

POWERED BY:



Disease-Specific Baseline Reporting Williamson County

October 2, 2020

AGENDA

- A. Disease Specific Baseline Reporting
- B. High Cost Claims Review
- C. UHC Administrative Renewal for Plan Year 2021
- D. Virgin Pulse Proposal Overview and Implementation
Timeline
- E. Web-Based Enrollment System RFP



The background of the slide is a dark, textured wooden surface. On the left side, there is a portion of a tweed hat with a brown, white, and red pattern. A magnifying glass with a dark wooden handle and a circular lens is positioned diagonally across the center of the slide. The lens is focused on the text 'DELIVER'.

Objectives

CONNECT

*financial, clinical & strategic information
for a comprehensive customer view.*

DELIVER

*consistently and efficiently on all aspects
of analytics.*

INNOVATE

*new reports and insights leveraging
connected informatics.*

PROVIDE

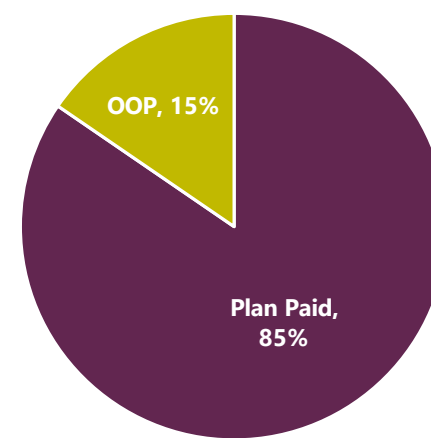
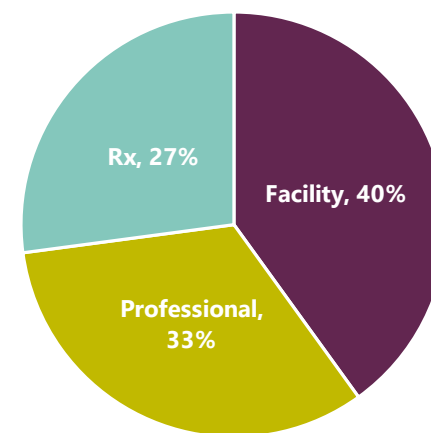
value driven decision making.



PLAN SUMMARY

2019

	2018	2019	% Change
Avg Employees	1,395	1,467	5%
Avg Members	3,163	3,302	4%
Member Avg Age	31	31	
Member % Male	49%	49%	
Facility Paid	\$5.7M	\$7.0M	23%
Professional Paid	\$5.9M	\$5.7M	-3%
Medical Paid	\$11.6M	\$12.7M	10%
Rx Paid	\$4.8M	\$4.7M	-2%
Total Paid	\$16.4M	\$17.4M	6%
Out of Pocket	\$3.3M	\$3.2M	-3%
Facility Paid PEPM	\$339	\$396	17%
Professional Paid PEPM	\$352	\$325	-8%
Medical Paid PEPM	\$691	\$721	4%
Rx Paid PEPM	\$287	\$268	-6%
Total Paid PEPM	\$978	\$989	1%
Out of Pocket PEPM	\$196	\$180	-8%



