



# CONCORD ASO MANAGEMENT

## What We Do

Automate ASO Billing Services | Build ASO Composable Products | Develop ASO Marketplace | Provide Benefits and Usage Analytics

## Opportunities in the ASO Management Space

The ASO market continues to grow as plans are sold to smaller employer groups. Those new potential customers require innovative pricing and risk management strategies that strain legacy systems and manual support processes. Established players are facing serious disruption from the influx of startups and new entrants in the market. Now is the time to focus on delivering innovative offerings and comprehensive ASO management solutions to get ahead of the competition.

### Automate ASO Billing Services

**Meeting the self-insured market demand for innovative products with predictable efficient payment models is daunting.**

We developed an innovative, fully integrated product offering to automate and optimize core self-insured billing and payment handling processes. This resulted in a dramatic reduction in staff effort and greatly improved client functionality and satisfaction with the billing process.

### Build ASO Composable Products

**Customers will reward companies who can help configure a plan that is tailored for them.**

Customers need support and product configuration recommendations to shift away from capitation and into a more risk-based model. They will respond positively if they can understand the benefits they should select, and the cost trade-offs that are involved. Our deep understanding of healthcare regulations, data integration and interoperability, and customer experience allows you to take advantage of the fragmented ASO landscape.

### Develop ASO Marketplace

**The ability to offer supplemental benefits and adjunct services will provide additional revenue streams.**

During the product configuration process, give the clients additional options that may be interesting to their employees. The ability to propose products such as high-end vision care, supplemental benefits, and additional insurance offerings will lead to cross-sell revenue.

### Provide Benefits, Usage, and Peer Group Analytics

**Customers will appreciate historical information that informs future product selection.**

We can help you provide a complete audit of prior-year benefits and usage to allow for better future planning. In addition, peer group analytics will give customers confidence they are creating the best plan for their team.

# About Concord

We are a consultancy that combines technology and industry depth with a get-it-done culture to enable resiliency, efficiency, and innovation.

## Our Solutions

Concord provides clients with unique, “right fit” technology and data solutions to unlock opportunities in four key areas:



Digital & Product Experience



Data Management & Analytics



Cloud Engineering & Modernization



Security & Quality Engineering

## Our Delivery Centers

We combine global reach with an agile, impact-focused culture to deliver solutions with our onshore, offshore, and nearshore teams.

Minneapolis | Kansas City | Richmond  
Lima | Sofia | Bangalore | Pune | Gurugram



## Core Industries We Serve



Healthcare



Consumer & Retail



Manufacturing



Financial Services