Beneath the Surface

The Hidden Risks and Costs Commercial and Medicaid Health Plans are Missing

Progeny HEALTH®



• Maternity Case Management • NICU Care Management • NICU Claims Review

Commercial and Medicaid health plans are often focused on the most visible financial risks: high-cost claims, stop-loss events, and alarming trends.

Yet there is a significant difference between what is easily observed and easily overlooked. Pregnancy and potential NICU admissions are among the most complex areas of healthcare. Without a specialized partner possessing the right experts and technology designed to tackle these unique challenges, health plans are unable to see the full picture.

Health plans require but often lack deep insight into:

- Clinical risk and its dynamic nature
- Social or non-clinical drivers of health
- Member/employer engagement
- Potential for overbilling and overpaying

Without these insights, health plans are unable to fully realize the value of their maternal and infant health investment. At a time when the need to control costs and improve outcomes has never been greater, this is essential.

Real Numbers. Real Stories.

Every year, health plans take a look at their data and the story it tells. These numbers provide a macro view of member/employee populations, which more often than not, invites a macro-level solution. But it is at the individual level where the most innovative solutions are found.



Rising Risk:

At the surface:
A woman in her mid-twenties who has attended most of her scheduled prenatal appointments.

What ProgenyHealth sees:
A 27-year-old mother of a one-year-old who is experiencing leg pain, struggling to find transportation to prenatal appointments, and entering pregnancy with obesity, placing her at elevated risk for complications.



NICU Utilization & Clinical Appropriateness

At the surface:
A baby in the NICU for 45 days.

What ProgenyHealth sees:
Daily level-of-care decisions, length-of-stay appropriateness, opportunities to reduce variation in care, and indicators of discharge readiness that support clinically appropriate utilization.



Overbilling & Overpaying:

At the surface:
A significant increase in overall healthcare cost for the year.

What ProgenyHealth sees:
Multiple diagnosis codes that do not align with the level of care delivered, recurring errors across numerous claims, and nearly $900,000 in avoidable overbilling.



Turning Insight into Action

Health plans often manage extensive claims, utilization, and clinical data. The challenge is turning the information available to them into timely interventions that improve outcomes, enhance member experiences, and reduce unnecessary costs.

ProgenyHealth Sees Everything

ProgenyHealth delivers a connected, end-to-end solution that supports families from pregnancy through 12 months postpartum and any resulting NICU stay should one arise. By combining specialized clinical expertise, advanced analytics, high-touch care management, and NICU Claims Review, we help health plans close the gaps that traditional programs often overlook.

Maternity Case Management:

Many maternal and infant health challenges begin long before a delivery occurs. ProgenyHealth's Maternity Case Management program helps uncover emerging risks that may not yet appear in claims data. Clinical factors, behavioral health concerns, and social drivers of health are continuously assessed throughout pregnancy, enabling earlier intervention when it can have the greatest impact.

NICU Care Management:

A NICU admission is often one of the most emotionally challenging and financially significant events a family can experience. For ProgenyHealth, it is a dynamic clinical journey requiring daily oversight and individualized support.

Our NICU Utilization Management team evaluates level-of-care decisions, clinical appropriateness, and opportunities to reduce unnecessary variation in treatment. At the same time, our NICU Case Managers work closely with families, physicians, and hospital staff to improve discharge readiness, solve social and behavioral health challenges, and support a successful transition home while preventing avoidable readmissions.

NICU Claims Review:

NICU claims are uniquely complex and often require specialized clinical knowledge to evaluate accurately. ProgenyHealth's NICU Claims Review service leverages the clinical information already gathered during NICU Utilization Management to compare billed services with the care actually delivered. Our team reviews every managed NICU claim, identifying coding discrepancies, unsupported diagnoses, revenue code mismatches, and billing variances that may otherwise go undetected.

The result is a level of financial visibility that extends beyond traditional payment integrity programs. Instead of focusing solely on the largest claims, we identify opportunities across the entire NICU population, helping health plans recover avoidable spending while improving billing accuracy and accountability.

Real Results

Maternity Case Management

23%
reduction in preterm births for our managed population

16%
reduction in ED utilization for our managed population

NICU Care Management

12-16%
in savings

10-15%
reduction in length of stay

NICU Claims Review

$7K – $10K
Average recovery per finding

$1K – $3K
Average recovery per NICU-managed member

The Missing Pieces Come Together

When viewed independently, clinical risk, social drivers of health, NICU utilization, postpartum needs, and managing rising cost may appear to be separate challenges.

In reality, they are all pieces of the same puzzle.
A transportation barrier today may become a missed prenatal visit tomorrow. A missed prenatal visit can become a preterm delivery. A preterm delivery can lead to a prolonged NICU stay. And a prolonged NICU stay can generate substantial medical costs, family stress, and billing complexities.

ProgenyHealth connects these pieces to see the entire picture. By combining Maternity Case Management, NICU Care Management, and NICU Claims Review within a single integrated model, we help health plans move beyond what is visible and address the factors that truly drive maternal and infant outcomes.

The result is a more complete picture, better informed decisions, healthier families, and lower total cost of care.



To learn more, contact a ProgenyHealth representative today.

Call 610-832-2001 or email contact@progenyhealth.com