

Clearhealthcosts.com. Jeanne Pinder, CEO, jeanne@clearhealthcosts.com, 914-450-9499

#### The future is here.

## People are shopping for health care.

### The problem

- No one knows health prices in advance
- Prices for the same procedure vary 10x in the same locale
- Rising deductibles mean people are on the hook for more and more money.
- There's not much good, reliable price information out there.

#### **Our solution**

• We're telling people <u>real</u> health-care prices.

• An MRI: **\$350 or \$6,221**?

• An IUD: **\$175 or \$1,156**?

• A mammogram: **\$56 or \$2,786.95**?

## The New York Times

We're journalists.

We love finding stuff out and telling people about it.

#### clearhealthcosts.com

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Now: **Our Knight-funded** crowdsourcing prototype with KQED and KPCC, the two big California public radio stations.

#### **Meet PriceCheck**



Search procedure

Type medical procedure here, e.g. "Mammogram".



\* Procedure / Start typing and pick from the list

information in our database.

For information about the numbers, click here.

\* Doctor, hospital, other provider / Start typing and pick from list

Insurance paid

Self-paid

People are **upset about prices**. They – you – want to talk about it.

We're giving you information, and a way to talk about it, **a way to make a difference**.

## People are shopping for health care.

## They need reliable, actionable information.

### The \$580 MRI

"I was told procedure would be 1850. I have a 7500 deductible ... office mgr said **if I paid upfront and agreed not to report it to Blue Cross, that it would be \$580**."

### The \$3,163 MRI

"High deductible so paid the whole thing and then found out I **could have had it done for \*HALF\* the price** only blocks away."

#### The \$13,389.40 MRI

"My daughter will need this MRI again next year and thanks to your organization ... I will shop around and maybe just pay cash."

### Savings: \$1,100

"The ct scan was going to cost \$1300 ... (this took a lot of calling ...). He explained that he has a high deductible, work is in flux...they lowered the price to TWO HUNDRED dollars."

### Who cares about price?

- Insured and uninsured
- Cash customers retail health is booming
- High-deductible and not
- Employer-sponsored and individual policies
- On the exchanges and off
- Women. Yes, women.

#### Women. Yes, women.

#### Perspectives matter.

### **PriceCheck impact**

- Hundreds of shares, thousands of searches
- Providers offering to share prices for our database
- Second PriceCheck launching in February in PA.
- Other potential partners lining up to inquire (public radio, news sites, big national media organizations)

#### More impact

- PriceCheck data cited in Stanford-Anthem
   Blue Cross contract dispute
- News coverage: National NPR, our own stuff, Yahoo Finance, US News & World Report, TheHealthCareBlog etc.
- JAMA Internal Medicine covered us. So did the Harvard Business Review/NEJM

#### **JAMA Internal Medicine**

cannot really evaluate their care (there are minimal or no ratings of the type provided by Consumer Reports

for physicians and hospitals), and that consumers are purchasing goods and services without any advance knowledge of what they will actually cost. Without knowing either quality or price, it is impossible for

marketplace principles to apply. In her Viewpoint, Aliferis,<sup>1</sup> a health care journalist, describes a bold attempt to change this situation in the San Francisco and Los Angeles metropolitan areas. PriceCheck is a

new program that invites patients to share information about what they have paid for common medical

tests and procedures. Because newer health insurance plans, including many of those offered on health insurance exchanges under the Affordable Care Act, often have substantial copays, such as percentage of

the cost of a medical test, this information really matters to patients. PriceCheck has started to supply that

see these programs expand as part of an effort to provide essential information for patients and clinicians to

essential information. Similar projects are already underway in other communities. I hope to continue to

Search Internal Medicine

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Formerly Archives of Internal Medicine

make wise and informed choices in health care.

All Issues Online First Collections CME Multimedia For Authors Subscribe Home Current Issue January 2015 > Full content is available to subscribers Next Article > < Previous Article Read the current issue for FREE Subscribe/Learn More The JAMA Network Reader Editor's Note | January 2015 A New Program for Sharing Medical Cost Some tools below are only available to our Information subscribers or users with an online account. Rita F. Redberg, MD, MSc 🖶 Print PDF JAMA Intern Med. 2015;175(1):13. doi:10.1001/jamainternmed.2014.6804. Text Size: A A A 🖂 Email Get Citation C Get Permissions Get Alerts Comments Article References Submit a Comment Submit a Letter The assumption that market principles apply to the choices consumers (that is, patients) make about their Altmetric 12 medical care is an important part of health care policy and regulations in the United States. This assumption, however, belies the facts that health care is mostly not paid for out of pocket, that consumers

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### Who else is doing transparency?

- The government (sort of) and states (some)
- Healthcarebluebook
- Fairhealth
- Castlight
- And others .... Our Useful Links page

#### What about quality?

#### The New York Times



Joshua Lott for The New York Times

Shelly Gerhart consoled Janette Williams at the funeral of her husband, Mark Price, in Arizona on Thursday. Mr. Price, who needed a bone marrow transplant, lost financing for the operation.

"I just want to say that your website is amazing.

"Please don't stop because **you are helping people everyday**, many of whom are struggling to make ends meet while others are just **looking for a some transparency** in a market where there has traditionally been very little.

"Thanks again, "Matt"

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