



CASE STUDY

# Forging a Patient-Driven Partnership

How MDsave helped a major manufacturing company reduce healthcare costs by 66%





## The Opportunity

An industry leader in manufacturing with a national footprint was searching for a method to address rising costs associated with outpatient medical care. As a self-insured employer, the company offers employees access to an on-site board-licensed physician at the plant locations. As part of regular preventive care, employees are regularly referred out to various provider locations for colonoscopies, MRIs, cardiac screenings, and other services. The company physician acts as a care coordinator and manages healthcare costs for the company, which pays two-thirds of employee healthcare costs.

Most of the plants are located in rural areas. An employee's plan in South Carolina is limited to only two major hospitals nearby. Although competition was limited, there were pricing variations that had not been taken into consideration in the referral process. MDsave was selected as a strategy to help minimize pricing variation by locking down upfront affordable pricing.



## The Solution

MDsave designed a platform offering a compelling value proposition for employers. A key feature of the MDsave for Employers platform is the ability to pre-purchase services in an all-inclusive pricing bundle. By pre-negotiating advantageous rates, MDsave can help drive volume to providers while offering lower, consistent pricing to employers and employees.

**Employees benefit from lower out-of-pocket costs for medical services, as they are responsible for a portion of their healthcare expenses within the manufacturing company's cost-sharing model.**

## THE RESULTS

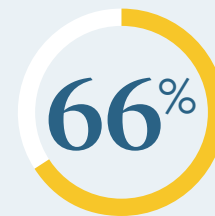
**In August of 2021, the employer purchased 42 procedures through the MDsave for Employers platform for \$35,000—resulting in a 66% savings from the prior year. When including the individual savings for employee out-of-pocket expenses, the total year-over-year savings is more than \$100,000.**



# 42

**PROCEDURES  
PURCHASED  
IN 2021**

RESULTING IN



**SAVINGS  
COMPARED  
TO THE  
PRIOR YEAR**

TOTALING MORE THAN



# \$500,000

**SAVED FROM 2018-2022**



### Colonoscopy

Dr. John Smith

\$2,074

#### Included services

- ✓ Anesthesiologist
- ✓ Facility
- ✓ Physician

[Add to Cart](#)



AVERAGE EMPLOYER SAVINGS ON HEALTHCARE COSTS WITH MDSAVE

The MDsave platform allows employers to pre-purchase vouchers for a variety of medical procedures and more accurately plan and budget for employee healthcare.



## The Benefits

MDsave creates a private, exclusive network for employers by identifying and contracting with high-quality, local providers looking to reach new patients—patients like the manufacturing company’s employees. Providers are willing to offer lower prices to employers through the MDsave for Employers platform because the billing process is more efficient.

Instant access to **bundled, upfront prices** on the MDsave platform makes the purchase process fast and easy for employers and care coordinators while mitigating surprise billing issues associated with the traditional healthcare reimbursement process.

**CT Scan with Contrast**  
National Average \$715

**\$495**

Save \$220



# Want to Learn More?

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Reduce your company's medical spend and inspire lasting gratitude from employees with the MDsave for Employers platform.

SEE HOW 

[mdsave.com/employers](https://mdsave.com/employers)

## CONTACT US

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Feels  
better  
already<sup>®</sup>