



ValidationInstitute

2022 Validation Report

Review for: ARC[®] Fertility

Validation Achieved: Level 1 - Savings

Valid through: August 2022

Company Profile

Category:	Specialty Fertility
Website:	arcfertility.com/employer
Public or Private:	Private
Year Established:	1997
CEO:	David Adamson
Company contact:	info@arcfertility.com



Description:

Advanced Reproductive Care, Inc. (ARC Fertility) is a mission-driven company focused on increasing access to quality fertility care by providing inclusive and comprehensive family-forming benefits. Since 1997, ARC has helped tens of thousands of people start their families through its highly vetted national provider network that delivers 25% of all US in vitro fertilization (IVF) cycles. ARC Fertility provides cost-effective, evidence-based treatment packages along with a robust digital platform and mobile app. This is integrated with personal Care Navigator service to deliver compassionate emotional support throughout every family-forming journey. ARC Fertility is different: the company was founded by a reproductive endocrinologist with decades of clinical, business, and leadership experience. The innovative benefit's flexibility meets each employer's unique benefit plan and affordability needs. ARC brings significant savings and ROI by reducing costs through discounts, care management, avoiding waste and overutilization, reduced maternity/NICU costs, and validated superior outcomes.

Claim Assertion for Validation

By reducing the frequency of twins and higher multiple births, ARC Fertility reduces employers' cost for offering fertility benefits.

Method / Calculation / Examples

ARC Fertility clinics' rate of twins and triplet pregnancies was calculated and compared to the national rates for all non-ARC clinics for the year 2018. The number of twin and triplet pregnancies that ARC clinics would have had, if their rate were the same as all non-ARC clinic rates, was also calculated.

The cost for single, twin, and triplet births was gathered from published literature. From this, the added cost of twin and triplet births was calculated. The costs were adjusted to reflect medical inflation.

Then, the number of twin and triplet births that ARC Fertility Clinics had avoided was multiplied by the added costs of those births. This represents savings to employer payers.

Findings & Validation

Table 1 shows ARC® Fertility Clinics’ actual rate of twin and triplet births, and the rate for all fertility clinics other than ARC® (non-ARC) in the United States (Society for Assisted Reproductive Technology, 2018). The number of births at the non-ARC Rate is how many sets of twins and triplets ARC® Fertility clinics would have had if they had performed at the same level as the non-ARC clinics.

	ARC Rate (% of live births)	non-ARC Rate	ARC Actual # of births	# of births at non-ARC Rate	Multiple births avoided
Twins	7.834%	9.122%	822	997.65	175.65
Triplets	0.136%	0.178%	13	18.54	5.54

Table 1 ARC and Market Twin and Triplet Rates

Table 2 shows the cost of single, twin, and triplet deliveries (Lemos, Zhang, Van Voorhis, & Hu, 2013), adjusting those costs to 2021 dollars (Official Data Foundation, 2022), and calculates the added cost of twin and triplets versus a singleton delivery.

	2010 Cost	Adjusted to 2021 \$US	Added cost of twins, triplets
Single delivery	\$21,458	\$29,018	
Twin delivery	\$104,831	\$141,763	\$112,745
Triplets + delivery	\$407,199	\$550,655	\$521,638

Table 2 Costs for Deliveries

Findings & Validation

Table 3 takes the avoided births and multiplies them by the added costs to calculate the total savings.

	Multiple births avoided	Added cost of each set of twins, triplets	Avoided Costs
Twins	175.65	\$112,745	\$19,803,713
Triplets	5.54	\$521,638	\$2,889,872
Total			\$22,693,585

Table 3 Avoided cost

By having fewer multiple births, ARC Fertility patients incurred lower costs for deliveries.

Limitations

The analysis does not address whether patients selecting ARC Fertility clinics' have a factor that contributes to the more favorable results.

Validation and Credibility Guarantee

ARC[®] Fertility's Infertility care achieved level 1 validation for Savings. Validation Institute is willing to provide up to a \$25,000 guarantee as part of their Credibility Guarantee Program. To learn more, visit <https://validationinstitute.com/credibility-guarantee/>.

Level 1 – Savings

Can reduce health care spending per case/participant or for the plan/purchaser overall.

Level 2 – Outcomes

Product/solution has measurably moved the needle on an outcome (risk, hba1c, events, employee retention, etc.) of importance.

Level 3 – Metrics

Credible sources and valid assumptions create a reasonable estimate of a program's impact.

Level 4 - Contractual Integrity

Vendor is willing to put a part of their fees "at risk" as a guarantee.



Validation Expiration: August 2022

CERTIFICATE OF VALIDATION

Applicant:

ARC® Fertility

20195 Stevens Creek Blvd #220
Cupertino, CA 95014

Product:

Infertility care

Claim:

By reducing the frequency of twins and higher multiple births, ARC Fertility reduces employers' cost for offering fertility benefits.

Validation Achieved:

Level 1 - Validated for Savings

Validation Award Date:

February 2022

Linda Riddell
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Validation Institute

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Chief Executive Officer
Validation Institute



About Validation Institute

Validation Institute is a professional community that advocates for organizations and approaches that deliver better health value - stronger health outcomes at lower cost. We connect, train, and certify health care purchasers, and we validate and connect providers delivering superior results. Founded in 2014, the mission of the organization has consistently been to help provide transparency to buyers of health care.