

Delivering Unprecedented Savings on Emergency Heart Surgery



How CareConnect Stepped in to Negotiate the Unnegotiable

The Roadblock

When a patient experienced a medical emergency requiring heart surgery, they were admitted through the ER at a facility known for refusing to negotiate. With total charges reaching **\$813,330.89** the employer-sponsored health plan faced a significant financial burden.

CareConnect in Action

Recognizing the high stakes, our dedicated Account Executive team escalated the case to CareConnect's expert advocates. Our team quickly engaged key stakeholders—including the Hospital Medical Director and the patient's physician—to establish direct lines of communication and initiate rate adjustment.

Using strategic negotiation tactics and leveraging our deep industry expertise, CareConnect secured an agreement at **150% of Medicare rates**—a major win given the facility's typical stance on negotiations.

Why It Matters

This case is a testament to the power of CareConnect's negotiation strategy and industry relationships. Even in cases where providers are historically resistant to rate adjustment efforts, our team delivers real results—protecting both plan sponsors and their members from excessive healthcare costs.

Navigating complex healthcare challenges? Let CareConnect advocate for you.

Contact us today to see how we can help.



TOTAL CHARGES
\$813,330



NEGOTIATED RATE
\$90,915



TOTAL SAVINGS
\$722,718