Paid Jan-Dec 2018, Jan-Dec 2019

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Next Generation Analysis



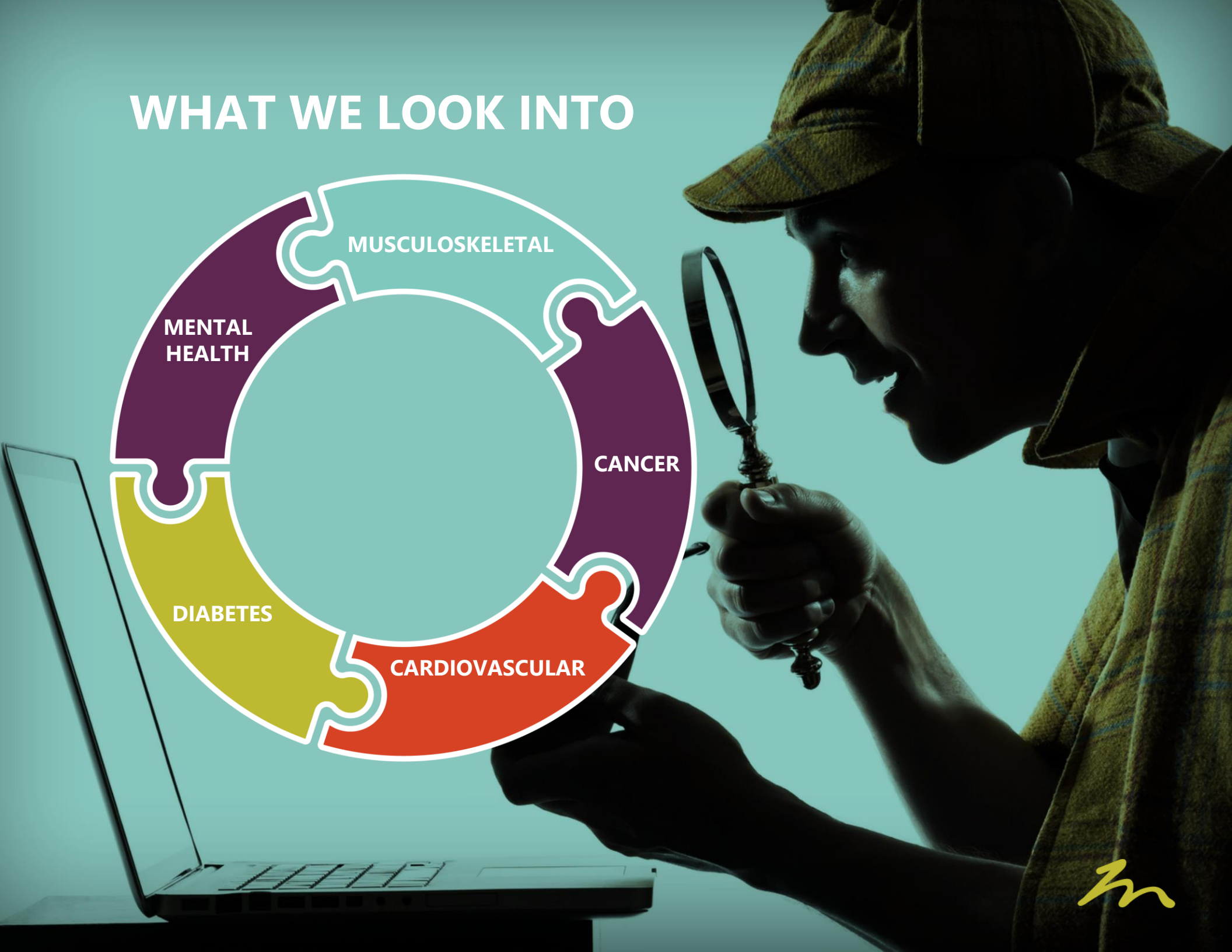
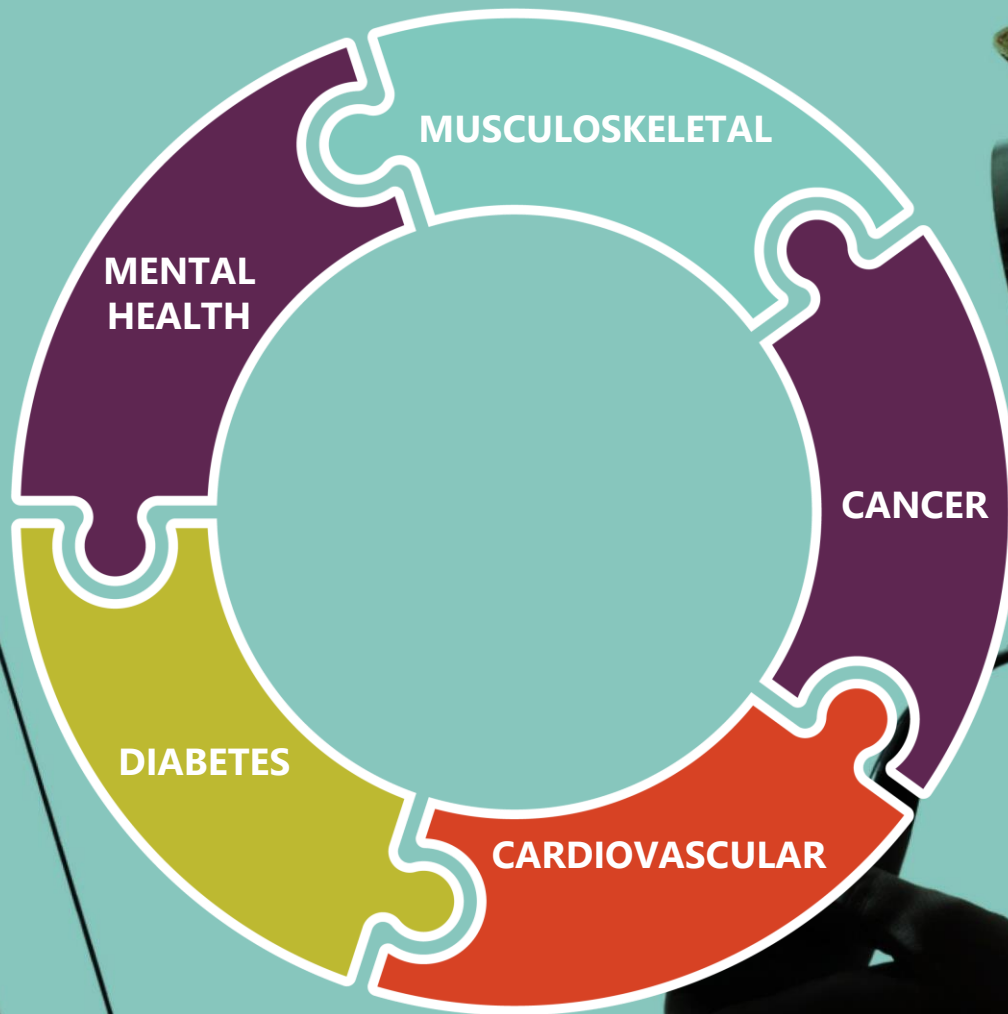
Disease-Specific Baseline Reporting

