

Employer Health Plans

Southeastern Consultants, Inc. (SEC) is a national pharmaceutical and health care consulting and data analysis firm providing services to health plans, benefit managers, employer and provider groups, government agencies, associations, medical and pharmaceutical industry, disease management organizations, and academic institutions. SEC provides services to clients for identifying opportunities to improve the coordination of care and intervention strategies to achieve cost savings

(SEC) has performed and presented a recent analysis of nine million Medicaid only and Medicaid/Medicare dually enrolled patients in five large states; we found a cohort of patients exhibiting patterns of extreme uncoordinated care. In the study, these uncoordinated care patients represented less than 10% of patients, but they accounted for an average of 46% of drug costs, 32% of medical costs, and 36% of total costs for the population.



Using your plans claims data, SEC can provide a system to identify these patterns that create needless cost and poor care and provide actionable information for providers taking care of your beneficiaries. SEC can further provide drug management and other programs to improve care and reduce cost through the activities of your group health plan. SEC along with its consulting partners can provide insights for value-based insurance design and changes to improve plans consistent with new health care reform provisions. With the tremendous rising costs of health care and employer-sponsored plans, you cannot afford to allow these problems to continue. SEC can help.

- Reduce costs
- Improve care
- Medication management
- Disease management
- Identify problems
- Solve problems
- Measure success

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