ROUNDSTONE

• LIVE WEBINAR

No Tricks, Just Treats: Bywater is the Spellbinding TPA You Need

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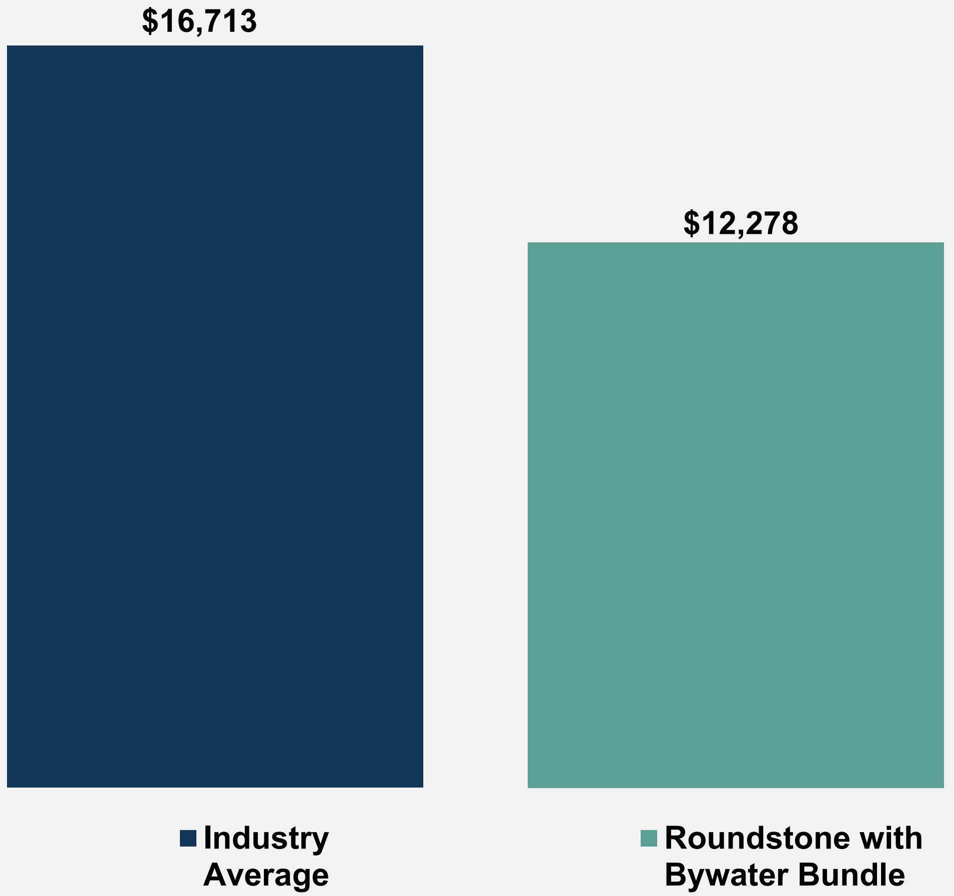
PEPY Comparison

$12,278

Employer Health Plan Spend:
Per Employee Per Year (PEPY)



Source: 2024 Roundstone Internal Data Report, “PEPY Performance Analysis”, last updated 11/22/2024. Analysis is based on 2023 data.

The Role of A TPA in PEPY

- Claims
- Provider Relationships
- Member Experience
- Data
- Vendor Integration

Poll #1:
Previous to this webinar, did you know that Roundstone owns a TPA?

Roundstone's Captive + Bywater: A Strategic Pairing

Our captive model already gave employers cost stability and transparency, creating our own TPA ensured the same alignment on the administration side.

+

We founded Bywater to be independent and free from conflicts of interest.

=

Because we own the TPA we were able to integrate it seamlessly with Roundstone's captive structure but also other solutions as needed.

Poll #2:

How confident are you or your clients in understanding the distinct roles between the network and TPA?

Bywater’s Value Pillars

STRONGER ALIGNMENT

An end-to-end solution that integrates all parts of your health plan for better quality, affordable health care.

BETTER SERVICE

Industry-leading response time, personalized implementation and easily accessible customer support.

PROVEN OUTCOMES

The lowest Per Employee Per Year (PEPY) with a $12,000 cost — about $4,000 less than the national average.

Poll #3:
What pillar is most valuable to you?

In-House Integration

Roundstone + Bywater = One Team

- Nothing is siloed
- Allows for better identification of high costs claims and intervention opportunities
- In-house nursing staff to review every claim

Data as a Strategy

NEW

Roundstone Reporting Dashboard

- Agg Report
- Spec Report
- 20/20 Report

Monthly, Detailed and Actionable

Controlling the PEPY

- Data drives intervention – identifying trends before they become critical helps drive lower costs
- Strategic use of reporting to guide plan adjustments

Poll #4:

Are you satisfied with your TPA's monthly reporting?

Case Study: Bywater's Impact

OVERVIEW

A family-owned group of automotive dealerships, was looking for a better health plan solution. The business had no insight into what drove their healthcare costs. Seeking greater control over their plan and wanting to rein in costs for their employees, the group turned to alternative funding models.

THE SOLUTION

The business partnered with Roundstone to create a self-funded plan for 114 enrolled members. They chose a preferred bundle with Bywater as their third-party administrator (TPA) to optimize their Per Employee Per Year (PEPY) cost.

THE RESULTS

$7,694 — Per Employee Per Year (PEPY) with Bywater preferred bundle

$16,000 — Annual pharmacy savings

$31,274 — Additional savings with concierge service add-on

Closing the Loop

- Independent and conflict-free
- Integrated services
- Data-driven decision making
- Proven to deliver the lowest PEPY for small- and mid-sized businesses

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