

# ROSS HEALTH ACTUARIAL

MANAGED CARE • RISK MODELING • DECISION SUPPORT

---

**FLEX-SOURCING**

**OF**

**HEALTH ACTUARIAL**

**SERVICES**



# ROSS HEALTH ACTUARIAL

MANAGED CARE • RISK MODELING • DECISION SUPPORT

Health insurers and (MCO's) often need a health actuary to evaluate risks and respond to market opportunities. Sourcing your actuarial needs through ownership (employment) or renting (consulting firms) may not always be ideal:

## High Cost of Ownership

- High salary/recruiter fees.
- Long lead time to hire.
- Difficulty in finding the right experience.

## High Cost of Renting

- High hourly rates.
- Fixed fee arrangements require negotiating narrowly defined projects of limited scope.
- Lack of flexibility in modifying or updating work products.
- Delivery model not oriented to meeting day-to-day needs.

A flexible approach to sourcing your health actuarial needs may be more effective and efficient.

THE

ENVIRONMENT

# ROSS HEALTH ACTUARIAL

MANAGED CARE • RISK MODELING • DECISION SUPPORT

## THE BENEFITS OF FLEX-SOURCING OF HEALTH ACTUARIAL SERVICES

Flex-sourcing refers to a flexible approach to sourcing health actuarial services. The benefits of this approach include:

- Immediate availability to address immediate needs.
- Access to specialized knowledge and expertise.
- Budgetary control - buy what you need, when you need it.
- Efficiently address temporary needs due to special projects, seasonal fluctuation in workload, or a temporary need for specialized knowledge and experience.

# ROSS HEALTH ACTUARIAL

MANAGED CARE • RISK MODELING • DECISION SUPPORT

There are a number of common scenarios where flex-sourcing of health actuarial services is beneficial.

- A smaller MCO/HMO needs a chief actuary to handle rating, reserving, and ongoing network issues, but does not have the scale to justify hiring a full time actuary.
- Interim staffing for an insurer/HMO while a search for a staff actuary is underway.
- To provide support and development to a solo staff actuary. Allows a smaller MCO/HMO to hire more efficiently, and lets the staff actuary grow with the company, while having access to a greater level of experience.
- To provide independent assistance in managing the scope and budget of large actuarial consulting projects.

**FLEX-SOURCING**

**SCENARIOS**

# ROSS HEALTH ACTUARIAL

MANAGED CARE • RISK MODELING • DECISION SUPPORT

Ross Health Actuarial has over 20 years of group insurance and managed care experience. This experience and expertise includes:

**AREAS**  
**OF**  
**EXPERTISE**

- Rate development, claim cost projections, and estimation and certification of claim reserves.
- Managed care, capitation, fee schedule development and evaluation, and risk-sharing arrangements.
- Payer/provider negotiations.
- Risk modeling.
- Analysis and mining of claim data sets.
- Stop-loss insurance.
- Medicaid managed care.
- Dental programs.
- Group underwriting.
- Project management.

# ROSS HEALTH ACTUARIAL

MANAGED CARE • RISK MODELING • DECISION SUPPORT

Ross Health Actuarial is ready to efficiently and effectively serve you:

- Chief health actuary for smaller MCO/HMO.
- While you are searching for a staff actuary.
- Assist with staff development.
- To meet seasonal workload or help with special projects.
- Oversight of actuarial consultants to identify opportunities to manage scope and budget, and efficiently coordinate with in-house capabilities.

**HOW**

**RHA**

**CAN**

**SERVE**

**YOU**

# ROSS HEALTH ACTUARIAL

MANAGED CARE • RISK MODELING • DECISION SUPPORT

Ross Health Actuarial offers flexible arrangements to meet your needs in the most effective and efficient manner possible. This can be through any combination of the following:

**Retainer** - Monthly fee for specified duties, such as outsourcing chief health actuary.

**Daily fee** - for interim needs.

**Project Pricing** - Fixed fees for defined projects.

Recurrent projects can be priced very competitively.

**Hourly rates** - for as needed work.

Regardless of the arrangement, Ross Health Actuarial will undertake a thorough understanding of your organization so as to provide the highest quality of service to help you meet your goals.

**FLEXIBLE**

**ARRANGEMENTS**



# ROSS HEALTH ACTUARIAL

MANAGED CARE • RISK MODELING • DECISION SUPPORT

For further information, please  
contact:

Timothy M. Ross, ASA, MAAA

(715) 381-1345

**CONTACT**

**INFORMATION**

Fax: (715) 381-0075

[timross@rosshealthactuarial.com](mailto:timross@rosshealthactuarial.com)

719 Crosby Drive

Hudson, WI 54016

[www.rosshealthactuarial.com](http://www.rosshealthactuarial.com)

