



## The UMR Advantage

UMR is a trusted partner to hospitals and health care systems nationwide, serving more than 750,000 hospital plan members. We deliver customized benefits strategies to fit the varying needs and scope of clients ranging from single, stand-alone hospitals to multiple-facility systems with complex organizational structures.

# Hospitals and health care systems

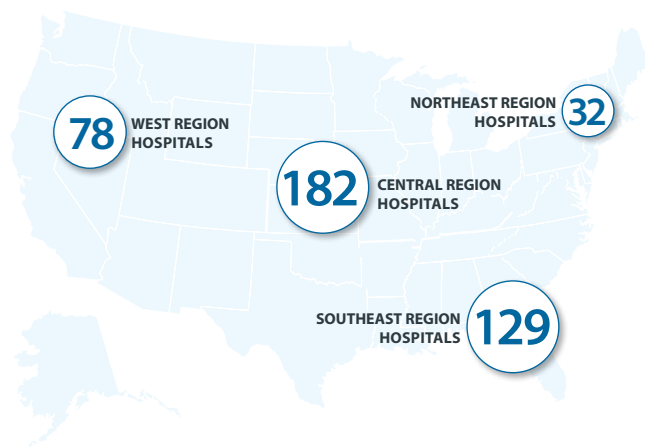
## Make your medical benefits plan work for you

UMR has broad experience working with self-funded health care organizations and their medical plans. We offer a broad range of solutions to help you manage trend, increase domestic steerage and meet your strategic goals.

UMR can work with you to identify ways to better manage your costs and improve cash flow, keep employee care in-house, and enhance the overall health and well-being of your member population.

## We offer hospital-specific solutions based on:

- Flexible and customized plan designs that promote domestic utilization, driving clinical care and revenue to your providers and facilities
- Market experts dedicated to serving the needs of hospitals and health care systems, along with specialized customer service teams trained on the intricacies of hospital benefits administration and organizational culture
- Integrated products and services that can incorporate in-house clinical resources and programs to deliver cost savings and results



**SERVING**  
more than  
**174**  
**HOSPITAL**  
**CUSTOMERS**  
**421**  
**HOSPITALS**  
AND  
**965,306**  
**MEMBERS**

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## Customized Health Care Reporting

UMR's hospital vertical has dedicated resources focused entirely on the health care segment. As a result, one of the important tools health care customers request is strategic and operational reporting that identifies trends and evaluates plan activity while having the ability to drill down to the claim and provider level for specific inquiries. Reports can reflect domestic and affiliate claim activity separately as well as location, plan type and/or account structure.

### How it works

Most UMR hospital customers ask us to administer multi-tiered plan designs that encourage employees and their dependents to receive services from domestic providers. We also offer clients the ability to customize their domestic network and fee schedules to manage costs and further increase the amount of care and revenue that stays within the organization.

These strategies have been successful in helping customers raise their domestic utilization rates. In addition, UMR can suppress checks for payments to domestic providers, resulting in improved cash flow for hospital clients.

UMR's hospital market experts and strategic account executives can help customers identify trends and strategies to reduce costs using comprehensive data analysis. We provide extensive reporting that allows plan sponsors to review domestic, affiliate, foreign claims and utilization data and compare it against UMR's hospital book-of-business and industry benchmarks.

You can choose from a variety of pharmacy benefits plan designs to control costs and encourage employees to use your retail pharmacy or provide access to your in-house pharmacy as a retail outlet for plan members. These strategies can help you take advantage of discounts available on prescription drugs and allow you to offer a national wrap network that best meets the pharmacy needs of your plan members.

We also provide additional cost controls through consumer-driven health plans, integrated stop loss arrangements and out-of-network cost management.

### About UMR

UMR is a trusted partner to hospitals and health care systems nationwide. We work closely with them to build and implement strategies that help to manage medical trend, improve cash flow, maximize internal resources and improve the overall health and well-being of their members.

**For more information about the solutions available to hospital customers, contact your UMR representative.**



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