

Calculated Savings for Medicaid Travel Office (MTO) FY11

| | # | July | # | August | # | September | # | October | # | November | # | December | # | January | # | February | # | March | # | April | # | May | # | June | YTD # | YTD Totals | |
|--|-------|-------------------|-------|-------------------|-------|-------------------|-------|-------------------|-------|-------------------|-------|-------------------|--------|-------------------|-------|-------------------|--------|-------------------|--------|-------------------|--------|-------------------|--------|-------------------|---------|---------------------|--|
| Reported savings: | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| AS contract negotiated savings | 2,350 | \$ 74,148 | 2,288 | \$ 70,028 | 2,144 | \$ 65,784 | 2,452 | \$ 76,008 | 2,293 | \$ 69,995 | 2,117 | \$ 63,645 | 2,489 | 73,981 | 2,255 | \$ 68,811 | 2,603 | \$ 83,322 | 2,713 | \$ 86,787 | 2,596 | \$ 83,450 | 2,720 | \$ 93,393 | 29,020 | \$ 909,352 | |
| Rural air carrier contracts | 5,477 | 146,937 | 6,180 | 177,345 | 6,137 | 174,100 | 6,309 | 181,084 | 6,550 | 192,872 | 6,116 | 165,203 | 6,452 | 175,637 | 6,477 | 177,444 | 7,050 | 195,806 | 6,596 | 185,229 | 6,652 | 190,250 | 6,483 | 255,607 | 76,479 | 2,217,513 | |
| Total Negotiated Savings | | 221,085 | | 247,373 | | 239,884 | | 257,092 | | 262,867 | | 228,848 | | 249,619 | | 246,254 | | 279,127 | | 272,015 | | 273,700 | | 349,000 | | 3,126,865 | |
| Managed Savings | 1,120 | 48,748 | 1,191 | 48,251 | 1,083 | 31,769 | 1,095 | 28,808 | 1,137 | 37,039 | 1,153 | 32,767 | 1,226 | 43,862 | 1,233 | 34,033 | 1,347 | 47,090 | 1,282 | 45,960 | 1,250 | 44,503 | 1,228 | 50,850 | 14,345 | 493,680 | |
| Savings per USTravel reports | | \$ 269,833 | | \$ 295,623 | | \$ 271,652 | | \$ 285,900 | | \$ 299,906 | | \$ 261,615 | | \$ 293,480 | | \$ 280,287 | | \$ 326,218 | | \$ 317,976 | | \$ 318,203 | | \$ 399,851 | | \$ 3,620,544 | |
| Avoided travel agent fees (see note 1) | | 33,333 | | 33,333 | | 33,333 | | 33,333 | | 33,333 | | 33,333 | | 33,333 | | 33,333 | | 33,333 | | 33,333 | | 33,333 | | 33,333 | | 400,000 | |
| Gross savings | | 303,166 | | 328,956 | | 304,986 | | 319,233 | | 333,240 | | 294,948 | | 326,814 | | 313,621 | | 359,551 | | 351,309 | | 351,537 | | 433,184 | | 4,020,544 | |
| Fees paid | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| USTravel | | 123,834 | | 134,765 | | 131,877 | | 138,255 | | 140,431 | | 127,854 | | 137,791 | | 136,656 | | 152,831 | | 155,305 | | 156,870 | | 151,657 | | 1,688,126 | |
| State | | 26,187 | | 28,721 | | 28,087 | | 28,440 | | 28,800 | | 26,203 | | 23,894 | | 23,589 | | 25,072 | | 25,781 | | 25,280 | | 23,536 | | 313,590 | |
| Total fees paid | 7,581 | 150,021 | 8,626 | 163,486 | 8,189 | 159,964 | 8,865 | 166,695 | 9,059 | 169,230 | 8,359 | 154,057 | 9,651 | 161,685 | 9,520 | 160,245 | 10,176 | 177,904 | 10,378 | 181,086 | 10,194 | 182,150 | 9,546 | 175,193 | 110,144 | 2,001,716 | |
| Net savings | | \$ 153,145 | | \$ 165,471 | | \$ 145,022 | | \$ 152,538 | | \$ 164,009 | | \$ 140,892 | | \$ 165,128 | | \$ 153,376 | | \$ 181,648 | | \$ 170,223 | | \$ 169,387 | | \$ 257,991 | | \$ 2,018,828 | |
| Total Spend | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Reported Savings / Total Spend | 8,947 | \$ 2,444,915 | 9,659 | \$ 2,458,759 | 9,364 | \$ 2,544,857 | 9,856 | \$ 2,659,893 | 9,980 | \$ 2,593,398 | 9,386 | \$ 2,250,703 | 10,167 | \$ 2,562,428 | 9,965 | \$ 2,354,876 | 11,000 | \$ 2,629,124 | 10,591 | \$ 2,401,479 | 10,498 | \$ 2,219,354 | 10,431 | \$ 2,866,990 | 119,844 | \$ 29,986,776 | |
| | | 6% | | 7% | | 6% | | 6% | | 6% | | 6% | | 6% | | 7% | | 7% | | 7% | | 8% | | 9% | | 7% | |

Note 1: The \$33,333 used is simply the estimate arrived at with Dwayne Peebles of \$400,000 straightlined across 12 months.