

EXCLUSIVE PROGRAM FOR GREATER  
MEMPHIS CHAMBER MEMBERS



## **WORKERS' COMPENSATION INSURANCE**

# **SALUS IN-HOUSE CLAIMS MANAGEMENT**

# Better care = lower cost



The philosophy behind Salus' industry-leading claims protocol is straightforward: the more efficient the delivery of high-quality healthcare, the better the results for everyone.

Decades of clinical experience prove that the biggest driver of positive outcomes is the timely delivery of appropriate treatment. Eliminating delays in reporting claims and providing care leads to overall better recovery. Expediting a return to work lowers indemnity payments, reduces productivity losses and improves employee morale.



Contact us today to learn more or get a quick quote!

\*LIMITED TIME OFFER. PLEASE CONTACT US FOR DETAILS.

**866-MEM-COMP**

[memphischamber.com/memphiscomp](http://memphischamber.com/memphiscomp)

## Engagement

The Salus Claims Protocol identifies potential roadblocks to the injured worker's recovery, while simultaneously engaging the worker, the employer, and care providers to expedite each step in the recovery process.

Salus partners with employers to encourage early reporting and to establish positive communication with the injured worker. Where permitted by state law, employers also direct injured workers to preferred providers versed in the Salus Claims Protocol.

## Return to work

The Salus Claims Protocol encourages returning injured workers to limited or full duty as soon as possible. This not only decreases productivity losses, it also lowers the likelihood of costly litigation and is proven to drive better claims outcomes.<sup>1</sup>

In order to minimize the adverse effects of an ongoing disability, Salus adjusters work closely with the employer, the injured worker and their healthcare provider to facilitate a prompt return to work plan based on medical condition, physical limitations, and economic and production requirements of the company.

## Results<sup>2</sup>

**20%** increase in claims closed in less than 3 months

**20%** decrease in paid losses at 18 months

**37%** decrease in days to close

**11%** decrease in ultimate losses

**59%** decrease in time to return to work

1. Rising Medical Solutions, 2016 Workers' Compensation Benchmarking Study (November 2016)

2. Perr & Knight, Analysis of Salus Impact on Occupational Injury Claims before and after implementing Salus Claims Protocol (October 2018)