

NMSU International Student Health Insurance

2019-2020 RENEWAL

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NMSU Student International Health Insurance

CURRENTLY NMSU INTERNATIONAL HEALTH INSURANCE PROVIDER: CAITLIN XL

RATE: \$89/MONTH AT 100% COVERAGE

INSURANCE PURCHASED THROUGH: RELATION



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New Mexico State University

International Student Insurance Plan

Relation Insurance Services is pleased to provide the International Student Insurance Plan designed for international students enrolled at New Mexico State University.

INSURANCE PLAN BENEFIT SUMMARY		
	PHCS NETWORK PROVIDER	OUT-OF-NETWORK
Annual/ Lifetime Maximum	Unlimited	
Maximum per Covered Accident or Sickness	\$250,000	
Maximum for Intercollegiate Sports Injuries	\$10,000	
Deductible	\$0	
Coinsurance	100% of PPO Allowance	80% of Usual and Customary Charges
Maximum Out-of-Pocket	None	
Copays:		
Doctor's Office Visit	\$25	
Emergency Room	\$100 (waived if admitted)	
Hospital Room and Board	\$100	
Lab and X-Rays	None	
Prescription Drugs (Express Scripts)	80% of Usual and Customary Charges	
Physician's Visit	100% of PPO Allowance	80% of Usual and Customary Charges
Medical Emergency Care	100% of PPO Allowance	80% of Usual and Customary Charges
Hospital Room & Board Expenses	100% of PPO Allowance	80% of Usual and Customary Charges
Hospital Miscellaneous	100% of PPO Allowance	80% of Usual and Customary Charges
Surgery	100% of PPO Allowance	80% of Usual and Customary Charges
Annual Well Woman Exam/ Mammogram	100% of PPO Allowance	80% of Usual and Customary Charges
Pregnancy (when conception occurs while covered under the Policy)	100% of PPO Allowance	80% of Usual and Customary Charges
Routine Newborn, Hospital Nursery Care (\$1,000 maximum)	100% of PPO Allowance	80% of Usual and Customary Charges
Diagnostic X-rays & Laboratory Procedures	100% of PPO Allowance	80% of Usual and Customary Charges
Maximum for Physiotherapy (Outpatient) (up to 20 visits)	100% of PPO Allowance	80% of Usual and Customary Charges
Maximum for Psychotherapy (Inpatient) (up to 30 days)	100% of PPO Allowance	80% of Usual and Customary Charges
Maximum for Psychotherapy (Outpatient) (up to 30 visits)	100% of PPO Allowance	80% of Usual and Customary Charges
Chiropractic Care (Outpatient) (\$1,000 maximum)	100% of PPO Allowance	80% of Usual and Customary Charges
Ambulance	100% of PPO Allowance	80% of Usual and Customary Charges
Pre-Existing Conditions	Covered with Prior Creditable Coverage	
Emergency Evacuation	100% of Actual Cost	
Repatriation of Remains	100% of Actual Cost	
Accidental Death & Dismemberment	\$10,000	
Emergency Reunion/ Family Reunion	\$1,000	

NMSU 2018-19 Plan Summary



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NMSU 2018-19 Claim Data



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Paid Claims by Benefit Category

