

Health Benefits Consulting Suite

Predictive Analytics that **Optimize the Future**

WHAT COULD YOU DO FOR YOUR CLIENTS
if you knew *all* potential outcomes for their
health benefit plans?

This is analytics **evolved.**

At every step,
you will deliver **more.**

More insight, intelligence, and value to your clients.

Claros uses the data you have
to project the future.

Where other tools seek to analyze past performance of your plans, Claros uses the data you have to **project the future.** You'll see potential outcomes and the driving factors behind those outcomes.

Claros Analytics, the health benefits industry's premier actuarial software firm, is the partner that brokers need to deliver more insight, intelligence, and value to their clients.

With the Claros Analytics Health Benefits Consulting Suite, you can:

 **Save Time**

The Claros solution gives you the ability to expedite processes that would take weeks or months through a third party.

 **Make Yourself Invaluable**

No more spreadsheeting – shopping rates without the data to back it up. Deliver insights your partners and clients need.

 **Elevate Partners; Enlighten Clients**

Bring clarity and confidence to every recommendation with the most precise consulting application in the industry.

Health Benefits Consulting Suite



Actuarial Assistant

Simulate expected changes and calculate precise claim rates.



Risk Decision Support

Identify a risk-appropriate self-funded structure.



Experience & Migration Predictive

Set optimal budget rates and model impact of forecasted enrollment.

Claims Experience Review

Manual Evaluation

Stop-Loss Analysis

Plan/Network/Group Evaluation

Projected Cost Impact

Enrollment Projection

Budget Rate Development

SUCCESS!



Actuarial Assistant

Compare, Evaluate, Analyze & Customize Plan Options for Your Clients

By comparing two plans side by side and allowing for customization, Actuarial Assistant will provide instant answers allowing you to seamlessly evaluate:

- Plans and potential changes
- The dollar impact of each decision [illustrated in real time]
- Details on drivers of change

SOLVED with Actuarial Assistant:

- ✓ Manual Evaluation
- ✓ Plan/Network/Group Evaluation
- ✓ Projected Cost Impact

The screenshot displays the Actuarial Assistant software interface. At the top, it shows the 'CLAROS ANALYTICS' logo and navigation tabs for 'Base Case' and 'Scenario'. The main area is divided into several sections:

- Summary Table:** A table comparing 'Base Case' and 'Scenario' across various metrics like 'Final Plan Cost', 'Participant Cost Share', and 'Total Allowed Charges'. It includes columns for 'Composite PMP', '% Change', and 'Dollar Change'.
- Medical Plan Design Comparison:** A side-by-side comparison of 'Base Case' and 'Scenario' medical plan designs. It details 'Percent of services in Tier', 'Individual Deductible', 'Family Deductible', 'Coinsurance', and 'MOOP' for both tiers.
- Copays and Coinsurance:** A detailed table for 'Tier: 1' comparing 'Copay' (Min \$ / svv), '% of Cost (net persp. L.e. 20%)', 'Max Copay(s) (SP max/stax)', 'Coins % (plan persp. L.e. 80%)', and 'Apply Ded' for various services like Inpatient (IP), Outpatient (OP), ER (OP), Urgent Care (UC), Radiology, Lab/Pathology, Primary Physician (PH), and Specialty Physician (PH).



Risk Decision Support

Illustrate the Best Risk Structure for your Clients

Risk Decision Support (RD) enables users to evaluate whether or not a group should move from fully insured to a self-funded plan. If the group is currently self-funded, different risk structures within self-funding can also be explored.

- Evaluate the fully insured to self-funded decision
- Locate the risk structure that meets a group's risk tolerance level
- Graphically display and score current or proposed risk scenarios
- Illustrate the relative differences in expected return and capital at risk
- Test multiple stop loss scenarios to find the optimal outcome

SOLVED with Risk Decision Support:



Stop-Loss Analysis

Fully Insured vs Self-Funded

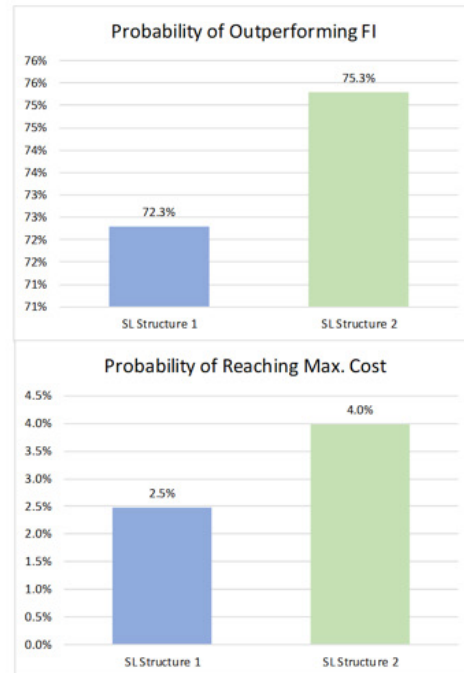
Fully Insured Rate (FI)	SL Structure 1	SL Structure 2
Fully Insured Premium	\$2,700,000	\$2,700,000

Self-Funding	SL Structure 1	SL Structure 2
Specific Deductible	50,000	75,000
Aggregate Margin	125%	125%
Expected Cost to Self Insure	\$2,578,707	\$2,530,015
Expected Savings/(Expense) vs. FI	\$121,293	\$169,985
Probability of Outperforming FI	72.3%	75.3%

Aggregate Attachment Point	\$2,003,898	\$2,192,980
Maximum Cost*	\$2,962,148	\$2,949,636
Probability of Reaching Maximum Cost	2.5%	4.0%

* Maximum Cost is the Aggregate Attachment Point plus Expenses

Expected Cost to Self Insure	SL Structure 1	SL Structure 2
Estimated Claims Payable by the Plan	\$1,654,707	\$1,798,015
Stop Loss Premium	\$816,000	\$624,000
Administration Expenses	\$108,000	\$108,000
Total Expected Cost to Self Insure	\$2,578,707	\$2,530,015



Powered by Claros Analytics



Experience & Migration Predictive

Put Predictive Modeling to Work for Your Clients

Experience & Migration Predictive normalizes data for large claims and adjusts annually for changes in demographics, plan design and other factors enabling users to predict future claims through experience projections and budget rate developments.

- Utilizes up to three years of past claims to develop the expected medical and Rx costs for a plan
- Adjusts each year for demographics and plan changes
- Forecasts the employee migration for up to six current plans for the next year
- Creates budget/funding rates for the following year's plans
- Demonstrates scenarios where a change of plan may cost more than expected

SOLVED with Experience & Migration Predictive:

Claims Experience Review

Enrollment Projection

Budget Rate Development





This is analytics **evolved.**



Contact us today to take the
Claros solution for a **test drive.**

Kathy True

Vice President of Sales

t: 609.779.2700

c: 203.247.1781

e: ktrue@clarosanalytics.com

sales@clarosanalytics.com | 609.275.6550

clarosanalytics.com

777 Alexander Road | Suite 201 | Princeton, NJ 08540

Claros By the Numbers

CLIENT RENEWAL RATE

90%+

Client renewal rate 90%+
based on our value,
service and support

OVER
500
LICENSES

100+ clients across the US,
holding over 500 licenses

34
MEDICAL SERVICE
CATEGORIES

Claim curves
incorporating 34 medical
service, 8 Rx, and 200+
claim size categories

10M+ LIVES
\$100B+

Core data set 10M+ lives;
\$100 billion+ dollars in
insurance claims