



Client Success:

A \$300,000 Savings (in Year One Alone)

Company Name:

SKILLS, Inc.

Location:

Saint Albans, Maine

Client Since

2015

Enrolled Employees

116

Previous Insurance Model

MEWA

A multiple employer welfare arrangement

About:

A non-profit that helps adults with intellectual disabilities and other challenges achieve their goals while staying independent, safe, and healthy.

Challenge:

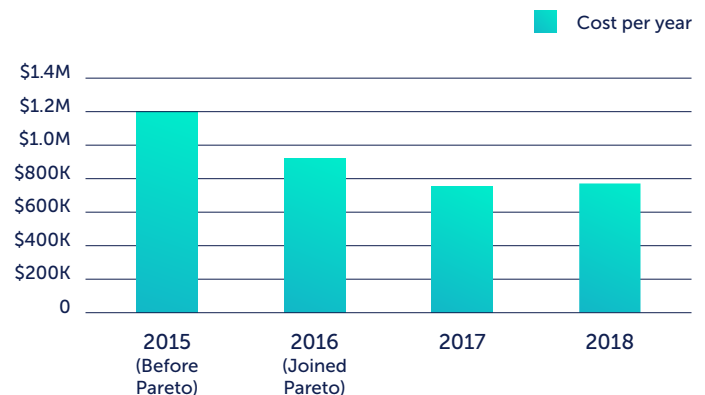
Non-profit organization SKILLS, Inc. was battling annual rate increases and significant volatility in the form of large, unpredictable assessments. Prior to making the switch to ParetoHealth's model, they were facing healthcare costs of up to \$1.2M—before additional costs from potential assessments.

The Solution:

| Cost Management Measures | |
|---|---|
|  | Biometric screens |
|  | Removal of spousal coverage |
|  | Preventive care compliance checklist |
|  | Diabetes management program |
|  | Disease management |
|  | Mandatory second opinions at selected hospitals |
|  | Channeled care to Centers of Excellence |

The Results (By the Numbers):

SKILLS, Inc. Healthcare Spend 2015-2018



- 2016 total spend = \$929,239 (A 22.5% decrease)
- 2017 total spend = \$776,834 (A 16.4% decrease)
- 2018 total spend = \$797,602

The Takeaways:

With Pareto's integrated cost management system at their fingertips, SKILLS, Inc. was able to:

- Save \$300,000 in healthcare spend after just one year
- Take a more strategic approach to primary care
- Champion proactive participation and prevention
- Introduce a variety of additional cost management measures
- Improve the overall health of their workforce
- Further revise their plan to better complement their company values

As two key stakeholders recently put it: the switch to ParetoHealth likely saved their business.

learnmore@paretohealth.com