



MD  
save.



WHITEPAPER

# The Transparency Ecosystem

Creating a Cost-Effective  
Healthcare Ecosystem for Patients,  
Employers, and Providers

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CONTACT US

✉ [learnmore@mdsave.com](mailto:learnmore@mdsave.com)



# Transparently priced, bundled medical services can be an alluring addition to the traditional benefit mix.

**In an economy where inflation is pushing household costs beyond many Americans' comfort zones, the last thing many employees feel they can cope with is a surprise healthcare bill.<sup>1</sup>**

In today's job market, employers are growing increasingly competitive and creative in designing benefit packages.<sup>2</sup> While solid health insurance was once enough to ensure employee retention, The Great Reshuffle<sup>3</sup> has seen employee demand grow for nontraditional perks like expanded mental healthcare and wellness stipends.



**of American workers covered by private health insurance through their employer were enrolled in high-deductible health plans in 2020<sup>4</sup>**



Colonoscopy	\$2,436	<a href="#">Add to Cart</a>
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## WHY GO BEYOND TRADITIONAL INSURANCE COVERAGE?

For those already struggling with inflation and the rising costs of housing, groceries, and transportation, finding cash for out-of-pocket healthcare costs may feel increasingly difficult.<sup>5</sup> According to a new study, lower-salaried employees may be less likely than their higher-paid colleagues to seek routine and preventative healthcare.<sup>6</sup> High deductibles, unpredictable prices, and tight budgets may ultimately yield higher urgent care costs—but this doesn't always have to be the case.



### **One-quarter of adults in employer plans are considered underinsured.**

Because there were an estimated 122 million working-age people in employer plans, compared to just 15 million in the individual market, there were far more underinsured people with employer coverage than with individual market insurance.<sup>7</sup>



**Deductibles are increasingly pressing on wages.** In 2010, only 7 percent of people in private plans had deductibles that amounted to 5% or more of income. By 2016, that share was 15%. Because of the dominance of employer coverage in U.S. health insurance, this overall rate has closely tracked that of people enrolled in employer plans.<sup>7</sup>



### **Deferment of care means sicker, more costly adults down the line.**

More than two in five (41.5%) nonelderly uninsured adults reported not seeing a doctor or health care professional in the past 12 months. Three in ten (30.2%) nonelderly adults without coverage said that they went without needed care in the past year because of cost compared to 5.3% of adults with private coverage and 9.5% of adults with public coverage.<sup>8</sup>



**Cost of insurance is causing many to forgo coverage totally.** In 2019, 73.7% of uninsured nonelderly adults said they were uninsured because coverage is not affordable, making it the most common reason cited for being uninsured.<sup>8</sup>

CURRENTLY, THE AVERAGE FAMILY DEDUCTIBLE FOR HIGH-DEDUCTIBLE HEALTH PLANS IS OVER

**\$2,000<sup>9</sup>**





## CONFIDENCE AND VALUE FOR EMPLOYEES

In an uncertain economy, employees are price sensitive in terms of medical services. The ability to shop local trusted providers for the best rate and know what to expect from a financial perspective is a significant benefit.

With MDsave, employees can **easily search by a specific procedure or billing code to find pricing options and providers nearby**. Once they have decided on the best fit, a voucher can be obtained directly from a customized platform built for the employer.

This process ensures that they are fully confident in the cost of the procedure before ever walking into the doctor's office allowing patients to plan for healthcare expenses proactively while remaining within the constraints of the family budgets.

**For employees, MDsave offers many payment and financing options, which are especially important in an environment of high-deductible health plans.**



## SAVINGS FOR EMPLOYERS

MDsave for Employers connects employers with healthcare providers and serves as a conduit for direct contracting and lower costs. As a result, employers gain access to the same high-quality services they are already used to, a local and national provider footprint, and **save an average of 40% on employee healthcare procedure costs**.

MDsave removes the need for go-between service providers, keeping care timely and affordable for all involved. With MDsave, Employers get fixed rates and easy billing which saves both time and money.

MDsave's API allows for marketplace integration into existing employee benefit platforms. Care coordinators can easily purchase care on behalf of employees via monthly invoice or corporate card, helping to simplify the billing process.

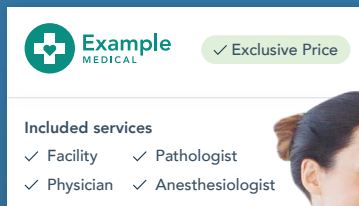
**For employers that need clear cash rates for services, MDsave provides exclusive prices for occupational health and workers' compensation.**



# BENEFITS FOR ALL

For providers looking to increase patient volume, employers wanting to offer competitive benefits, and patients looking for upfront transparent pricing, MDsave provides an exciting opportunity for all stakeholders.

By creating a direct contracting model and transactable platform, MDsave gives providers access to a new, direct market of prospective patients and establishes a robust, curated network or narrow network of medical services for employers and employees preserving choice and options for care.<sup>10</sup>



