



*“The LifeTrac personnel are so helpful and efficient. Their prompt and thorough responses to priority issues facilitate a great working relationship. Our business prides itself in being patient-focused with customer service our priority, and our relationship with LifeTrac supports this with enthusiasm and strength.”*

— Ginny Hart,  
Medical Management Administrator  
Government Employees Health Association

## LifeTrac Network

A leader in one of the most expensive and challenging areas of medical care, solid organ and bone marrow transplantation, LifeTrac Network delivers fixed case rate contracts with a select group of premier transplant programs nationwide. LifeTrac serves HMOs, TPAs, employer benefit plans and major insurance, reinsurance and stop-loss companies.

## SERVICES PROVIDED THROUGH COMPASS SOLUTIONS

Clinical, contracting, claims, case managers and client services work together as a unified team to achieve optimal patient outcomes through appropriate facility selection.

- A national network of 55 transplant facilities
- Claims repricing efficiently and accurately focuses on cost predictability and aggregate cost effectiveness through Web-based standards, fixed rate per diems and percent-off billed charges
- Detailed Web-based tools and information on network facilities and contract rates
- Access to on-staff expert transplant clinical consultants
- Web-based transplant referral process
- Tailored benefit plans to meet client needs

## WORKING WITH US

Contact a Compass Solutions’ MGU for more information on working with LifeTrac. For a list of participating MGUs, visit [www.independenceholding.com](http://www.independenceholding.com) and click on the link for Compass Solutions. For general questions on Compass Solutions, call (212) 355-4141, ext. 3015.

## COST SAVINGS

| Type of Transplant     | Averages Billed Charges at LifeTrac Facilities <sup>2</sup> | LifeTrac Cost <sup>2</sup> | Estimated Average LifeTrac Savings <sup>3</sup> |
|------------------------|---|----------------------------|---|
| Autologous Bone Marrow | \$114,815   | \$78,613                   | 32%   |
| Heart                  | \$310,920   | \$162,626                  | 48%   |
| Kidney                 | \$106,450   | \$61,937                   | 42%   |
| Lung                   | \$315,752   | \$176,961                  | 44%   |

1. Savings on specific cases may vary  
 2. 2006 LifeTrac claims data (transplant period)  
 3. The % of savings reflects the savings between LifeTrac average billed charges and the LifeTrac cost

Please call (212) 355.4141, ext 3015 for more information on working with LifeTrac® through the Compass Solutions program.

