

STOP LETTING HEALTHCARE SUPPLIERS OWN THE PERFORMANCE STORY.

The seller should not be the employer's primary source of evidence about whether the risk it is being paid to influence is moving.

\$3.0M

illustrative supplier portfolio

\$300K

10% of that portfolio

2 SIDES

whom you pay + what you pay

THE FIRE

Procurement can negotiate price and terms while the organizations receiving healthcare dollars still provide much of the evidence used to demonstrate performance. Claims variance and renewal pressure can remain.

THE RELIEF METRA PROVIDES

Metra adds employer-owned evidence the supplier does not control. Use it before renew, renegotiate, rebid, consolidate or reallocation decisions - then carry the same evidence into the assumptions affecting what the employer is asked to pay next.

THE OUTCOME

STRONGER SUPPLIER ACCOUNTABILITY. BETTER SOURCING DECISIONS. MORE LEVERAGE AT RENEWAL.

FULLY INSURED | LEVERAGE

The carrier has a view of your future. Bring forward evidence of your own.

DURING THE PLAN YEAR

During the year: build employer-owned evidence while intervention and affordability decisions are still being made.

AT RENEWAL

At renewal: ask how carrier assumptions reconcile with what your workforce evidence shows.

WHY THE ECONOMICS MATTER

A 10% decision on a \$3M supplier portfolio is \$300K. The same employer-owned evidence then informs governance over a healthcare expense that may be tens of millions larger.

ATTESTED METHODOLOGY Metra's Employer-Side Healthcare Forecasting methodology has received independent actuarial attestation.

EMPLOYER-SIDE HEALTHCARE FORECASTING STRATEGY CALL

Put the capability to work before the next healthcare decision arrives.

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