

For Michigan RDS Plan Sponsors

An opportunity to gain more subsidy from
your RDS program

Making the Complex Simple.

Marketplace Fact

Effective January 1, 2016, BCBSM announced that plan sponsors will now be assessed fees for the creation of cost summary reports for the RDS program.

Implications

This change is driving plan sponsors to find other RDS vendors to aggregate RDS claim data.

Opportunity

Previously, BCBSM offered two options to plan sponsors for cost summary reports:

1. With standard RDS program administration service, standard cost summary reports were provided free of charge.

Issue: The reporting had little claim optimization occurring.

2. Plan sponsors seeking additional aggregation services were directed to a BCBSM preferred vendor.

Issue: The services provided by the vendor were costly.

About RDS

When you engage with RDS Services, LLC you engage with a team of quality, experienced, and customer service oriented people focused on gaining you the most subsidy possible. Whether you're interested in RDS administrative services or are looking to recoup subsidy through a reopening, our team will shepherd you through the process, making the complex simple for you.

RDS Services, LLC effectively produces more "net" subsidy than our competitors. To date, we've secured over **1 billion dollars** in subsidy for the clients we have served over the years. Our success stems from our **proprietary software** and our fair pricing models. Through a collaborative approach with our plan sponsors and consultants, we create a **hassle-free** experience, avoiding pushy sales tactics and misleading recovery promises.

DID YOU KNOW?

RDS Services, LLC has been managing the Retiree Drug Subsidy ("RDS") program for plan sponsors since the Medicare Modernization Act was enacted and the RDS program began back in 2005. This is as long as anyone else in the nation.

EXPLORING NEW OPTIONS

Under the previous BCBSM service model, plan sponsors were unable to explore other cost effective options to maximize their subsidy. BCBSM was unwilling to release detailed claim data to third party vendors. By changing the pricing structure, **BCBSM is opening the market** so that plan sponsors can find a vendor to manage their RDS program, optimize and aggregate claim data and find additional subsidy.

Contact us today to learn how you can
recoup lost subsidy dollars and maximize
your subsidy going forward.

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How Does RDS Services, LLC Compare?

	WHAT MOST OF OUR COMPETITION DOES	RDS SERVICES, LLC APPROACH
DRUG FILTERING	In Michigan, BCBSM maintained their own methods and assumed the responsibility for updating and filtering drug claims. In the case where drug claim data is released to the plan sponsor; most rely on third-parties to filter the data.	We maintain a CMS approved drug database, updated regularly for changes in the CMS formulary. We use this database to screen drug claims received and validate for approval. By capturing the most current approved CMS drugs, we are able to enhance subsidy recovery.
MEMBER ELIGIBILITY	Many rely on plan sponsor records solely and aren't able to optimize member eligibility. Some use software that identifies and retains member alias information from multiple sources.	Our proprietary software uses multiple data sources to generate a unique member identifier, augmenting data uploads and identifying additional Medicare eligible members.
CLAIM MATCHING & COST REPORTING	In Michigan, BCBSM maintained their own methods and assumed the responsibility for claims matching. In the case where drug claim data is released to the plan sponsor; most are unable to develop cross-matching protocols to optimize claim identification. Some use a system that improves claim identification processed under a de-identifier matching "orphaned" claims to members.	Our system deploys complex protocols to identify un-assigned prescription drug and medical claims to unique member personas and the eventual association to the CMS required SSN/HICN.
DATA FEEDS	The fee(s) for data are embedded in the overall pricing scheme offered. Standalone PBM's may charge for this service separately.	Data feed fees are dictated separately by each PBM/carrier.
DATA STORAGE	Most vendors will hold data for the CMS required six years .	Included for ongoing and reopening services. Data is held for all years even if the plan sponsor doesn't proceed with reopening.
DATA INTEGRITY	One database for all plan sponsor engagements.	We create a unique database structure for each plan sponsor engagement, eliminating the possibility of cross-contamination of data between plan sponsors. We also employ "state of the art" encryption standards.
AUDIT SUPPORT	Included for ongoing and reopening services.	Included for ongoing and reopening services.
COST TO THE GROUP	<p>For annual ongoing services, BCBSM and their RDS partner's standard fee is 20% of subsidy collected for that year.</p> <p>For reopening, their standard fee is 50% of additional subsidy collected. Both services are inclusive of audit support, data feed fees and data storage.</p>	<p>For ongoing services, RDS Service's standard fee is a fixed dollar amount per annum, coupled with the fee charged by BCBSM to receive your own data yearly.</p> <p>For reopening services, our standard fee is 25% of additional subsidy collected. Both services are inclusive of audit support, data feeds and data storage.</p>