



**Rising Hospital Charges Under Greater Scrutiny** *Continued from page 1...*

So how does a payer know what the right price is (i.e. the lowest net cost) for each U.S. medical claim?

Data is key. Access to and the expert analysis of medical cost and utilization information and PPO network performance is the starting point for an in-depth evaluation of a current cost containment strategy. Through advanced data analysis, an organization can identify the targeted areas for systematically reducing costs. Then the next, obvious step is expert execution of the strategy.

After more than a decade in the U.S. cost containment business, Hygeia leverages one of the most comprehensive medical cost and utilization databases in the industry with award-winning technology to help our clients lower “total net costs” on their U.S. medical claims. We combine traditional cost containment products, cost analysis tools and technology interfaces with new, strategic methods such as Custom PPO Networks, Large Dollar Claim Early Warning Notification, Arbitration Bill Reviews, Charge Fairness Benchmarking™ and our Prospective Payment System.

**For more information about a specific product or service, or to request a no obligation, no risk analysis of your U.S. healthcare claims, contact a Hygeia representative at [payerpartner@hygeia.net](mailto:payerpartner@hygeia.net).**

## Travel Health Insurance Association (THIA) Conference Report

The 8th annual THIA Conference was held at Marriott Harbor Beach Resort in Fort Lauderdale, Florida on April 4-7, 2006. Hygeia has been a conference supporter and sponsor for the last six years. The conference attracted more than 150 attendees.



### Hygeia Sponsors Presentation on Florida Tourism

We were pleased to arrange the presentation by Thom Stork, Vice Chair of the Florida Tourism Commission and Chairman of Visit Florida, the official tourism marketing organization for the State during the morning session on Wednesday, April 5th. Thom provided an overview of the Spring/Summer 2006 Florida tourism season and reviewed the issues impacting Canadian visitors.

### Hygeia Hosts Tour at Preferred Provider

More than 20 clients participated in a tour of Preferred Partner, Aventura Hospital and Medical Center. The group was welcomed by the hospital’s CEO. Then Chief Financial Officer Lester Eljaiek and Chief Operating Officer Rick Kennedy made a joint presentation of the hospital’s services and operational procedures, covering areas such as emergency and non-emergency admission, insurance verification, patient care, medical technology, medical record authorizations, HIPAA, discharge planning and case management protocols. Staff members representing all the key areas of the hospital were in attendance to answer any questions. After the presentation, the group received a tour of the hospital. Aventura Hospital and Medical Center represents one of the top volume Florida hospitals for Hygeia clients.

“We recognize the importance of working to reduce costs while a patient is still in hospital,” explained Reid Cawston, Director of Account Management. “This is a key reason we coordinate hospital tours to help our clients gain a greater understanding of the inner workings of U.S. hospitals to support their case management programs.



**Aventura Hospital and Medical Center**



### Afternoon at The Races at Gulfstream Park

We were pleased to spend an afternoon with some of our valued Canadian clients and industry partners for a fun afternoon at Gulfstream Park, Florida’s premier thoroughbred racing and entertainment venue. High stakes rollers and cautious observers enjoyed the fast-paced afternoon.

*From Left to Right: David Angelone – Hygeia (profile), Lester Eljaiek – Aventura Hospital and Medical Center, Chris Gilliss – Preferred Benefits Alliance, Michael Camacho – CSI Brokers, Virgil Bretz – Hygeia*