

Care Navigation with Engagement-Based Incentives & Guaranteed Savings

Guide employees to high-quality care for better outcomes and lower costs.



The biggest driver of health care costs and outcomes is which doctor a patient sees.¹

⚠ Each year, low-quality care adds **over \$3,000** to annual per-employee benefit costs¹

⚠ **32% of employees** receive an unnecessary procedure each time they seek care¹

⚠ Top-performing doctors **eliminate 70%** of low-quality and wasteful care¹

Through a partnership with Garner Health, Benefitfocus offers a **best-in-class care navigation solution** that helps drive employees to the top-performing doctors in their network. Using industry-leading data science and innovative incentive accounts, this simple plan addition enables you to provide richer benefits to employees, improve health outcomes and lower total claim costs.

Easy to Set Up & Use

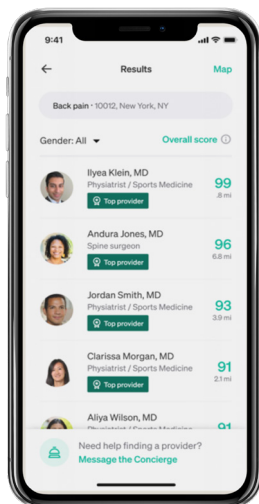
- ✓ **No disruption** to existing networks/carriers
- ✓ **98%** of employees report positive experience

Delivers Powerful Results

- ✓ **27%** average savings per episode of care
- ✓ **5-20%** lower overall plan costs²

...with performance guarantees!²

How It works:



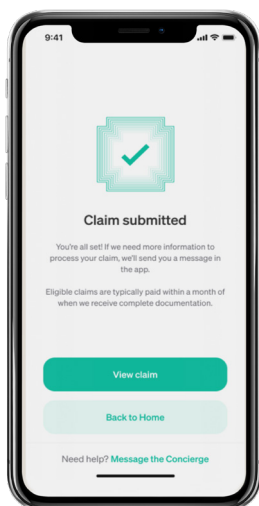
Garner identifies the top-performing doctors that produce improved health outcomes and lower total claims.

By analyzing more than 310 million patient records and using over 500 clinically validated metrics, Garner has compiled the largest, most accurate dataset on doctor performance in the country.³



Doctor search tool and concierge team make it easy for employees to find top-performing, in-network doctors.

Employees can access Garner's simple doctor search tool from Benefitplace, or they can take advantage of a Garner Concierge via phone, mobile and web for personal help finding a doctor and navigating the health care system.



Garner covers employees' out-of-pocket medical bills when they engage and see a top-performing doctor.

When employees receive care from a top-performing doctor, Garner's innovative incentive accounts cover employee out-of-pocket medical bills, generating better engagement and guaranteed savings.²

“Megan did a great job and saved me a lot of time and effort looking for new doctors in a new city!”

– User review of concierge experience



Reach out to your Benefitfocus representative to learn more about our integrated care navigation solution and see it in action!

About Garner

Garner Health Technology, Inc. is transforming the healthcare economy through innovations that enable patients to receive high-quality and affordable care. Garner offers a benefit program that uses a new approach to data science and incentive accounts to help employees find and see the best doctors in their communities, and Garner DataPro, a provider recommendation platform that serves referrals based on the most detailed and accurate provider performance and directory data in the industry. Garner's offerings make use of their data set of over 75% of the medical claims data in the United States to objectively examine patient outcomes based on more than 500 specialty-specific quality and efficiency measures. By analyzing millions of healthcare journeys across 82 distinct medical specialties, Garner sets a new industry standard in delivering reliable, actionable referrals and navigating patients to the highest-quality providers.

1. Statistics come from a combination of data from the Kaiser Family Foundation, CMS and Garner Health analysis of medical claims nationally during 2015-2021 plan years
2. Savings projection is an average based on typical results dependent upon aggressiveness of incentive program. Performance guarantees vary accordingly. Please contact your Benefitfocus representative to learn more.
3. Compared to traditional doctor rankings centered around episode-grouper analysis and analyzing physicians at the group level.

Note: Access to self-service doctor search tool is included as a standard capability for all new Benefitfocus clients. Concierge service and incentive program with guaranteed savings require additional scoping and fees.