PROCUREMENT / STRATEGIC SOURCING

LEVEL-FUNDED | PERFORMANCE

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	$300K	2 SIDES
illustrative supplier portfolio	10% of that portfolio	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.

LEVEL-FUNDED | PERFORMANCE

Do not wait for year-end experience to be your first meaningful signal.

DURING THE PLAN YEAR

During the year: compare measured risk movement with plan experience and program investment.

AT RENEWAL

At renewal: bring the accumulated signal beside carrier experience and renewal assumptions.

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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*Illustrative figures. Metra does not guarantee savings, claims reduction, premium reduction, carrier pricing or stop-loss pricing.