



Beyond Cost Containment Managing Healthcare Costs in the US & Latin America

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Healthcare risk management...

...prevents costs by starting at the start

- Optimized policy wording
- Involves everyone, even before the patient seeks treatment
- Uses “direction” to ensure the right treatment at the right time, place & cost
- Offers a carrot / stick approach for compliance
- Recognizes that different products need different solutions



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...mitigates costs by managing the treatment phase

- Pre-negotiates and / or offers quick payment options to drive better financial results
- Pro-actively manages the case & always knowing your options
- Uses industry-recognized care guidelines
- Plans for discharge at the time of admission



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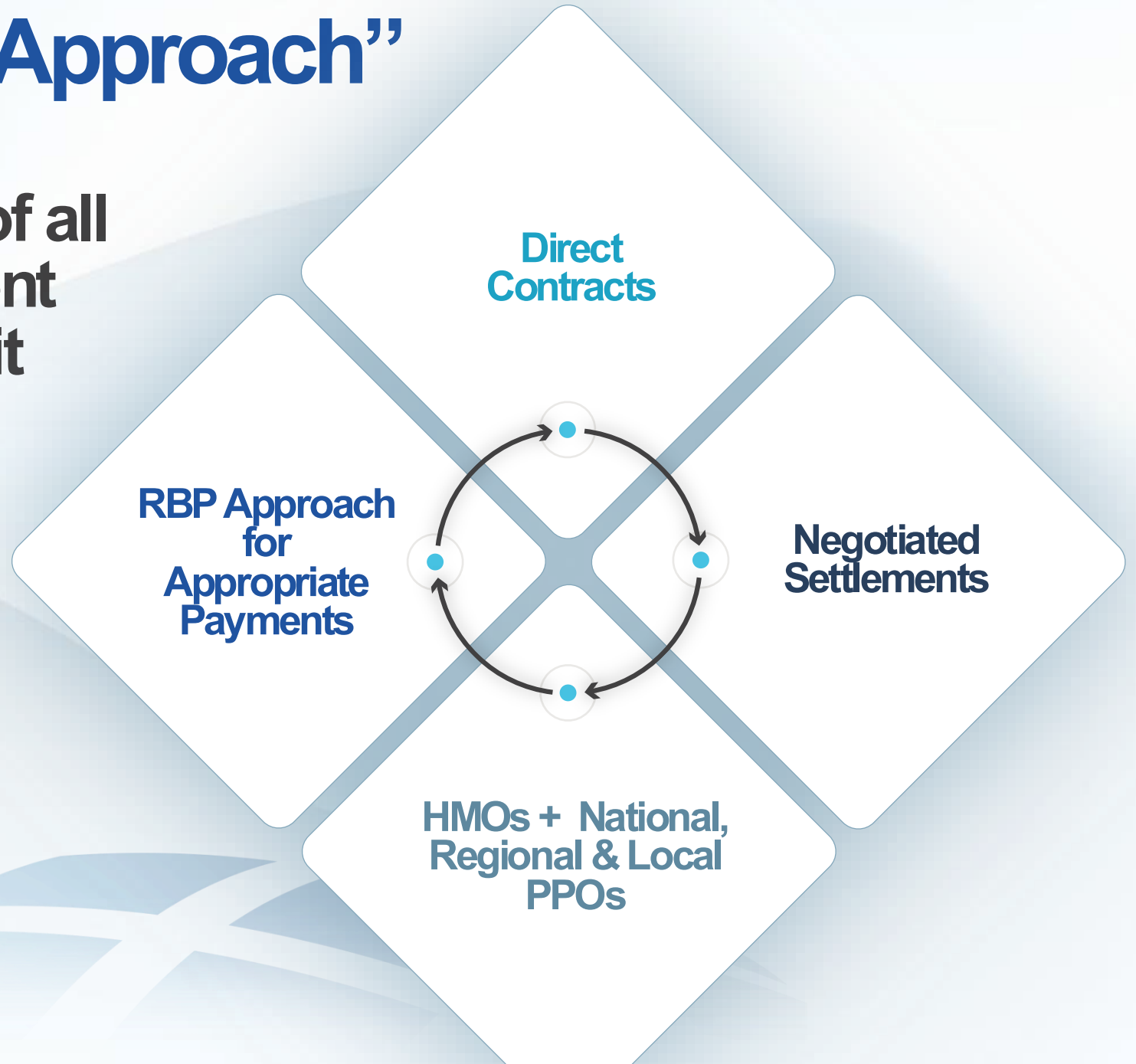
...contains costs by a wide range of repricing tools

- Direct contracts
- Negotiated settlements
- Complex Claim solutions
- “Target” facilities for special handling
- Understands that while the percentage of savings is interesting, what you paid above cost is even more relevant



Our “Blended Approach”

Adapting the best of all the cost containment methodologies to fit the exact intent of your policies



Impact of Popular Destinations on Costs



LATAM's top medical destinations
- Mexico, Costa Rica, Colombia, & Brazil -
are driving medical inflation

**** Global Medical Trends Survey – Willis Towers Watson****

Key Cost Drivers in High-Demand Locations:




- **Tourism increases hospital demand**
- **Foreign patients pay more**
- **Shortage of specialized doctors**






Cost Containment in LATAM

Unlike structured markets, LATAM lacks standard pricing models, making risk management a strategic necessity

Key Market Challenges:

-  **No standardized pricing**
The same procedure can have a 40-50% price difference between cities
-  **Fee-for-service model dominates**
Incentives for unnecessary procedures, increasing claim costs
-  **Regulatory inconsistencies**
Private market reliance = higher pricing volatility

Navigating these challenges:

-  **Avoid Costs**
-  **Benchmarking**
-  **Trusted provider networks**











Auditing in LATAM

Auditing is not just about cost control — it's about fairness, accuracy, and avoiding unnecessary payments

Why Auditing is Critical in LATAM:

-  **Overbilling is common**
-  **Lack of cost transparency**
-  **Hidden administrative fees**

How we can optimize audits:

-  **Patient Transfers**
-  **On-Site Audits**
-  **Data Driven Reviews**