2018-19											
Benefit Category	# Claims	# Charges	\$ Incurred	\$ Excluded	\$ PPO Disc	\$ Other Ins	\$ Deductible	\$ Copay	\$ Coins	\$ Paid	% Paid
Diagnostic (Lab & Imaging)	80	545	\$53,696	\$1,584	\$22,139	\$0	\$0	\$137	\$282	\$29,554	7.06 %
Emergency Room	15	31	\$114,240	\$1,658	\$17,281	\$0	\$0	\$1,632	\$711	\$92,957	22.21 %
Fees & Administration	124	401	\$26,183	\$0	\$0	\$0	\$0	\$0	\$0	\$26,183	6.25 %
Inpatient Services	1	4	\$6,829	\$0	\$683	\$0	\$0	\$200	\$0	\$5,946	1.42 %
Miscellaneous	45	209	\$43,222	\$2,463	\$7,619	\$0	\$0	\$25	\$35	\$33,079	7.90 %
Outpatient Dental	1	2	\$1,035	\$1,035	\$0	\$0	\$0	\$0	\$0	\$0	0.00 %
Physician Visit	102	172	\$35,902	\$1,447	\$7,623	\$0	\$0	\$4,020	\$31	\$22,780	5.44 %
Prescription Drugs	12	115	\$62,835	\$0	\$597	\$0	\$0	\$2	\$2,454	\$59,782	14.28 %
Professional (Outpatient) Services	67	633	\$310,041	\$59,469	\$104,209	\$0	\$0	\$241	\$508	\$145,613	34.78 %
Supplies & Devices	7	54	\$4,283	\$980	\$564	\$0	\$0	\$10	\$0	\$2,728	0.65 %
TOTAL:		2166	\$658,265	\$68,636	\$160,717	\$0	\$0	\$6,268	\$4,021	\$418,623	

Data Source: Relation

Executed by: Relation **Execution time:** 3/14/2019 6:08:01 PM

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Projected Loss Ratio



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Loss Ratio

- As of today this plan is running at a 68% loss ratio
- While on it's face, 68% is not, bad, we need to apply a predictive projection factor.
- Upto 85% loss ratio is healthy for Insurance Companies.
- Projection Factor - is a multiple based on a snapshot in time of how claims are trending and how many more months of claims we anticipate to be applied to the current plan year
- At the current time, Relation uses a projection factor of 9 for the NMSU plan.

Loss Ratio

Current Claims	\$418,623
Projected Claims	\$477,000
Year End Claims Estimate	\$896,623
Total Premiums	\$645,216
Projected Loss Ratio	138.8%



What does this mean ?

- Based on the losses shared during the RFP process, previous years losses were:
 - - 2015/16 = 45.39%
 - - 2016/17 = 51.78%
 - - 2017-18 = TBD
 - - 2018-19 = 138.8%**
- Comparing current claims to our limited information of past performance leads us to come to 1 of 2 conclusions
 - Loss Ratios are incorrect (Not likely)
 - This year was an anomaly with an extremely high hike in usage far above previous plan years.
- **CONCLUSION: NMSU IS PROVING TO BE EXPENSIVE FOR CAITLIN XL**

2019-2020 Renewal



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2018-19 Insurance provider: Caitlin XL

- Catlin XL is refiling all products with each states DOI
- As a result of this, they will not be renewing any student health policies until each state approves their new plan filings.
- While the does mean that we needed to go to market for the 19-20 year, we likely would have needed to shop for plans anyhow.



New Provider options

	Carrier	Rate	Notes
A.	GeoBlue	\$108/mo.	Previous carrier; Issues?
	B.	\$136/mo.	\$100 ded/sickness; No Sports
	C.	\$136/mo.	No Sports or wellness; 90%/10% coinsurance coverage
	D.	\$166/mo.	
	E.	\$187/mo.	



Geo Blue

- NMSU just left GeoBlue
- The rate we were able to negotiate with them is only \$2 more than the 2017-18 rate of \$106/month for a 80-20% coverage.
- This renewal will however be a 100% coverage compared to 80-20% coverage of 2017-18
- Geo blue has a better PHCS Network than Caitlin XL.
- Geo Blue will have the same coverage that Caitlin XL did.
- Relation would remain the point of contact, customer service, billing and enrollment team.



NMSU is now looking for Student Input on our options for Student International Health Insurance:

1. SELECT GEO BLUE AT \$108/MONTH AT 100% COVERAGE
2. REQUEST A QUOTE FROM GEO BLUE FOR 80-20% COVERAGE
3. REQUEST A NEW RFP FROM INSURANCE COMPANIES

OPTION 1. IS FAVORED BY NMSU ADMINISTRATION.



Contact Information

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ASNMSU

