

# Insights with Marybeth Gray

## How would you describe your job to someone who doesn't work in Benefits Consulting?

My job is to listen to our clients every day, learn more about who they are, what they want most in the world, and how we can help them. My team and I are passionate about improving benefits programs to yield higher outcomes, better quality of care for our members, and keep the costs sustainable. However, my kids you say I beat up insurance companies for a living!

## What's your favorite project you've worked on?

Hands down – understand what's driving costs by looking at the data and coming up with **new** ways to engage member in embracing better health through cutting-edge programs. An example is cancer care and developing Centers of Excellences for high quality care with leading-edge technology like immunotherapy and new treatment options. We can make a difference in people's lives.

## One trend you're most excited about:

Absolutely the breakthrough in medical advancements. We will see more change in healthcare in the next 5 years than we have in the last 50! Now that science has decoded the human genome, we are seeing more serious diseases that have plagued generations solved by gene editing. There are over 400 gene therapies in clinical trials and several on the market with more hitting in 2022 pending FDA approval. The therapies are millions of dollars per patient and are very troubling for employers on the cost side while we are hopeful they eradicate and cure disease we have been treating and paying for for decades. There has also been a lot of disruption in our space in terms of tech companies moving into the healthcare space with wearables and other devices aimed at helping patients monitor and manage chronic conditions. Exciting opportunities for employers to use some of these to reduce costs and improve outcomes with member engagement. We look at data on what's driving costs and deploy new solutions to solving the problems.



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