



#### Our choice

- Innovate with benefit design
- Improve transparency in pharmacy contracts
- Partner for better programs

#### Their choice

- Reduce benefits
- Shift to high deductible plans
- Lower the benefit package for new employees
- Shift more costs and responsibility to employees





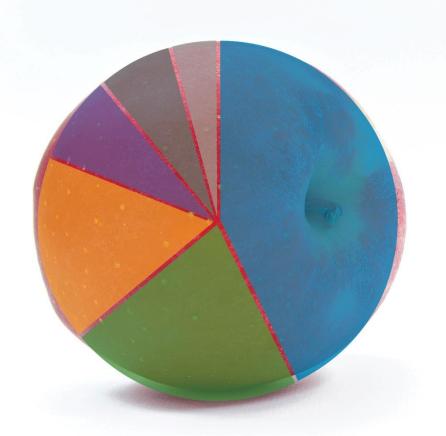
Increased productivity



Reduced absenteeism



Improved morale



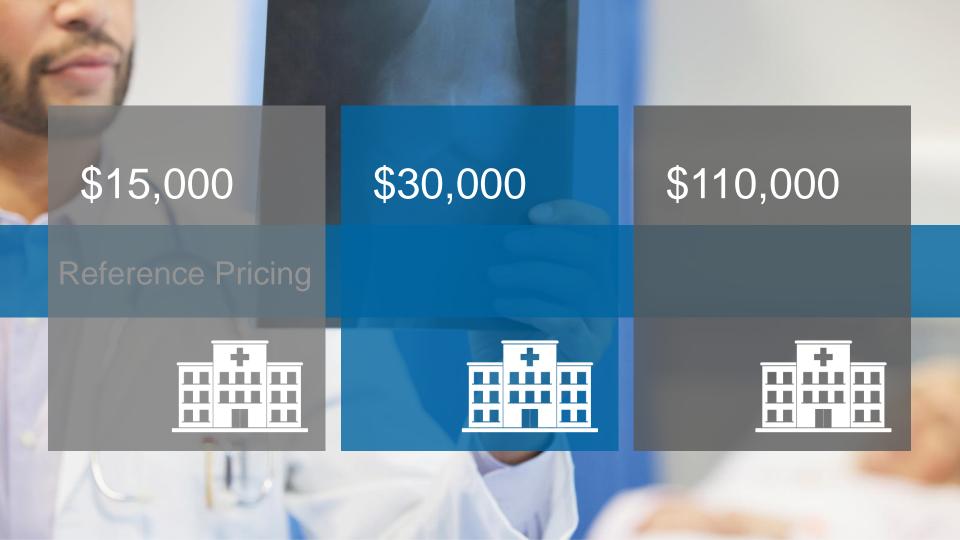
# Where our Health Care dollars go

Inpatient and Hospital
Outpatient Services 43%
Professional Services 21%
Pharmacy 17%
Lab and X-ray 8%
ER 7%
All Other

Innovation Results in Lower Costs







Hospital

Sites of Care



Ambulatory Surgery Center



Home







# \$16.1 million

Total savings

#### \$5.5 million

Joint replacement of the knee or hip Jan 2011-Dec 2012

#### \$1.3 million

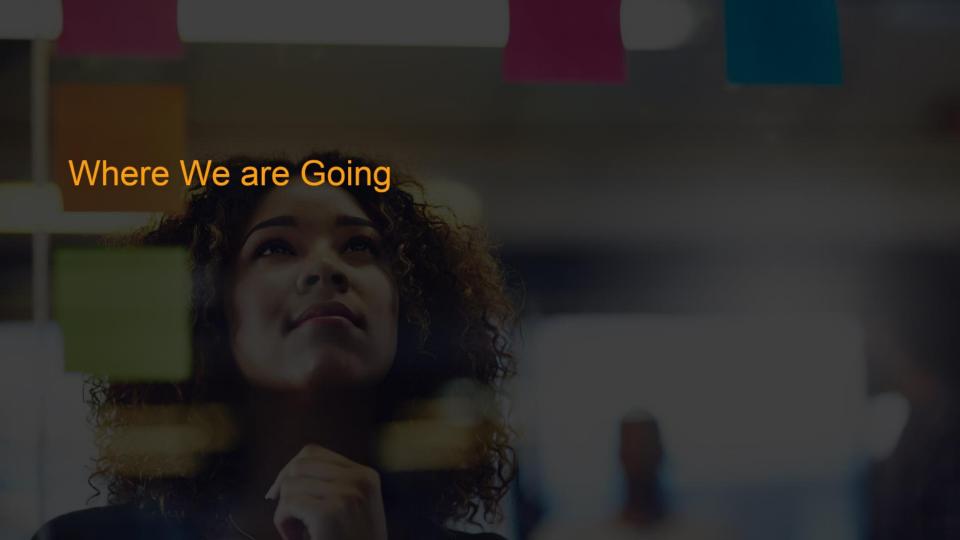
Cataract surgery in first two years

#### \$7 million

Colonoscopy in first two years

#### \$2.3 million

Knee or shoulder orthopedic procedures in first two years



## Value-Based Insurance Design





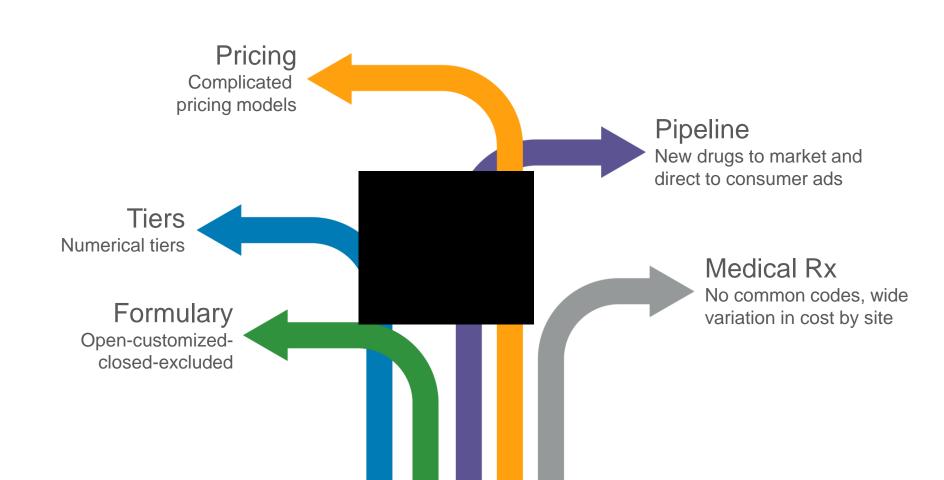
## Value and Affordability for Pharmaceuticals

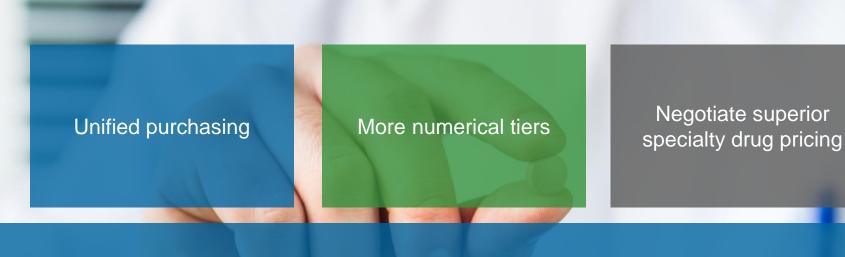
From 2011-2016 prescription drug costs increased

12.07%









# Ways to Make Prescription Drugs More Affordable

Educate prescribers on costs

Direct value-based contracting











