

2019

BHCG
ANNUAL MEETING

GAME ON

Today's Agenda

8:00-8:30	Registration/Breakfast
8:30-8:35	Welcome
8:35-8:50	BHCG Year in Review
8:50-9:00	Leading Change, Creating Value Award
9:00-9:30	BHCG Strategic Plan
9:30-9:40	Networking & Exhibit Break
9:40-9:50	Measuring Our Success - By the Numbers
9:50-10:20	Advisory Panel: UnitedHealthcare Premium® Designation/Tier 1 Programs
10:20-10:50	Advisory Panel: Navitus Health Solutions
10:50-11:00	Recognition, Drawing & Closing Remarks

Sponsors/Exhibitors





Year in Review: Continuing Results and Emerging Solutions



UnitedHealthcare: Medical Administrator Partnership

- Three-year extension signed in 2018 (through 2021)
 - Preferred pricing, credits and performance guarantees
 - Vendor management and administrative oversight
 - Exclusive access to innovative programs and solutions
- BHCG-dedicated/enhanced customer service and designated clinical team
 - Regionally based, single point of contact



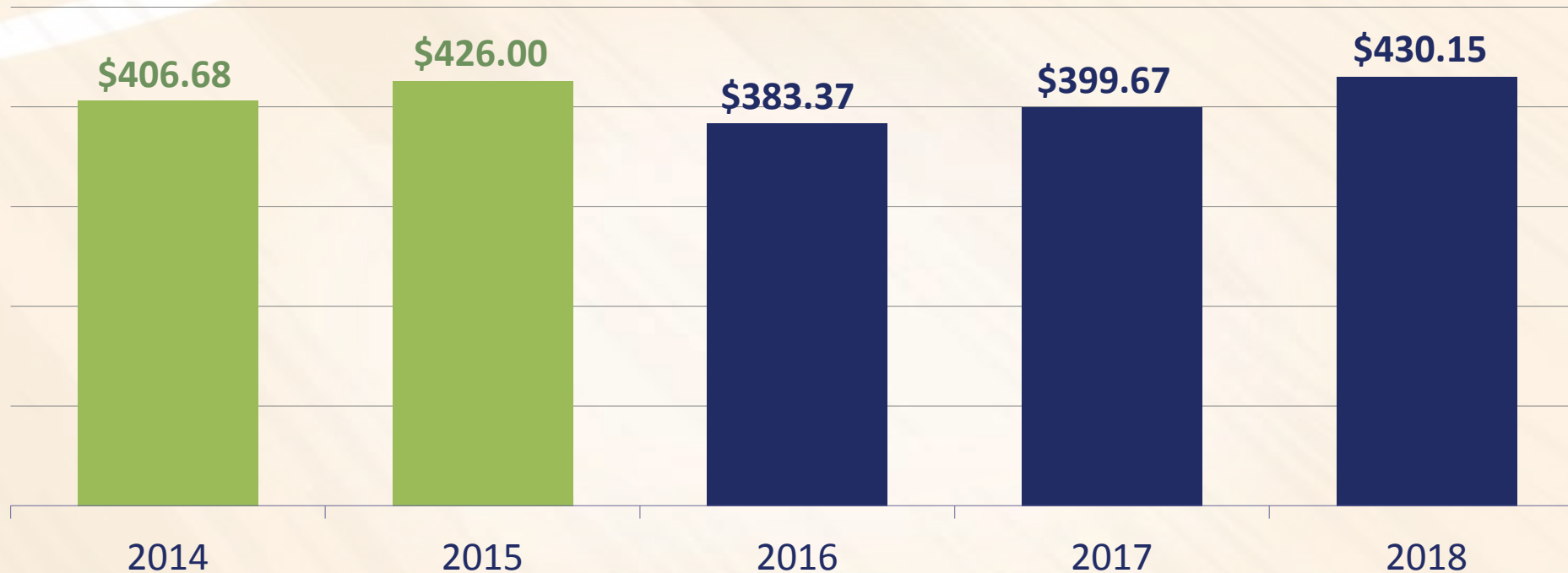
UnitedHealthcare: Promoting High Value Providers

- Helping employers identify high value providers to
 - Impact health care costs
 - Improve health and outcomes
- UnitedHealth Premium® designation program
 - Identify quality, cost-effective physicians
 - Supports BHCG-exclusive benefit tiering opportunity

BHCG Member Company Impact	
Premium Utilization Tiered: 43.6% vs. Premium Utilization Non-Tiered: 36.2%	Every 1% increase in Premium Utilization = \$610,059 in reduced costs for all of BHCG

Business Health Care Group – Historical Results

Allowed PMPM Comparison



2018 is estimated based on existing BHCG customers' Covered claims incurred and paid through December 2018 with estimated completion, based on BHCG's historical completion.

UnitedHealthcare
Effective 1/1/2016

Emerging Issue: ERISA Compliance – What Does It Mean to Be a Fiduciary?

