

Stop-loss insights

With unpredictable health care costs, many self-insured plan sponsors purchase stop-loss coverage. This protects against catastrophic or unpredictable losses associated with high-cost claimants.

Stop-loss is not medical insurance. It is a financial and risk management tool that protects from catastrophic claims exposure. It allows for greater control over health care costs and cash flow. And designing with deep insights saves significantly on premiums.

Smart stop-loss

Why are self-funded employers thinking about stop-loss? According to a recent study* claims of \$1M+ have increased 45%** since 2019. Be informed for good policy design.

**Sunlife study from May 2023*

***109 claims per million members in 2019 to 158 claims in 2022.*

Reporting is part of the process

The challenge

Due to the unique nature of stop-loss contracts, there is no simple reporting solution. Contracts vary across variables like:

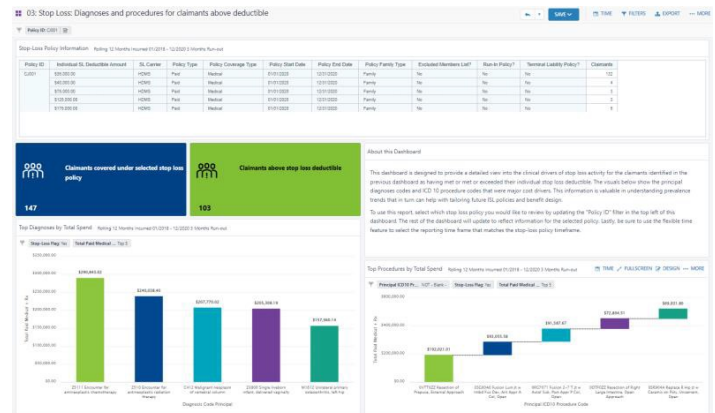
- Payment metrics (rolling, paid or incurred)
- Duration
- Coverage type
- Laser lists or excluded member lists

When a health plan sends this data directly, the plan sponsor is often late to learn about impacted members or don't see emerging trends until year-end settlements are complete.

Expectations

Stop-loss carriers must be informed when members meet policy trigger criteria. This includes things like conditions, surgeries and specialty Rx.

It also occurs when members approach a stop-loss deductible, defined in a policy. The policyholder (e.g., the plan sponsor) must organize how the stop-loss carrier will be provided this information.



Our approach

Meet reporting obligations

Reveal members (employees and dependents) that meet trigger criteria to fulfill information exchange requirements.

Dynamic and adaptive

Offer extreme flexibility to accommodate the unique and dynamic nature of stop-loss policies.

Anticipate costs accurately

Provide comprehensive monthly monitoring of how a population is approaching stop-loss deductibles.

Calculate and track

See how much is accruing in liability after a member meets a stop-loss deductible threshold, by month.
Design optimizations in following years.

Projections, predictions, potentials

We'll show you who, when, how much, by month.
See how much each member is likely to cost by the end of the term.



Analytics for:

1. Comprehensive monitoring

Deliver member-level information, as defined by your specific policy's reporting criteria. See new members meeting policy trigger criteria monthly. See your rising risk and the projected term costs.

2. Future policy design

Use insights to improve your policy details, minimize future premium increases, and accurately anticipate your needs as your policy renews.

Stop-loss insights

Get comprehensive monitoring and cost-saving policy design ideas

Comprehensive monitoring

Adaptive trigger reporting flags members that meet policy trigger criteria based on diagnosis, conditions, hospital-acquired conditions, readmissions and other criteria. Adapts to policy changes.

Projected risk shows month-by-month actuals and projections. Also view risk by stop-loss deductibles, by trigger conditions. Drill in and see who is projected to reach and exceed stop-loss deductibles, when, and how much they are projected to cost by the end of the policy term.

Potential risk shows members rising in risk. Drill to member-level details to understand this population better and take appropriate intervention actions.

05: Projected Claimants: Overview

Policy ID: C100

Stop Loss Policy Information: Rolling 12 Months Incurred 01/2018 - 12/2020 3 Months Run-out

| Policy ID | Individual Stop-Loss Deductible Amount | SL Carrier | Policy Type | Policy Coverage Type | Policy Start Date | Policy End Date | Policy Family Type | Run-In Policy? | Terminal Liability Policy? | Claimants |
|-----------|--|------------|-------------|----------------------|-------------------|-----------------|--------------------|----------------|----------------------------|-----------|
| C100 | \$35,000.00 | HDMS | Paid | Medical | 01/01/2021 | 12/31/2021 | Family | No | No | 113 |
| | \$40,000.00 | HDMS | Paid | Medical | 01/01/2021 | 12/31/2021 | Family | No | No | 2 |
| | \$125,000.00 | HDMS | Paid | Medical | 01/01/2021 | 12/31/2021 | Family | No | No | 3 |

118 Claimants covered under selected stop loss policy

99 Claimants projected to meet or exceed deductible

Projected Stop Loss Month: Rolling 12 Months Incurred 01/2018 - 12/2020 3 Months Run-out

Projected Individual Stop-Loss Year Month

About this Dashboard

This dashboard shows a summary view of claimants who are projected to meet or exceed their individual stop-loss deductible in a given policy. In the bottom right cell of this dashboard, you can see each claimant's leading diagnosis and which month they are projected to reach the deductible. This level of detail could be used for collaboration between the stop loss insurance carrier and the plan's case management teams and work on identifying repricing options and future policy design or changes in thresholds and premiums.

To use this dashboard, select the policy of interest by updating the Policy ID filter in the top left. The rest of the dashboard will update to reflect information for the policy selected. Use the flexible time feature to select the reporting time frame that matches the stop-loss policy timeframe.

