



**David Donn Consulting, Inc.**

*Workers' Compensation Managed Care Advisory*

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*Workers' Compensation Managed Care  
Advisory*

*Transforming Knowledge into Action and Action into Profitability*



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# David Donn Consulting, Inc.

- Workers' Comp Managed Care Advisory
- Represent Self-Insured Employers
- Clients:
  - Chevron, Kelly Services, Albertsons, LLC
  - San Francisco MTA, Pacific Gas & Electric, Long Beach Unified Schools
- Services:
  - Audit & Restructure MBR & CM programs
  - Run & Manage the RFP Process

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shake-up

troubles

prices climb

inflation

nightmares

Hardship



# Tools used in a Recession

- Layoffs
- Hiring Freezes
- Spending Reductions
- Lower 401k Contributions
- Shortened Work Weeks
- Salary Reductions



# Creative Tools to Find Money

- Find Money in your WC MC Program
  - Medical Bill Review
  - Hospital & Provider PPO
  - Case Management Services



# Medical Bill Review

- Open Claim = 1 bill/month
- Average Gross Charge per bill = \$600

Example:

- 1.5k OC = 1.5k bills/month = 18k bills/yr = \$11M GC
- 1 point of savings = \$110k
- 5 point improvement = \$550k reduction in spend



# Fees

- Stated Rates
  - Flat Rate
  - Line Rate
  - Percentage of Savings
- Effective Rates
  - Total MBR fees divided by # of bills

***If it's over \$20 that ain't funny!!***



# BPN Fees

- Bill Review \$8
- PPPO 22%
- Negotiated 22%



# Medical Case Management

- *Quality of Care*
- *Length of Care*
- *Frequency of Services*
  
- TCM
- FCM



# Nurse Attributes

1. Strong Clinical Background
2. Reputable
3. Strong WC experience
4. Local knowledge, Relationships and Respect
5. Great Communicator
6. Bias toward Best Outcome
7. Passionate, Friendly, Genuine
8. Relevant Work Experience
9. Good Business Acumen



# Internal Tools

- Push Operational Tasks to Service Providers
- Build Partnerships
  - Providers
  - Managed Care Companies



# Tools for Your Career

- Keep track of your wins
- Elevator pitch



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# And Finally...

## ...Keep in Touch!

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