Episodes of care with a start date from January – December 2019

Includes complete episodes of care only

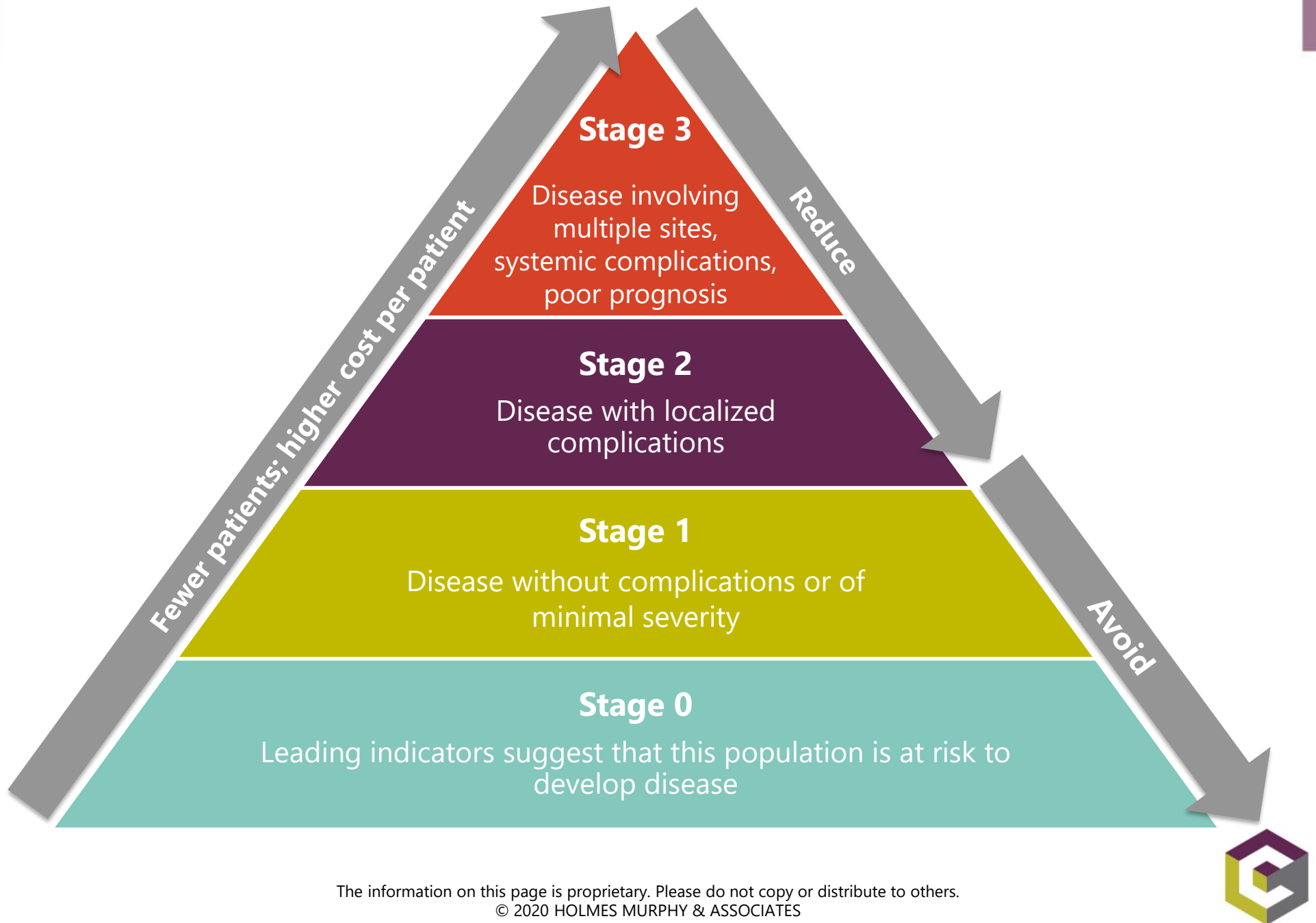
Children under age 18 and retirees (if applicable) are excluded

WHAT WE LOOK INTO



zn

DISEASE STAGES



DISEASE-SPECIFIC FOCUS

CANCER
CARDIOVASCULAR
DIABETES
MUSCULOSKELETAL
MENTAL HEALTH



246
Patients

\$1.4M
Direct Cost Medical

\$441K
Direct Cost Rx

\$7,660
Direct Cost PPPY

\$2.4M
Indirect Cost



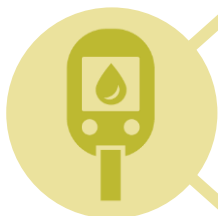
465
Patients

\$1.0M
Direct Cost Medical

\$180K
Direct Cost Rx

\$2,615
Direct Cost PPPY

\$4.1M
Indirect Cost



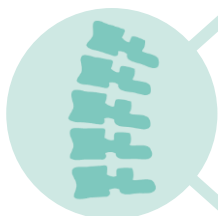
186
Patients

\$194K
Direct Cost Medical

\$988K
Direct Cost Rx

\$6,354
Direct Cost PPPY

\$2.4M
Indirect Cost



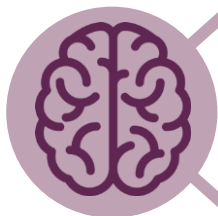
743
Patients

\$1.5M
Direct Cost Medical

\$498K
Direct Cost Rx

\$2,649
Direct Cost PPPY

\$5.2M
Indirect Cost



285
Patients

\$183K
Direct Cost Medical






\$76K
Direct Cost Rx

\$909
Direct Cost PPPY

\$2.2M
Indirect Cost



DISEASE-SPECIFIC BENCHMARKING

		PREVALENCE	BENCHMARK*	DIRECT COST PPY	BENCHMARK*
CANCER		10%	10%	\$7,660	\$6,983
CARDIOVASCULAR		20%	18%	\$2,615	\$3,009
DIABETES		8%	6%	\$6,354	\$4,649
MUSCULOSKELETAL		31%	30%	\$2,649	\$2,783
MENTAL HEALTH		12%	9%	\$909	\$1,183

*Holmes Murphy & Associates Book of Business
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DISEASE-SPECIFIC YEAR OVER YEAR

2018

2019



12%

Prevalence

\$9,718

Direct Cost PPPY

10%

Prevalence

\$7,660

Direct Cost PPPY

99% of episodes are complete



22%

Prevalence

\$2,852

Direct Cost PPPY

20%

Prevalence

\$2,615

Direct Cost PPPY

99% of episodes are complete



8%

Prevalence

\$6,560

Direct Cost PPPY

8%

Prevalence

\$6,354

Direct Cost PPPY

99% of episodes are complete



32%

Prevalence

\$3,288

Direct Cost PPPY

31%

Prevalence

\$2,649

Direct Cost PPPY

96% of episodes are complete



14%

Prevalence

\$1,611

Direct Cost PPPY

12%

Prevalence








\$909

Direct Cost PPPY

76% of episodes are complete



HOW DISEASES ARE CONNECTED

	PATIENTS	DIRECT COST PPPY	DIRECT COST
	465	\$2,615	\$1.2M
	186	\$6,354	\$1.2M
	743	\$2,649	\$2.0M
	70	\$10,225	\$716K
	185	\$6,604	\$1.2M
	67	\$8,932	\$598K
	33	\$12,021	\$397K



