



**THE
TAYLOR FELDMAN
GROUP LLC**

Erik Taylor
(916) 601-8542
erik@taylorfeldman.com

David Feldman
(530) 400-5470
david@taylorfeldman.com

Analytic Consulting Services For Third Party Administrators

The Taylor Feldman Group provides third party administrators with a full range of medical benefits analytic consulting. With our services, TPAs can confidently demonstrate the value of their products to their clients and prospects. Our in-depth quantitative and managed care expertise allows you to:

- Produce analytic work more efficiently and consistently for clients and brokers
- Effectively compete against larger insurance carriers
- Focus on business development activities and attract and retain more business

We are managed care experts and bring more than 20 years of experience providing data-driven analytics, consultation, reporting and strategic planning to group health and workers compensation clients. We know how the health care industry really operates and what works and what doesn't among the many products and vendors in the health benefits arena.

We work side by side with you to add value to your business and clients at all points in the client relationship. We help you sell and retain more business by demonstrating the quantitative and qualitative superiority of your product offerings. We deliver in-depth data driven analytics to highlight the value of your service before and after the sale. We are experienced, polished presenters and can contribute to your prospect and client meetings. Our services allow you to focus more time on building and maintaining client relationships, accurately and efficiently paying claims, identifying client specific needs, and developing customized product packages that meet those needs.

Our Analytic Service Offerings

Client Reporting - Key Findings and Recommendations

We work with your team to identify and prioritize client reporting needs. Based on these priorities, we write annual reports for your top priority customers. We analyze the client's experience from your standard reports and then produce findings, graphics, conclusions and recommendations based on our expert knowledge of the industry. Depending on data availability, the reports cover multiple years, address key components of trend and identify actionable steps for your clients.



Standard Report Package Development and Enhancements

We review your standard report package and provide you with detailed recommendations for improving content and usability. Our recommendations may include a core set of sample reports, including table shells and definitions of key statistics, in order to jump start development of the reporting package as needed. This package will provide concrete ideas on the order of presentation, reasons for including specific measures, possible comparative statistics, and the time dimension (e.g. paid vs incurred) appropriate for each table.

Our reporting recommendations can be implemented in several ways. First, we can work with your staff to implement the new standard reports in your systems. Second, we can develop independent templates that your account management team can use with your existing reporting systems to create client reports. Finally, we can produce quarterly and annual reports for you based on claims data you provide. Any of these options can be effective and we have the flexibility to proceed with the path that best meets your goals.

Custom Client Analyses

For your largest clients, or for clients who have special needs, more detailed and custom reporting may be warranted. For example, when there are multiple high dollar claims, results from the standard reports can be misleading. In an in-depth report, trends can be examined after removing these cases from the population. Another example would be performing location specific analyses, examining trends or statistics for a specific employee location and comparing results with the population as a whole. To perform these custom analyses, we would meet with the account team, create requirements for needed data runs (produced by your team or by TFG), analyze the results and write the final client report.

Ad Hoc Projects

We can undertake specialized analytic projects to support your overall objectives and strategies. Examples of these projects might be evaluating current and prospective vendors, developing decision models for operational purposes, creating balanced scorecard reports, or working to develop state of the art managed care products.

Actuarial Services

We provide actuarial support for setting contribution levels, making reserve recommendations, and suggesting stop loss strategies. By performing the calculations ourselves, and only contracting for actuarial review, we can provide this service for a reasonable additional fee.

Contact us today to learn more!