



FOCUS
Care



PBA's FOCUS Care is a comprehensive strategy that addresses the highest cost categories for most health plans: musculoskeletal and pain management, complex condition management, specialty drug infusions, and diabetes management.

Fostering Outcomes Creating Unparalleled Savings

Best-in-Class Partners

- Mayo Clinic Complex Care Program
- GTRx Specialty Drug Infusion Management
- JointStrong Musculoskeletal Management
- Diathrive Health Diabetes Management
- Optimal Health Chronic Condition Program
- Apaly Direct Primary Care Program

Care Management & Redirection of Services

The goal of FOCUS Care is to provide employees with better healthcare outcomes while reducing the cost to the plan.

Few, if any, other claim administrators in the United States offer this type of program.

This comprehensive program is available to all PBA health plans at no PEPm.





Mayo Clinic Complex Care Program

Individuals with complex conditions may wander through the health care system searching for a diagnosis, specialized care, or effective treatment plan. Mayo Complex Care brings together a team of clinicians that offer individuals the answers for which they have been searching.

What is Serious or Complex Care?

People who need care for serious or complex issues typically face conditions that:

- Are life threatening
- Cause serious disability
- Require coordinated care by multiple medical specialties
- Are rare and require high-cost drugs
- Affect multiple organ systems
- Are associated with severe consequences
- Require treatments that carry a risk of serious complications

How it Works



55% of Patients Had a Change in Diagnosis

82% of Patients Had a Change in Treatment Plan



Specialty Infusion Management Program

Saving PBA Clients \$10 Million

PBA has been working successfully with GTRX to manage the cost of infused specialty drugs for our clients. The program incorporates a specialty drug delivery network where the price points are below Wholesale Price. This program integrates managed care professionals, physicians, and the patient to actively coordinate the acquisition and delivery of the drugs - site of care, white bag or brown bag.



PBA Client Case Studies

Case 1 - Site of Care

\$24,694 Every 8 Weeks
Outpatient Hospital Setting
with PPO Discount

Before

\$12,200 Every 8 Weeks with
Home Nursing

After

49%
Savings

Case 2 - White Bag, Brown Bag

\$284,872 Every 3 Months
Hospital Setting with PPO
Discount

Before

\$151,000 by White Bag to
Hospital

After

53%
Savings

Case 3 - Negotiations

\$18,367 Every 2 Weeks
Specialty Provider with PPO
Discount

Before

\$10,300 by Negotiations with
Provider Sign Off

After

56%
Savings



Musculoskeletal Management Program

Up to 25% Savings with JointStrong®

Orthopedic conditions are the top causes of chronic disability and have a significant impact on the development and worsening of other health conditions such as obesity, diabetes, cardiovascular disease, and mental health disorders.

Fundamental Problems



Pain



**Reliance on
Imaging and
Technology**



Misdiagnosis



**45% Failed
Previous Care**



**50+%
Recurrence at
1 Year**

PBA, in partnership with JointStrong, has an approach to musculoskeletal care management that matches the patient's condition with the most appropriate treatment. Highly trained and quality assured JointStrong providers use the individual patient's step-by-step response for successful outcomes.

The Program Includes



Mobile Capabilities



Health Coaching



Telehealth



Onsite Clinics



Complete Diabetes Health Management Program

Diathrive provides members with unlimited diabetic supplies, health coaching, and education from Certified Diabetes Care and Education Specialists (RN + CDCES). Diathrive's outreach program identifies members with diabetes, promotes greater engagement, and gives your population better diabetes care.

Better Care, Greater Transparency, Personalized Care Plans

Benefits for Plans

70+ %

Reduction in Diabetes
Related Costs

80+ %

First 12 Months
Engagement Rate



Quarterly Reporting
Transparency



Guaranteed Savings
or 2nd Year Free



Implementation at
Anytime

Benefits for Members

\$ 0

Out-of-Pocket Costs for
Members



Unlimited Diabetes
Supplies



Unlimited Access to Health
Advisors and Active Interventions



Access to the Diathrive
Health app

\$ 500

Diabetic Members May Save an
Average of \$500/year

\$ 55 Per Engaged
Member per Month



Optimal Health Chronic Condition Management

Optimal Health shifts care from reactive to proactive through continuous monitoring and human intervention. Live biometrics catch issues before they become costly events. Nurses intervene in real time, not weeks later via claims. Ongoing coaching improves adherence and behavior. Members stay active and compliant long term. Control costs and improve member health with data-driven clinical care from Optimal Health!

The Problem

46% of claims generated by only 17% of members

2-3x Higher costs, per member, for chronic conditions

30% of care is avoidable



Diabetes and hypertension drive 50-60% of chronic spend

The Solution

A fully integrated, nurse-led chronic care program powered by real-time wearable technology

- Dedicated RN coach
- Single, unified program across conditions.
- 70-80% sustained, proactive engagement
- FDA-registered wearable tracks biometric data
- Real-time data alerts for early intervention

All delivered and managed by Optimal Health, no burden to you or your plan.

Chronic Illness Accounts for

70%

of Healthcare Costs

Up to

30%

of Care is Avoidable

Fewer Medical Crises. Better Outcomes. Lower Costs.



A Smarter Health Benefit for Modern Workforces

Lower Costs. Healthier Employees. Happier Teams.

Today's employees want more than insurance - they want unlimited access to care. Advanced Primary Care Plus (APC+) helps employers deliver just that: 24/7 virtual and in-person access to primary care doctors who take the time to listen, care, and follow up.

For your business, that means

- Reduced absenteeism & claim costs
- Stronger retention & recruitment
- A benefit your team will actually use



Opt-In Model

Only pay for members who use the benefit. No minimums required



Nationwide Coverage

The nation's largest APC+ provider community with 5,600+ locations. This enables you to offer this benefit to all your plan members nationwide.



HSA-IRS Compliance

Enables subscription-based primary care to be delivered under through IRS-compliant HDHP / HSA.



Cost Control

Reduces ER, UC, and hospital visits while increasing wellness/preventative.



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Like what you see? Give us a call!

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