



SurgeryPlus Saves Brevard Public Schools over \$3 million.

Increases Access to High-Quality Care

Customer: Brevard Public Schools

Industry: Education

Location: Brevard, FL

Brevard Public Schools (BPS) is a public school district that serves the greater Brevard County, FL, area and is one of the largest employers in its community and, by extension, one of the county's largest healthcare payors.

The Problem

While BPS has long offered healthcare benefits through traditional healthcare providers, its previous program struggled to provide high quality care for employees experiencing low frequency, high-severity health events. Employees were bearing the brunt of large deductibles and hidden costs for knee surgeries or hip replacements on a regular basis.

"There's only so long that an employer can sit back and watch as medical spending outpaces inflation by three, four times every single year," Ryan Burke, Managing Director of Employer Direct Healthcare SurgeryPlus, said.

As BPS's population of students and teachers grew, healthcare costs grew with it. Rising costs withdrew essential funds from public school programs bringing value to the community. "The school district was managing a mass influx of people without the funds to support the new youth coming to the state," Burke recalls. BPS made it a priority to reallocate resources to keep up with the rapid growth in the most efficient manner.

Early last year, the Brevard School Board put that priority into action. After watching employees struggle to pay prohibitive deductibles for routine surgical care, the Board committed to making surgery free to BPS employees.



The Solution

In June 2021, BPS partnered with Employer Direct Healthcare's SurgeryPlus to solve the healthcare and budget challenges facing the school district. The results were immediate. "We've seen some amazing things in Brevard," Matt Susin, Brevard School Board member, said about the SurgeryPlus rollout. "The first thing we saw — can't lie to you — was \$500,000 of savings in the first six months of SurgeryPlus being available to our members. Do you know how many playgrounds that is?"

Cost Savings

The BPS SurgeryPlus Plan focused on reducing up-front costs for members and their enrolled dependents. “For any member who has a procedure through SurgeryPlus, their deductible and coinsurance are waived which is a significant savings,” Brooke Best, Senior Account Executive for Employer Direct Healthcare, said.

Convenience & Quality for Members

SurgeryPlus assists all members with finding the best and most qualified surgeon for their procedure through the SurgeryPlus network. Recognizing many members might not have experience finding a surgeon, our Care Advocates take the time to understand the members need’s and make recommendations based on best practice criteria. All SurgeryPlus surgeons undergo a rigorous vetting process which includes a pre-screening for basics like board certification, qualifications, and an interview process. Annually, SurgeryPlus surgeons are reviewed on basic criteria and the SurgeryPlus standards of excellence.

Personalized Care

SurgeryPlus employs a team of Care Advocates who communicate with members on a day-to-day basis. BPS, like all SurgeryPlus clients, has its own dedicated hub of Care Advocates who service the account. Members can be confident that their Care Advocate understands the account benefit coverage.

SurgeryPlus Care Advocates strive to give the member the best information and guidance when it comes to procedures. In some cases, surgery isn’t the right option and the Care Advocate can direct the member to alternate providers. Since BPS launched SurgeryPlus in June 2021, at least 73 BPS members have avoided unnecessary procedures.

When surgery is unavoidable, personalized and expedient care becomes even more important. Care Advocates support and assist the member with their surgical procedure needs to ensure a stress-free experience.

The Results

More Patients Using Higher-Quality Benefits:

Since the launch of the program, BPS has reported 1,365 calls from first-time members through the SurgeryPlus care system. SurgeryPlus’ team ensures its members are receiving the best care possible from the most qualified surgeons.

Hundreds of Thousands of Dollars in County Savings:

Brevard Public Schools has saved a total of \$3,089,148 to date benefitting programs like career and technical program internships, mentorships for teachers, new lifts for the BPS automotive program, and playgrounds.

Reduced Financial Burden for Teachers and Staff:

By waiving deductibles and coinsurance costs, SurgeryPlus and BPS have eased financial stressors in the teaching community, keeping people out of debt and putting essential community members back to work.

\$3,089,148

saved since Feb. 2023



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