



A CELEBRATION

OF LEADING CHANGE, CREATING VALUE

Today's Agenda

- **Welcome, Retrospective & Our Bright Future**
 - *Jeff Kluever, BHCG Executive Director*
- **The Art of the Possible: Driving Change**
 - *Ashok Subramanian, Founder & CEO, Centivo*
- **Value Creation: The Key Role of Primary Care Panel**
- **Views from a National Leader Driving Change: Observations, Reactions and Recommendations**
 - *Keynote Address: Wendell Potter*
- **Paul Purcell Leading Change Creating Value Award**
 - *Presenter: Dianne Kiehl, BHCG Executive Director Emeritus*
- **Wrap-Up and Thank you**
 - *Jeff Kluever*
- **Cocktail Reception**

BHCG Founders

- Don Davis, Jr.
 - Chairman, *President & CEO* of Rockwell Automation
- Mary Jane Hall
 - *Senior Vice President*, Human Resources, Rockwell Automation



Driving Success of BHCG

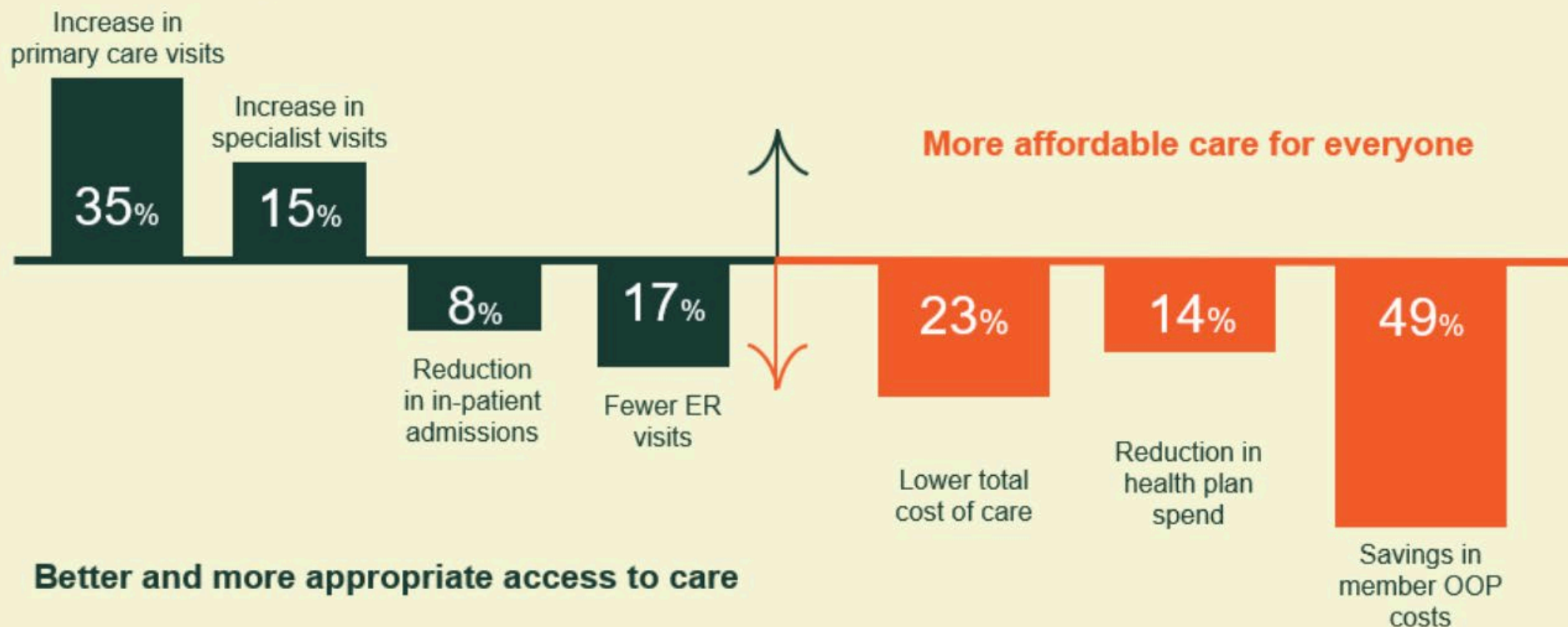
- C-Suite Champions
 - Paul Purcell
 - Steven Smith
 - Keith Nosbusch
 - Todd Teske
- Dianne Kiehl, BHCG *Executive Director Emeritus*
- Health systems & provider groups
- Past Executive Steering Committee members
- Current Executive Steering Committee members
- Jennifer LaMere, crucial staff member
- Other significant contributors

