

PERSPECTIVES

RETURN ON INVESTMENT:
THE REASON TO OUTSOURCE

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Why outsource? The benefits are primarily greater focus on the business, which leads to improved workflow, better utilization of expertise, reduced expenses, and a lower total cost of ownership.

A solid return on investment should be the primary motivation and benefit of outsourcing. The challenge is understanding what the costs associated with performing and managing various business functions. Most insurance organizations, for instance do not really know what it costs to manage and execute their medical bill review processes. Many expenses associated with bill review are hidden behind typical cost-per-bill or average-bill-review-savings comparisons.

ATCO analysis process

That's why it's so important to understand actual total cost of ownership (TCO). Further downstream expenses must be identified and quantified before a fully accurate TCO can be established.

StrataCare has a TCO Analysis process that can help clients make the best business decision. We also provide comprehensive project planning to ensure a successful migration and ongoing management of the outsourcing solution.

No sacred cows

There should be no sacred cows when it comes to deciding what to outsource. Outsourcing decisions should be based on your core competency or primary business function and should be prioritized based on improved workflow, reduced expenses, and the greatest ROI.

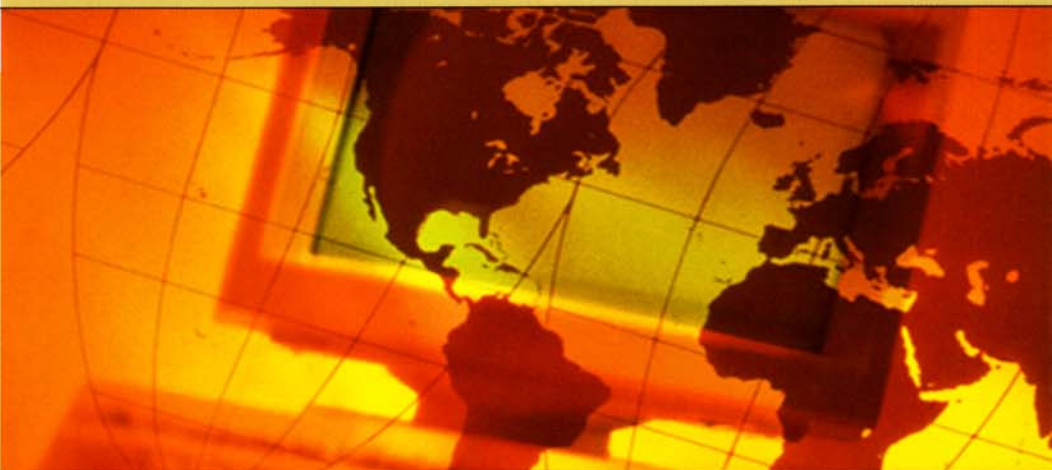
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NATIONAL BILL REVIEW
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SPECIAL REPORT



Outsourcing Continues:

Pursuing a Best Sourcing Strategy

Every insurance organization has to make the most of limited resources — but it's not always about saving money. If cost savings are the primary focus, outsourcing may not work. This special report from *Insurance & Technology* takes a big-picture look at outsourcing and how to make it work over the long term.

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