HOW MENTAL HEALTH IS CONNECTED



246
Patients
\$7,660
Direct Cost PPPY



465
Patients
\$2,615
Direct Cost PPPY



186
Patients
\$6,354
Direct Cost PPPY



743
Patients
\$2,649
Direct Cost PPPY



285
Patients
\$909
Direct Cost PPPY



30
Patients
\$10,645
Direct Cost PPPY



52
Patients
\$6,661
Direct Cost PPPY



Patients with a mental health episode + another condition

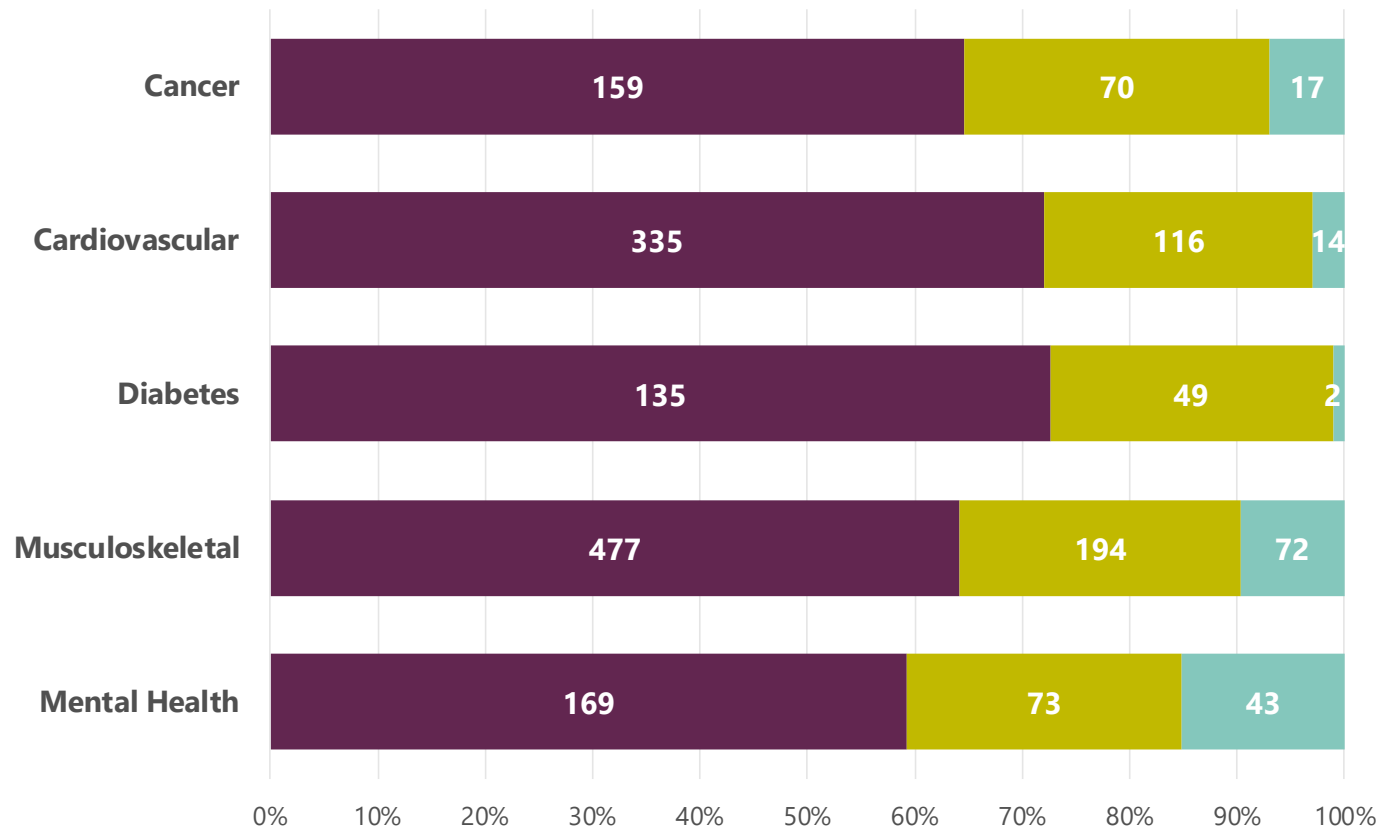
110
Patients
\$4,667
Direct Cost PPPY



10
Patients
\$6,886
Direct Cost PPPY



DISEASE-SPECIFIC FOCUS BY RELATIONSHIP



EMPLOYEE

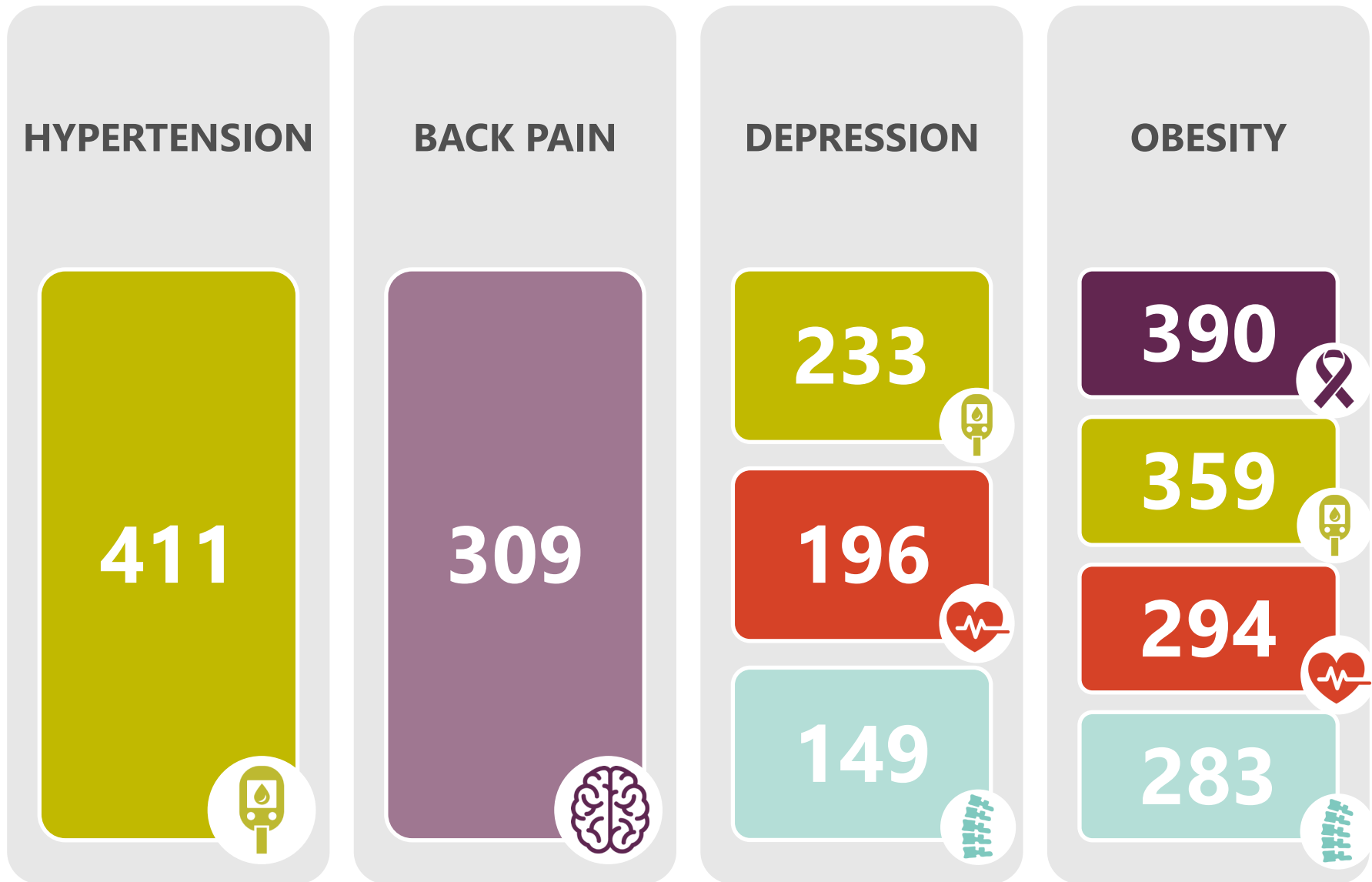
SPOUSE

DEPENDENT (18+)

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LEADING INDICATORS STAGE 0



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DISEASE SUMMARY

CANCER
CARDIOVASCULAR
DIABETES
MUSCULOSKELETAL
MENTAL HEALTH



High Cost Claims driving overall cost
Large number of Impactable Cancers
Above Benchmark in Cancer Screenings
Continue Focus on Targeted Age & Gender Screenings



Stage 0 & 1 Above Benchmark
Hypertension impacting multiple stages & other diseases
Focus on Leading Indicators to Avoid Disease - Implement MetS Program
Consider Hypertension Management Program in future



Above Benchmark in Cost Per Patient Per Year
Largest population at risk for developing disease
Type 2 Diabetes with Vascular Disease most common diagnosis
Consider Diabetes Management in future



Highest number of patients in Stage 1
Joint Disorders & Low Back Pain most common diagnosis