Example  
MEDICAL

✓ Exclusive Price

Included services

- ✓ Facility
- ✓ Pathologist
- ✓ Physician
- ✓ Anesthesiologist



## BENEFITS FOR PROVIDERS

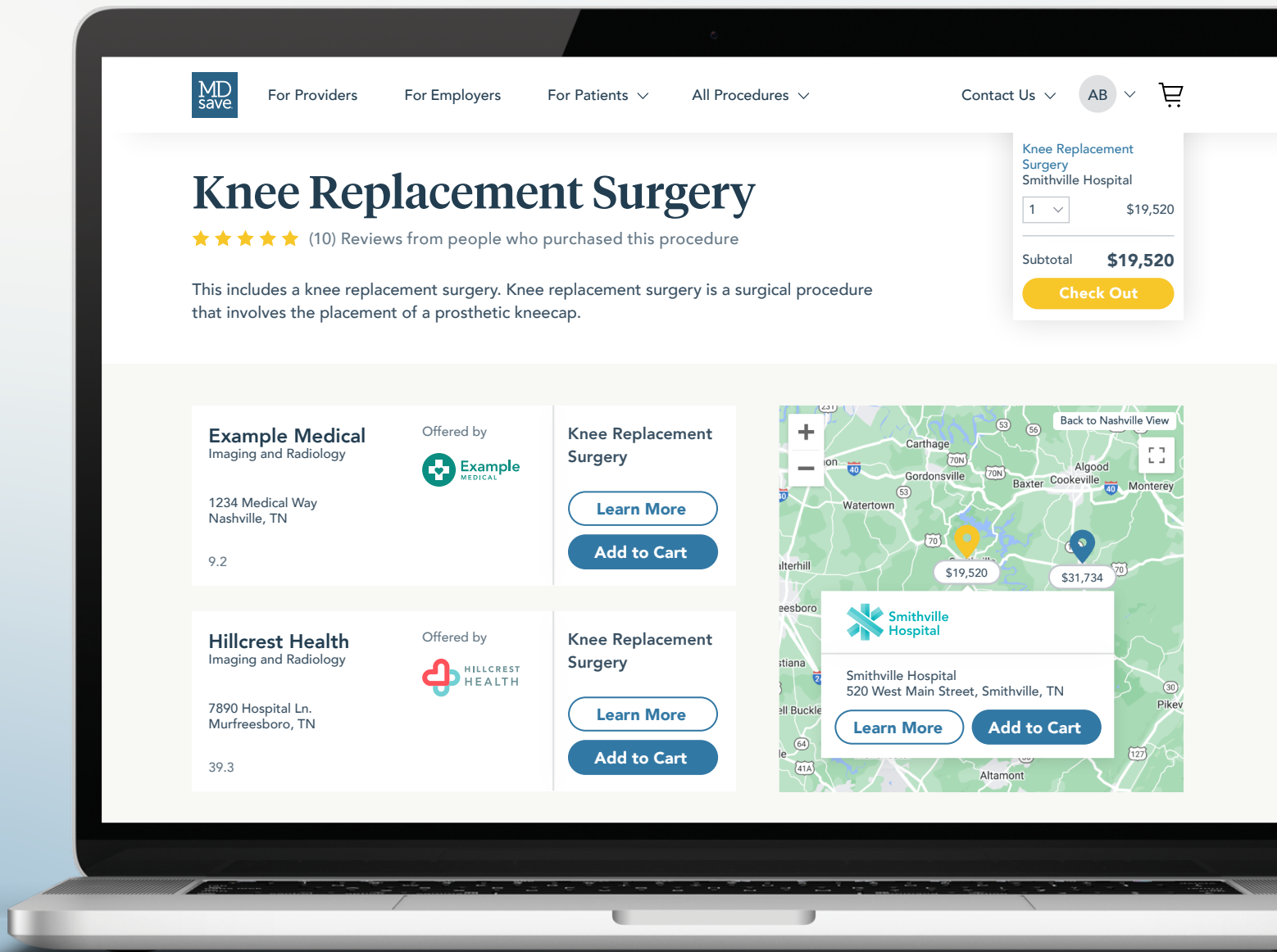
MDsave provider partners control the ability to set their own pricing for their services that offer upfront payments without the risk of insurance denials, reduce patient collections and bad debt write-offs, and eliminate the hassle of manually distributing payments to ancillary providers who are part of the procedure bundle.

MDsave helps providers to **build volume via employer partnerships without the additional budget, resources, and additional staff** required to create and maintain those employer relationships. And perhaps most importantly, MDsave provider partners are able to create an improved patient financial experience where there are no billing surprises or quality compromises on patient care. MDsave also helps equip providers and care delivery organizations with the tools and technology to remain compliant with regulations associated with price transparency.

**For providers, MDsave helps increase volume, improve patient and direct contract partner satisfaction, and collect revenue faster and more efficiently.**

# HOW MDSAVE WORKS

- 1 Compare Upfront Pricing**  
Patients and employers can **browse by procedure and location to view upfront pricing** on the public MDsave marketplace, using a custom portal, or can direct employees to a facility with a co-branded benefit card.
- 2 Purchase Procedures**  
Patients can choose from a **variety of payment methods and be flexible financing options**, while employer partners can make easy payments with a monthly invoice or by corporate credit card.
- 3 Patients Receive Care**  
Patients follow the scheduling instructions given by the provider and **bring their voucher to their appointment as proof of payment**.



MDsave is the nation's leading online medical service marketplace connecting providers, employers, and consumers to affordable and accessible care.

#### HOW IT WORKS

Through innovative technology, MDsave simplifies the healthcare billing process for patients and providers through **bundled pricing, upfront patient payment**, and automated ancillary provider payment disbursement after the procedure or service.

#### CARE ACROSS SPECIALTIES

MDsave offers **2,000+ procedures across 30 specialty areas** of medicine: everything from routine lab work to specialized, complex surgical procedures.

#### A WIN-WIN FOR EVERYONE

MDsave is uniquely positioned in the healthcare market to be **a key partner to providers, employers, and patients to solve challenges** and create a better healthcare experience. In an unpredictable economy, all stakeholders can communicate more directly and transparently through a digital marketplace and work together toward common goals.

The MDsave marketplace connects employers, patients, and providers for a simple experience with transparent, more affordable pricing.



Vaginal Delivery  
National Average  
\$15,137

**\$7,075**

Save \$8,062



# Want to Learn More?

## CONTACT US

✉ [learnmore@mdsave.com](mailto:learnmore@mdsave.com)

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