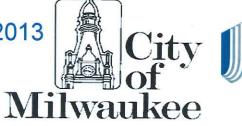
Moving Toward a Modernized Health Plan



January 01, 2013 - December 31, 2013





# **Premium Provider: Tier 1 in 2014**



#### **About UnitedHealth Premium Tier 1**

UnitedHealth Premium Tier 1 physicians have received the Premium designation for:

- Quality & Cost Efficiency OR
- Cost Efficiency & Not Enough Data to Assess Quality



Look for the UnitedHealth Premium Tier 1 symbol to quickly and easily find doctors who have been recognized for providing value.



## **UnitedHealth Premium specialties**

New specialties added in 2014 are in bold.

Allergy
Cardiology
Cardiology - Electrophysiology
Cardiology - Interventional
Endocrinology
Family Practice

Nephrology Neurology

Neurosurgery – Spine
Obstetrics and Gynecology

**Ophthalmology** 

Orthopaedics - General

Orthopaedics - Foot/Ankle

Orthopaedics – Hand

Orthopaedics - Hip/Knee

Orthopaedics - Shoulder/Elbow

Orthopaedics - Spine

Orthopaedics - Sports Medicine

**Pediatrics** 

Pulmonology

Rheumatology

Urology

# Care Setting: Premium<sup>®</sup> Designation Program



#### **Baseline Financial Data**

Physician Specialty  Specially Areas	% of Total Spend	Usage of Q&E Designated Physicians	% of Total Spend seen by Q&E Designated Physicia <sup>4</sup>	% of Total Spend seen by Non-Q&E Designated Physician	Incremental Savings Gap
Allergy	0.57%	45.13%	0.26%	0.31%	22.41%
Cardiology	4.15%	74.03%	3.07%	1.08%	23.16%
Endocrinology	0.63%	60.20%	0.38%	0.25%	9.31%
Infectious Disease	0.18%	23.29%	0.04%	0.14%	29.87%
Nephrology	0.51%	92.08%	0.47%	0.04%	29.93%
Neurology	1.43%	62.61%	0.90%	0.53%	0.31%
Neurosurgery, Orthopaedics and Spine	15.07%	61.69%	9.30%	5.77%	3.98%
Pulmonology	1.01%	62.67%	0.63%	0.38%	10.93%
Rheumatology	1.11%	60.72%	0.67%	0.44%	0.98%
Primary Care Specialty Areas				***************************************	**************************************
Family Medicine	8.43%	29.06%	2.45%	5.98%	15.32%
Internal Medicine	5.05%	47.42%	2.39%	2.66%	22.99%
Obstetrics and Gynecology	5.44%	50.72%	2.76%	2.68%	21.25%
Pediatrics	2.06%	59.16%	1.22%	0.84%	29.76%
Total Premium Specialties	45.64%	52.53%	24.54%	21.10%	13.81%

- Estimated savings for 2013 is \$3.5M
- Additional \$3.2M in savings potential
- Encouraging use of Neurosurgery/Orthopaedics and Spine as well as all Primary Care offers
   greatest savings opportunity



UnitedHealth
Premium® designated
surgeons have 59%
lower complication
rates and 15% lower
costs

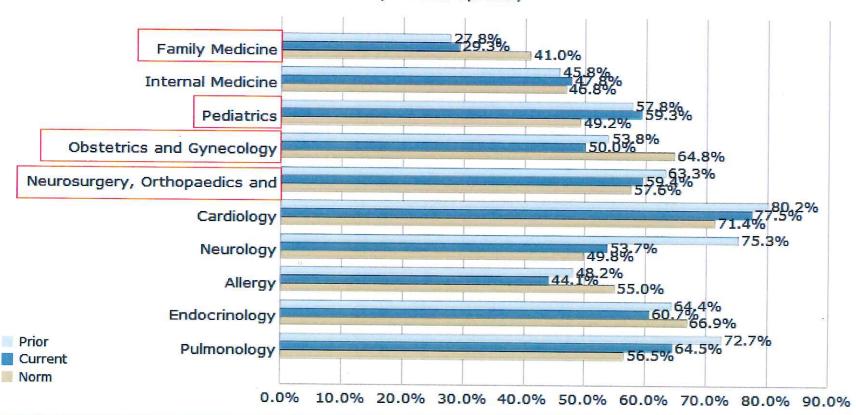


# **Premium Provider by Specialty**

Overall use of Premium Provider Utilization down 0.2 percentage points. Greatest opportunity for improvement is with Primary Care Physicians and Neurosurgery/Orthopaedics and Spine

### Premium Provider Utilization

by Provider Specialty



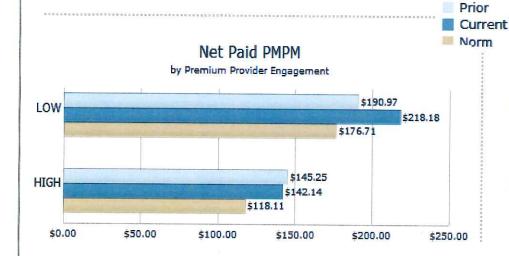
## **Premium Provider Overview**

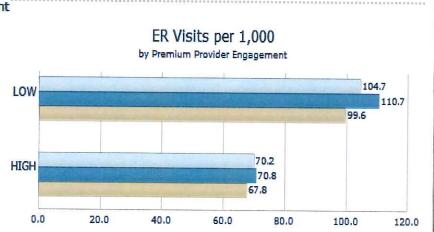




Members who are highly engaged with Premium Providers:

- Have a 35% lower Net Paid PMPM
- Have11% fewer Inpatient Admissions
- Have 26% fewer Outpatient Surgeries
- Visit the Emergency Room 36% less
- Claim Risk Score 16% lower





Note: High means members who have 75% or more eligible dollars for premium providers. Low means members who have less than 75% eligible dollars for premium.