

# Votiva Health Reduces End-of-Life Claims By 25% With New Program

Posted on: Monday, 1 June 2009, 18:00 CDT

Votiva Health documents a 25% reduction in claims cost for initial customers through their program. Votiva Health offers a ground breaking end-of-life care management program assisting Medicare Advantage plans and other risk-bearing entities with more effective management of the end-of-life experience for their members.

"End-of-life care management services is a new concept for health plans, which traditionally have focused on wellness and chronic disease management," says Roger de Lusignan, CEO. "Our services have generated claims savings for clients ranging from 10% to 30%. We have documented results in decreased health care utilization and increased appropriate use of palliative care and hospice services."

End-of-life care is different from disease and case management. Although naturally complementary, end-of-life adopts a different focus. Votiva's staff specializes in addressing the difficult topic of end-of-life care and works longitudinally with patients, their families and physicians while case management and disease management addresses specific targeted, episodic aspects of a condition or health care event.

Although end-of-life care services are not new to the health care industry, it has been underdeveloped and underutilized by health plans. Votiva offers its clients a structured program with proven results and improved customer satisfaction--both to the health plan and the patient. Votiva applies proven algorithms to client claims data to identify members for advanced care planning and measure claims savings. The Votiva team of Registered Nurses contacts the patients to discuss their health history and health care options for the future. As demonstrated in studies from the National Hospice and Palliative Care Organization, it is commonly accepted that hospice reduces health care costs, improves quality-of-life and patient satisfaction.

Votiva Health LLC is a comprehensive health care resource organization focused exclusively on providing clarity and insightful direction for everyone involved with end-of-life care. To obtain further information on Votiva Health, please contact Scott Filiault at 732-570-9095 or [sfiliault@matrixhealth.net](mailto:sfiliault@matrixhealth.net)