ERISA requires fiduciaries to discharge their duties with respect to employee benefit plans:

- Solely in the interest of plan participants and their beneficiaries;
- For the exclusive purpose of providing plan benefits, or for defraying reasonable expenses of plan administration;
- With the care, skill, prudence and diligence that a prudent person in similar circumstances would use;
- Greater participant cost-sharing in contemporary plan designs increases focus on employer decisions, especially regarding:
 - Vendors;
 - Rx program operations



Navitus Health Solutions

- Transformative pharmacy benefit management aligned with employer needs
 - 100% pass-through of all rebates and revenue
 - Lowest net cost in the industry
- Available to BHCG member employers
 - Stand alone memberships locally & nationally
- Preferred pricing/performance guarantees
 - Optional services included as standard
 - Data sharing



Navitus Health Solutions: Industry-Leading PMPM

5-Year Cumulative Impact

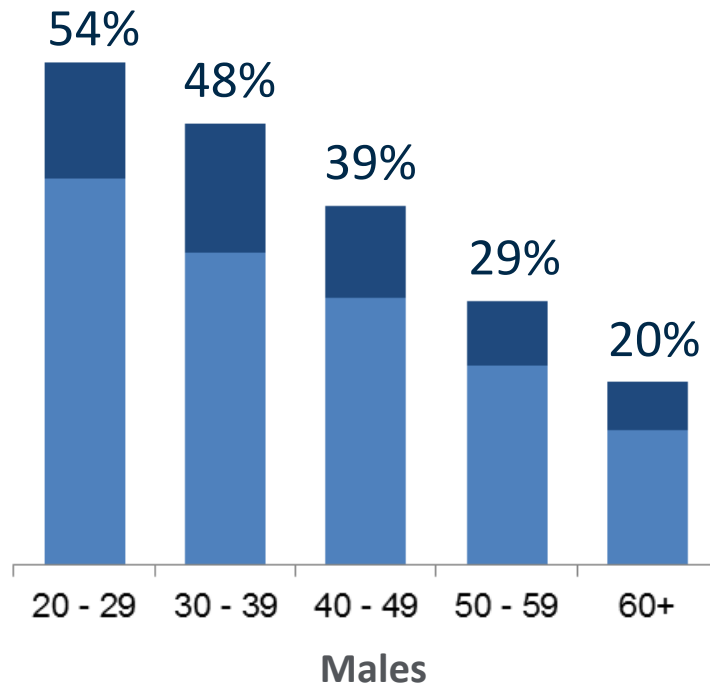




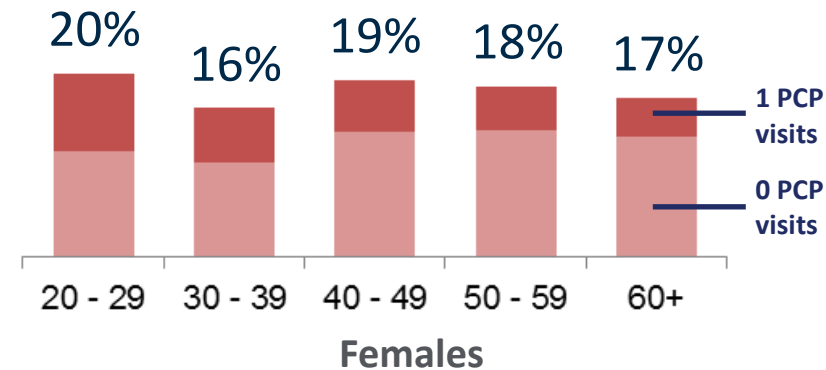
Consumer Engagement Support



Business Health Care Group – Medically Homeless in Eastern Wisconsin



Continuously Enrolled Adults (4/16 – 3/18)
Percent with 0-1 PCP visits, with no wellness visits



Males over age 40,
30% of them had
0 or only 1 PCP visit

* Adults = Subscribers + Spouse. Excludes dependents.

** PCP visits: Office visits where the provider specialty is Family Medicine, Internal Medicine, Pediatrics, Ob/Gyn, Nurse Practitioner, or Physician Assistants. Excludes office visits with \$0 eligible spend. Excludes members with wellness visits from other physician specialties (ex. Endocrinology)

Consumer Engagement Support: Engagement Solutions Campaigns

- Multi-media marketing and communication strategies
 - Premium designation/tiering communications to drive utilization to high value providers
 - Video, print, electronic media, microsite
 - Change management toolkit to transform employees into active consumers
 - Coming in 2019
 - Medically homeless campaign to encourage PCP relationships
 - Pharmacy benefits change management campaign (Navitus)



Consumer Engagement Support: Workplace Opioid Awareness/Prevention Communication Toolkit

- BHCG members
 - Downloadable and customizable
- Multi-media materials, including
 - worksite posters
 - table tents
 - PPT modules
 - window clings
 - online graphics
- Community-at-large worksite posters for employers





What's Ahead? Strategic Planning



Quantum Health: Consumer Health Care Advocacy

- Care and medical management
- Advocacy and customer service
 - Members and providers
- BHCG preferred rate and dedicated services



Physician Data Study: Identifying the Best Providers



- Studying the quality and cost effectiveness of eastern WI physicians
- GNS Healthcare uses AI learning processes
- Coordination with health systems
- Spring Learning Event





Strengthening
Our Voice



2018 & 2019

New BHCG Member Employers

2018

- Associated Banc-Corp.
- Goodwill Industries of North Central Wisconsin, Inc.
- Goodwill Industries of Southeastern Wisconsin, Inc.
- Kohler Co., Inc.
- Reinhart Boerner Van Deuren S.C.
- Sendik's Food Markets

2019

- Creative Technologies LP
- NPS Corporation



2019

New BHCG Pharmacy Member Employers

2019

- Baird
- City of Kenosha
- Masters Gallery Foods
- Paragon Development Systems
- Sargento Foods



Supporting Community Health



Offering free BHCG membership to all Federally Qualified Health Centers in eastern Wisconsin



Did You Know?



- All BHCN-related services and products are optional
- BHCN's service area: 22 counties in eastern WI
- Membership exceeds 200,000 covered lives



Join Us!

- A growing portfolio of employer solutions
- Significant support from member employers
- Active involvement of employer representatives drives BHCG success
- Community initiative





Leading Change,
Creating Value
Award



Leading Change, Creating Value Award

Congratulations to:



Accepting the award:

Cindy Kazan,

Vice President, Advancement