

How Marathon Health used Garner DataPro to lower costs on top procedures by up to 50%.

Marathon Health is an independent primary care solution on a mission to improve the patient and provider experience. In order to improve the value of their specialist referrals, Marathon Health used Garner DataPro, accessing detailed cost and outcomes data for individual providers across 82+ medical specialties. This directed their members to the highest quality specialists. **Marathon clients used Garner DataPro to make over 10,000 referrals**, leading to significantly reduced cost of care across common procedure types.

Marathon's discovery: savings for top three procedures by volume

Procedure Type	Allowed Amount Marathon Supported	Allowed Amount No Referral Support	Savings with Marathon Referral Support
Colonoscopy	\$1,680	\$2,593	\$913
Standard Ultrasound	\$163	\$249	\$86
Standard X-ray	\$64	\$125	\$61

35-50% Savings range when Marathon Health steered referrals for the **top three procedure types**. The potential is even greater for specialty visit referrals.

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Human-centered navigation has long been a hallmark of our patient experience, and the Garner partnership puts cutting-edge quality and cost data in our navigators' hands for each and every referral.

JEFF WELLS, M.D.
CO-FOUNDER & CEO, MARATHON



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