Back Pain impacting Mental Health
Consider Physical Therapy Program in future (Virtual or In Person)



Showing Year over Year Improvement in reducing severity of disease
Depression impacting multiple stages & other diseases
Anxiety and Depression is most common diagnosis
Focus on programs for Stress Management



POTENTIAL STRATEGIES SUMMARY

Disease-Specific Focus	Best Practice	Desired Behaviors	Engagement Offer → Incentivize → Require	Solutions
	Wellness Portal	Personalized Action Plans to Avoid & Reduce Disease	Incentivize Activities	Rally VirginPulse
	Metabolic Syndrome Program	Healthy Weight In Range Lab Values	Offer program	Naturally Slim Blue Mesa
	Stress Management Program	Resiliency Anxiety Reduction Depression Reduction	Offer program	Joyages with Talkspace
	Hypertension & Diabetes Management Program	Medication Management & Reversal of Disease	Offer program	Livongo OneDrop
	Physical Therapy	Increase Movement & Flexibility Pain Reduction	Offer program	HingeHealth Airrosti



NEXT STEPS

For the greatest impact within your employee population:

Launch Wellness Portal

Hub of Information to focus on both
Avoiding & Reducing Disease

Implement MetS Program

Obesity & Hypertension are Leading
Indicators and diagnoses for Multiple
Diseases

Implement Diabetes Management Program

Pharmacy Spend and Cost above
benchmark



DIABETES

Don't Sugar Coat It



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DIABETES OVERVIEW

DIABETES MELLITUS (DM)