Projected Claimants: Financial Details by Month: Rolling 12 Months Incurred 01/2018 - 12/2020 3 Months Run-out

| Member ID Encrypted | Individual Stop-Loss Deductible Amount | Paid Month Year | 202101 | | 202102 | | 202103 | | |
|---------------------|--|-----------------|---|---------------|-----------------|---------------|-----------------|---------------|-----------------|
| | | | Projected Individual Stop-Loss Year Month | Rolling Total | Over Deductible | Rolling Total | Over Deductible | Rolling Total | Over Deductible |
| 98b09000bww0e | \$35,000.00 | 202112 | | \$4,355.55 | \$0.00 | | | \$5,490.44 | \$0.00 |
| 98b09000bww0e | \$35,000.00 | 202112 | | \$4,355.55 | \$0.00 | | | | |
| 98b09000bww0e | \$35,000.00 | 202112 | | \$4,355.55 | \$0.00 | | | | |
| 98b09000bww0e | \$35,000.00 | 202106 | | \$1,085.88 | \$0.00 | | | \$5,724.97 | \$0.00 |
| 2m77a9m79y9Wid | \$35,000.00 | 202111 | | \$950.12 | \$0.00 | | | | |



Key features



SmartPolicy

Intelligently integrates policy terms and adapts to term changes over time.



Predictive models and AI-driven projections

Proactively predicts members that will meet stop-loss deductibles.

Reveals stop-loss threshold segments at the member level per month.



SmartDeductible processing

Sophisticated processing for laser lists* and excluded member lists.

**Including members with varying stop-loss deductible amounts*

Seamlessly integrates laser deductible amount into calculations and flags both projected and potential stop-loss members.

Future policy design

Understand your population

Set stop-loss deductibles with accuracy based on detailed understanding of care utilization and spend patterns. Build laser lists with precision. Use precision analytics for cost optimizations across medical plan and stop-loss policy designs.

Understand drivers

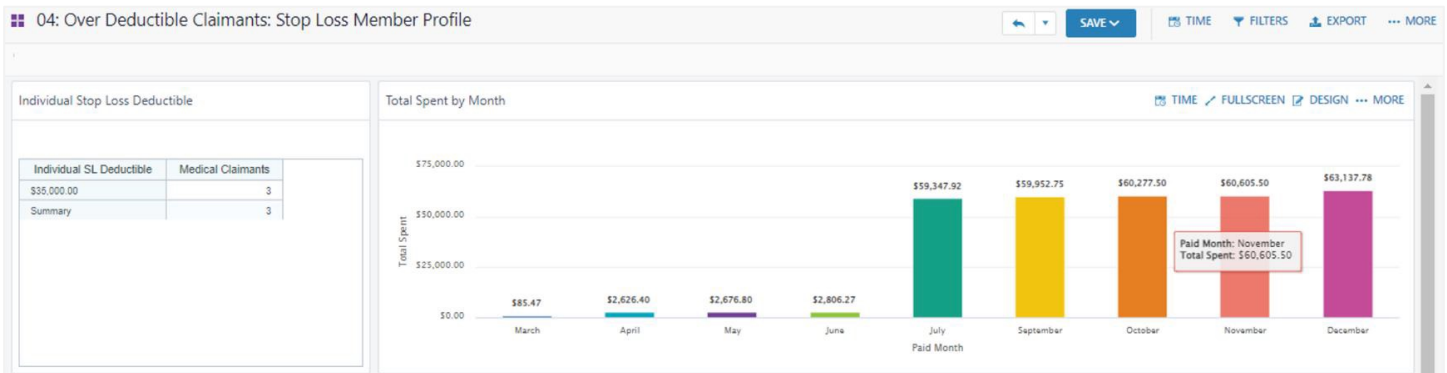
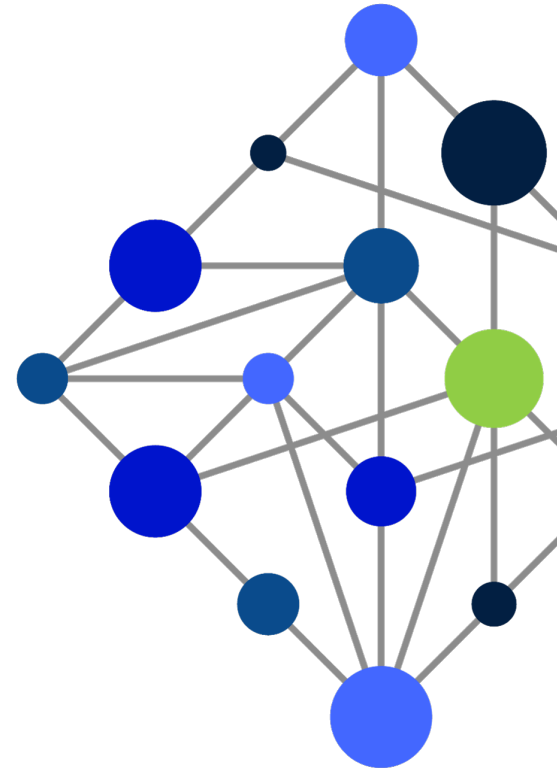
Analyze which conditions are driving stop-loss activity or catastrophic claims. With insights, designs across a health plan and the stop-loss policy can be approached strategically.

SmartRunning Totals

See month-by-month actuals and projections. See by stop-loss deductibles and by trigger conditions. Use these insights to project who will reach stop-loss deductibles, when, and how much they will cost by end of term, for confident next-term policy design decisions.

Simulate a new policy

See how your existing population and their claims would execute across a different policy design before you finalize a stop-loss contract. Use adaptive SmartPolicy functionality to look ahead using today's data.



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