Collaboration Driving Success

- Health systems & provider groups
- Best in class strategic partners
 - Navitus Health Solutions
 - Quantum Health
 - Artemis By Nomi Health
 - Aitia
 - Teladoc
 - Centivo

BHCG-Centivo Results Are In...

And the impact is substantial



BHCG-Centivo Successes

- Membership growth
 - **18% growth** in covered lives (from 1/1/23 to 1/1/24)
 - **Significant growth** expected for '24-'25
- WI provider network expansion

THE POWER OF PARTNERSHIP.
HEALTH CARE REIMAGINED.



CENTIVO.

Change is Possible 2003-2023

- **COLLABORATION/EDUCATION/SUPPORT**



- **RESPONSIBLE CORPORATE CITIZENSHIP/COMMUNITY**



- **INCREASING HEALTH CARE VALUE**



Change is Possible 2003-2023

- **CONSUMER ENGAGEMENT**



- **EMPLOYER SOLUTIONS**



- **DATA-DRIVEN STRATEGIES**





At Centivo, we are committed to restoring healthcare affordability for American businesses and the workers who make them run—offering a proven alternative to traditional insurance carriers for self-funded employers.



A solution for Wisconsin employers

This isn't our solution, it's YOUR solution.

CENTIVO.



**A High-Performance
Network Solution**

Centivo, a unique high-performance health plan, offers primary care-centered network solutions in the WI market.

Power of partnership

Built with the providers in your community

High-Performance Network, ~14,000 doctors and growing



+ Traditional Network options

Proven success in the Wisconsin market

In <2 years since launch – 35 employers and growing...