Type 1: Not limited to being a childhood disease; body does not produce insulin

Type 2: Most common; body does not respond to or make enough insulin

Approximately 45% of US adults have Prediabetes or Diabetes

BENCHMARK*

WILCO: 8%

HMA: 6%

**Patients in Stage 0
#1 of 5 diseases**

1,149

**Direct/Indirect PPPY
#1 of 5 diseases**

\$19,148

IMPACTABLE

Type 2

DIFFICULT TO IMPACT

Type 1



DIABETES STAGES

3

3

Patients

\$93,007

Direct Cost

\$31,002

Direct Cost PPPY

2

97

Patients

\$790,218

Direct Cost

\$8,147

Direct Cost PPPY

1

87

Patients

\$298,675

Direct Cost

\$3,433

Direct Cost PPPY

0

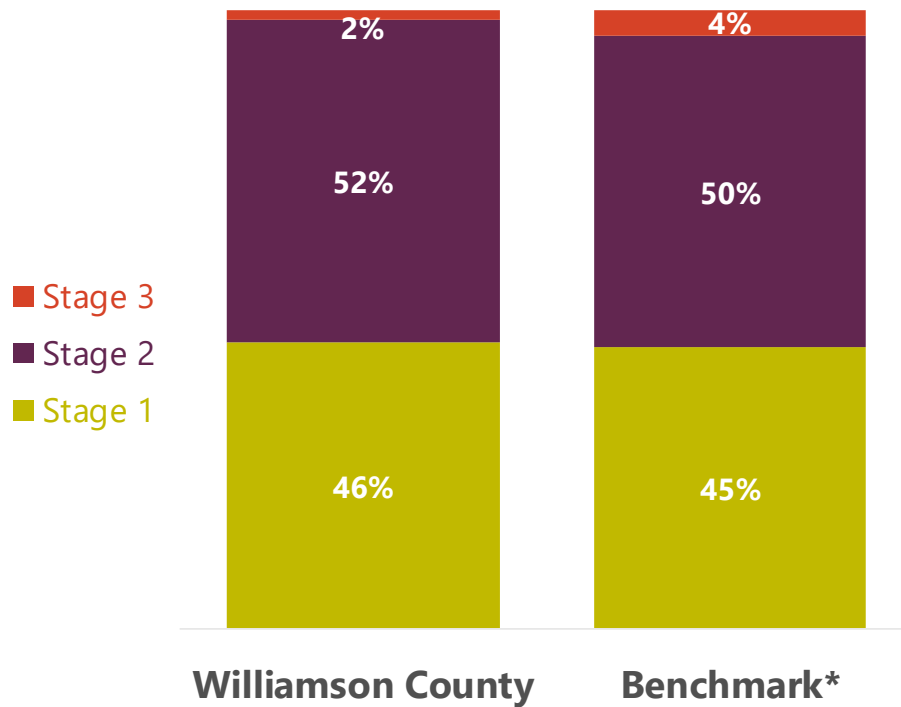
1,149

Patients

Direct Cost not applicable



DIABETES STAGES BENCHMARKING



Patients in Stage 0 :
Patients in Stages 1-3

Williamson County 6.2 : 1.0

Benchmark* 6.2 : 1.0



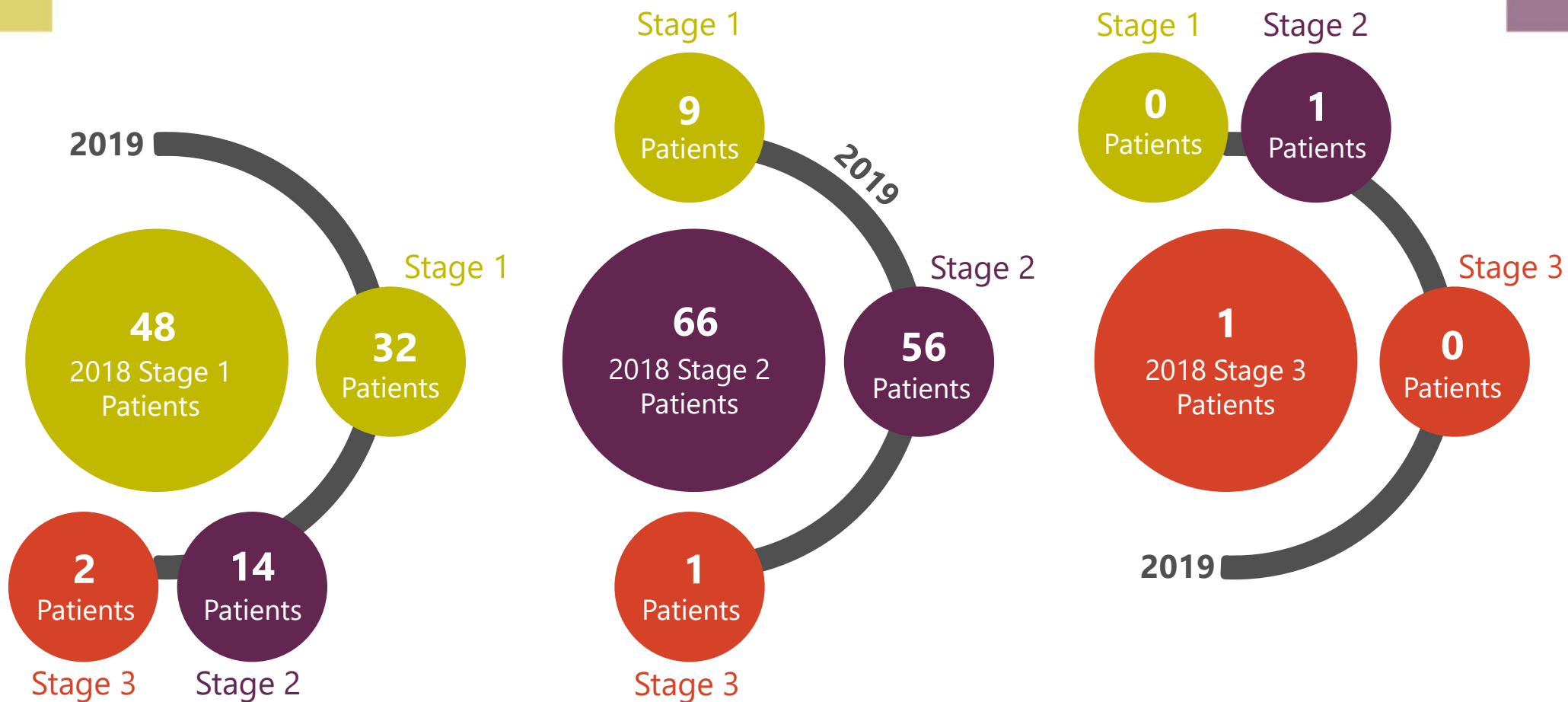
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DIABETES STAGES

YEAR OVER YEAR CHANGE

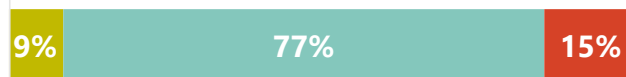
Cohort of patients with a Diabetes episode in 2018 & 2019



