



# GuardianShield



## Insurance Optimizer Program (IOP)

### Reduce out-of-pocket costs. Eliminate resident and staff frustration.

Healthcare benefits, medication coverage and billing can be confusing for residents and time consuming for staff – but it doesn't have to be.

With GuardianShield's IOP, residents have an advocate to help them navigate changes in pharmacy coverage plans and ensure medications are covered, reducing out-of-pocket costs with no hassle for them.

#### HOW IT WORKS

- For every prescription, Saliba's works with the resident's physician and insurance company to ensure that the medication or a clinically equivalent alternative is covered, reducing out-of-pocket costs.
- If the medication claim is denied, Saliba's notifies community staff so that there are no surprise bills.
- IOP generates detailed reports providing visibility into the significant savings by resident and community.

#### WHAT DOES THIS MEAN?

- **Residents** reduce out-of-pocket costs (an average of \$389 per month); save time as they have a partner to maximize insurance; and eliminate the frustration that occurs when they receive surprise bills.
- For **assisted living communities**, analytics reports demonstrate the significant resident savings encouraging pharmacy adoption. This reduces the need to work with multiple pharmacies, decreases med pass errors and increases staff efficiency.
- **Skilled nursing facilities** decrease the number of non-covered drugs and generate savings that go straight to the bottom line, if these medications are normally charged to the community.

Importantly, for both **assisted living and skilled nursing**, IOP reduces the time community staff spends helping residents resolve medication billing questions.

## SAVE TIME AND MONEY

Call to learn more about GuardianShield and IOP at  
(623) 815.8965 - Phoenix or (520) 818.2883 - Tucson

