



GROW TPA REVENUE BY ADOPTING NAVIGATORMD!

After one year of using NavigatorMD a TPA customer reports dramatic broker acceptance resulting in new self-insured plan revenue growth! And plan clients are thrilled with NMD. Results prove that NavigatorMD is the most important revenue generator a TPA can adopt.

- 100% retention
- 50% increase in sales inquiries from brokers
- 5% employee life growth
- 30% annual growth forecast

The role of most brokers in the healthcare world is limited by “look alike” reports from the various insurance companies and third party administrators. Reports that the broker can take to the self-insured plan client generally do not distinguish between the markets. Either way the broker gets static reports, with little to no access to any other claims data. The broker is put in a position of accepting the same healthcare data and information from all sources. There is little differentiation. The brokers primary historical role to deliver the lowest fixed cost to the plan client is reinforced. The brokers ability to be a player in the important role of advanced plan design and risk management decision making is limited by the plan information technology data for which he has access. NavigatorMD changes all this for the broker, and as a result it becomes a powerful revenue resource for the TPA.

For most third party administrators the broker is the life-blood for existing client retention and new client acquisition. When a TPA is able to offer a value added technology to the broker it increases broker loyalty and allegiance. NavigatorMD is a dynamic software modeling tool that will set apart the TPA in the broker’s eyes from all other types of reporting.

The TPA that offers NMD to the broker market distinguishes itself from the insurance carriers. Using NavigatorMD the broker becomes more knowledgeable and effective in the role of assisting the plan client with risk management and plan design decisions.

NavigatorMD gives both the broker and the TPA a technology to turn relevant data into fact based decision making for the plan client. Serving their mutual plan client with this

valuable technology makes the TPA far more competitive in both the plan client's eyes and in the broker's eyes.

NavigatorMD does all the following and more. It is portable in that once loaded on a PC it does not require the internet to operate. The TPA simply makes it available to the broker (and plan client) by a user name and pass word.

Moreover, NMD's power is accompanied by an easy to use, intuitive interface. It can hold multiple years of historical plan data. The user chooses and enters incurred and paid date ranges and processes claims records with a nearly unlimited choice of "what if" scenarios. As one customer put it, "Our plan clients think NavigatorMD is the cats meow." Its advanced reporting, graphs and charts complement its powerful HRA, HSA and traditional plan design calculators. Other calculators such its claim size and office visit calculators complement risk management decisions involving wellness and health risk assessments. Its numerous drill down reports are fast and offer numerous aggregated reports involving procedure codes, diagnostic codes, benefit codes, network discount information and more.

NavigatorMD is designed to increase TPA business. Since its introduction eighteen months ago, TPA customers are realizing unprecedented success with NavigatorMD.

Get started. Roll it out to plan clients and broker consultants. Train brokers. NavigatorMD will help. Use it in plan client meetings. Use it to address questions from plan clients during plan year saving valuable claim management resources from having to go on custom data quests. Organize broker round table seminars. NavigatorMD will assist TPA in broker training.

There is a revolution brewing in our country. The revolution is in health care – how we obtain it, how we manage it, how we design plans to pay for it. NMD is part of this revolution. NavigatorMD may be the best technology investment a TPA can make!