100,000 members** per month

### RebateLink

- Fully-integrated rebate solutions
- Audit support
- Realtime monitoring and integration of latest MLR policy requirements
- Multiple entry and exit points including rebate refund and disbursement feeds

## CONNECT TO SUCCESS WITH LINKS<sup>SM</sup>

Count on HealthPlan Services for end-to-end expertise and unrivaled personal service. We can seamlessly transition

your business to any of the *Links*<sup>SM</sup> programs or combination of programs – quickly and easily.

For more information on HealthPlan Services' *Links*<sup>SM</sup> Suite Of Services, contact a HealthPlan Services *Links*<sup>SM</sup> representative at 877.300.9488 or [Links@healthplan.com](mailto:Links@healthplan.com).