Benchmark*



Williamson County



Improved
No Change
Worsened

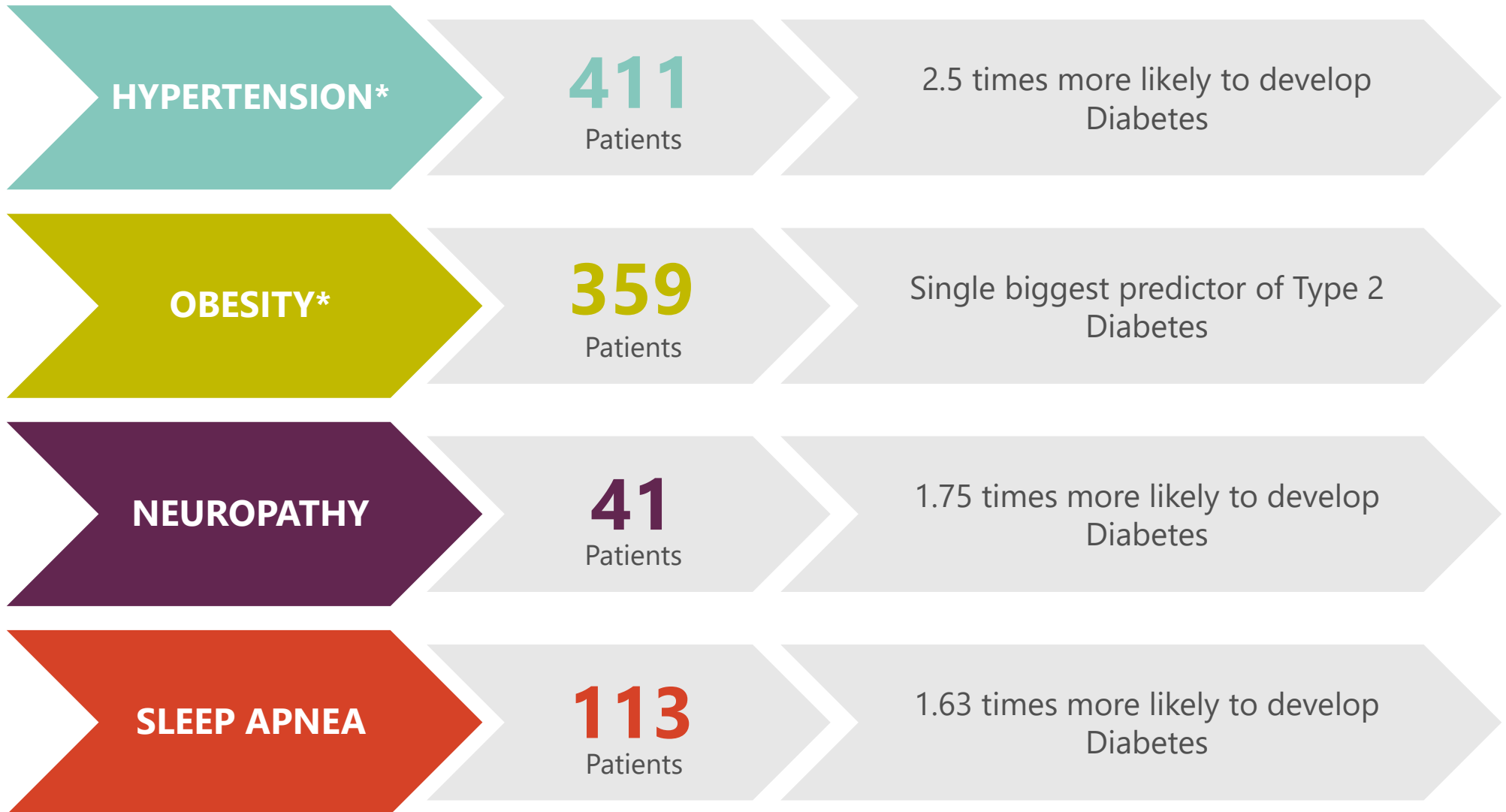
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DIABETES STAGE 0



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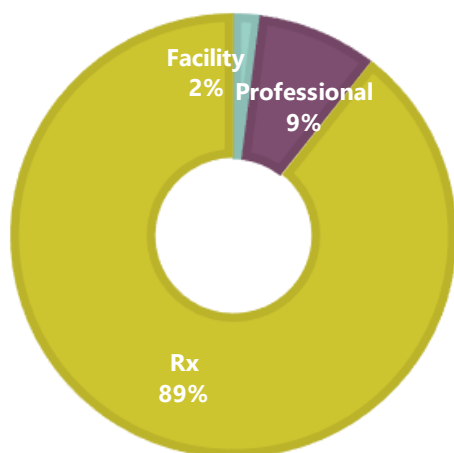
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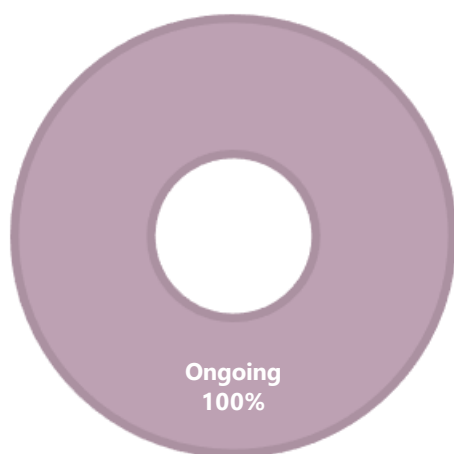
DIABETES STAGE 1

% of Cost



Top Episodes by Total Cost	Total Cost	Patients
Symptomatic DM Type 2	\$135,210	14
Asymptomatic DM Type 2	\$96,864	34
Symptomatic DM Type 1	\$26,906	3
DM Type 1	\$19,218	2
Impaired glucose tolerance	\$17,698	19

% of Episodes



Top Episodes by Patients	Total Cost	Patients
Asymptomatic DM Type 2	\$96,864	34
Impaired glucose tolerance	\$17,698	19
Impaired fasting glucose	\$2,780	15
Symptomatic DM Type 2	\$135,210	14
Symptomatic DM Type 1	\$26,906	3



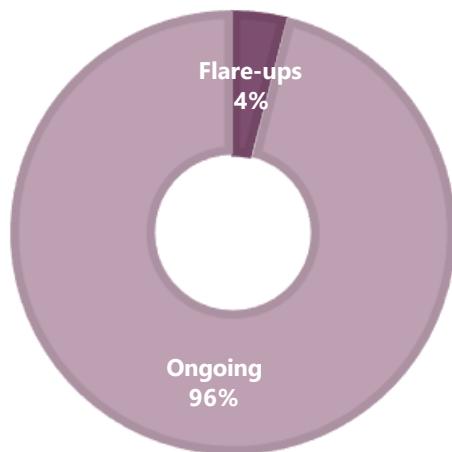
DIABETES STAGES 2 & 3

% of Cost



Top Episodes by Total Cost	Total Cost	Patients
DM Type 2 with vascular disease	\$671,718	89
DM with sepsis	\$70,145	2
DM Type 1 with retinopathy	\$61,962	3

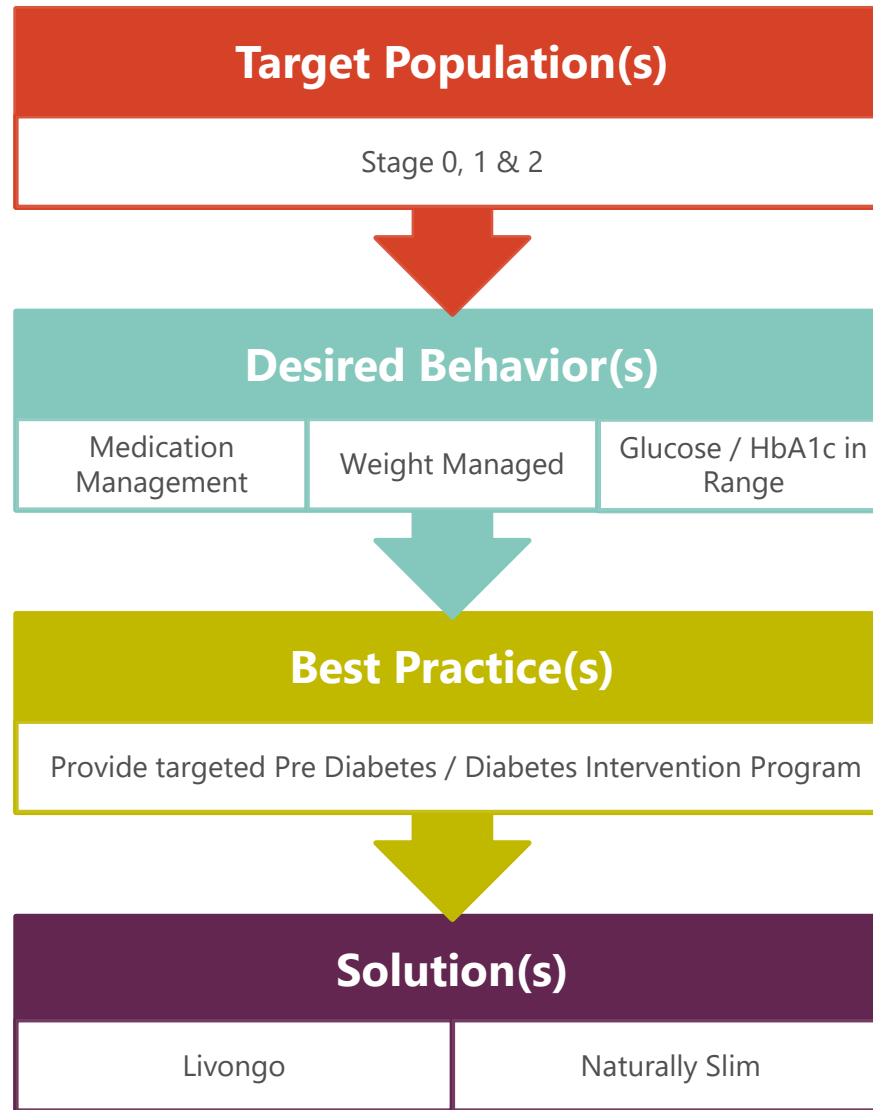
% of Episodes



Top Episodes by Patients	Total Cost	Patients
DM Type 2 with vascular disease	\$671,718	89
DM Type 1 with retinopathy	\$61,962	3
DM with sepsis	\$70,145	2



POTENTIAL STRATEGIES



Appendix



HIGH COST CLAIMS REVIEW



High Dollar Claim Diagnosis Report

Customer: Williamson County

Renewal: 1/1/2021

Note: This Large Loss Report is to only be released after Contracts has received all signed documentation.

Claimant 1 Paid Amount: \$ 1,045,715.78 Status: Ongoing Diagnosis: Mega Colon, Fistulas	Claimant 2 Paid Amount: \$ 808,335.07 Status: Closed Diagnosis: Expired
Claimant 3 Paid Amount: \$ 749,815.13 Status: Ongoing Diagnosis: Castleman's Disease	Claimant 4 Paid Amount: \$ 363,219.90 Status: Closed Diagnosis: Expired
Claimant 5 Paid Amount: \$ 354,238.20 Status: Ongoing Diagnosis: Chronic Lymphocytic Leukemia	Claimant 6 Paid Amount: \$ 347,416.62 Status: Ongoing Diagnosis: Acute Myeloblastic Leukemia
Claimant 7 Paid Amount: \$ 347,278.13 Status: Closed Diagnosis: Termed	Claimant 8 Paid Amount: \$ 280,084.47 Status: Ongoing Diagnosis: Multiple Myeloma



UHC ADMINISTRATIVE RENEWAL

2021 Renewal Terms

1. Individual Stop Loss +8%, Aggregate Stop Loss -8.8%,
Overall Stop Loss Increase: +4.4%
2. Medical Administrative Fee: +1.1%
3. Dental Administrative Fee: +0%
4. Vision Premiums: +0%
5. Flexible Spending Account Fee: +0%



VIRGIN PULSE PROPOSAL

Discuss Proposal (see supporting documents)

1. Overview
2. Pricing
3. Timeline



WEB-BASED ENROLLMENT SYSTEM RFP

Discuss RFP (see supporting documents)

1. Overview
2. RFP elements
3. Discus Timeline