American Roller Company
INCLUDING PLASMA COATINGS & CREW



BOUCHER AUTO GROUP



KEWAUNEE COUNTY
WISCONSIN

KOHL'S

KOHLER



Northwestern Mutual



QUICKCABLE



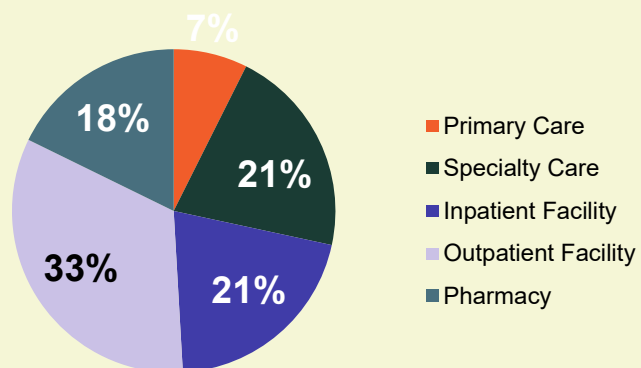
Rockwell
Automation



Changing care consumption – 2X increase in primary care

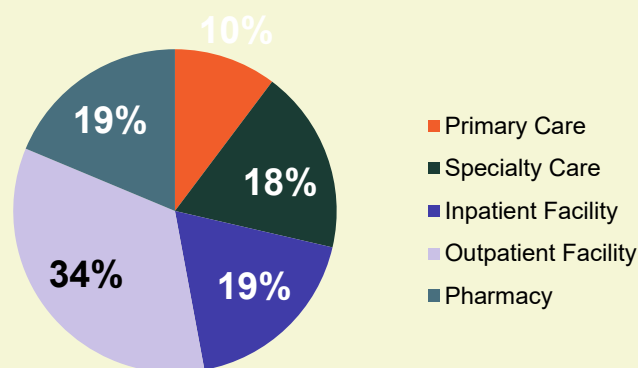
Traditional

PMPM spend by service category



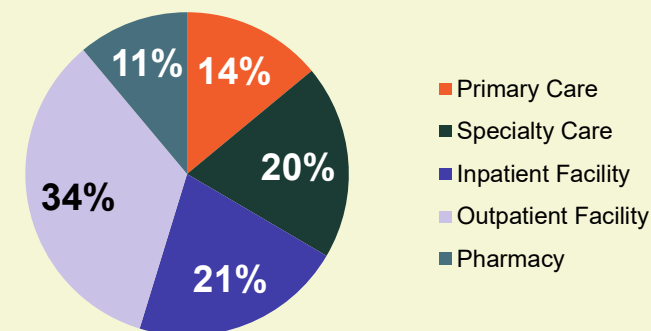
Centivo Partnership Plan

PMPM spend by service category



Top Performer*

PMPM spend by service category



* Plan sponsor with 6,000 Centivo lives; Risk score 0.99

Claims distribution changes include substantial increase in Primary Care spend as % of total

True savings for employers and employees

Success to date

	Benchmark	Centivo	vs. Bench
PMPM Employer Paid Amount	\$418	\$360	-14%
Average Annual Member OOP Cost	\$700	\$554	-21%

Case Study

Going beyond traditional cost shifting strategies



We wish we would have had Centivo earlier because it **would have taken the work out of putting together our own program, and it's taken it to the next level.**

Background

- Manufacturing company
- 8 locations and 200+ employees
- Implemented program with broker to incentivize employees for using high-quality, low-cost care; was looking for more sustainable way to administer on a larger scale

Offering

- Centivo administered all plans: High Performance Plan, High Deductible Plan, Open HSA Plan

Results

- Actual Year 1 total spend of \$547 PMPM represented 39% savings from projection of \$900 PMPM¹ across all plans offered
- Members enrolled in the Centivo High Performance Plan paid an average annual cost share of \$300
- Preventive visits 43% higher in Centivo Plans²

Testimonials

Member experience driven by removal of barriers to affordability...

“

I am a Centivo lifer...it forced me to see my primary doctor multiple times this year (for the referral). My blood pressure is now down to 110/70 (Down from 145/ 110), my cholesterol has plummeted, and I have lost 40 pounds. I also would not have found out I had beyond early onset of prostate cancer without seeing my primary physician for something totally unrelated.

“

My husband and I take the difference in what we used to pay for our premiums through [our previous plan] compared to what we pay now under Centivo, and we put it in a savings account that we use for vacations and stuff. We have over \$1000 saved already.

“

Centivo Virtual Primary Care has been great. Everything is much easier with your help.

“

After years of not having a doctor, I chose the Centivo Partnership Plan and selected a primary care physician. To my surprise, I was diagnosed with chronic conditions including diabetes, high cholesterol, and high blood pressure. My doctor partnered with me to create a plan that helped me lose 20 pounds, and lower my cholesterol, A1C and blood pressure down to healthy levels. I am so thankful for the relationship and high-quality of care I received from my Centivo providers.

Case Study

...and expanded patient access

Patient Background

- Established patient called with a high fever 2 days after oral surgery

Interaction with Virtual Primary Care

1. Consulted with the oral surgeon to rule out operative complication
2. Ordered lab tests to check for infection/sepsis
3. Continued check-ins led to discovery of new symptom – shortness of breath
4. Coordinated urgent care visit to perform a chest x-ray – patient was released without diagnosis
5. Symptoms persisted so contacted patient's local emergency department; all prior test results and summary of care were provided for efficient and non-redundant evaluation

Results

- The patient was diagnosed with a tick-borne illness and treated
- Led to resolution of symptoms in 2 days

A woman with dark curly hair and a black headband, wearing a green cardigan over a white top, is smiling and looking at a tablet. A man with a beard and glasses, wearing a blue shirt, is also smiling and looking at the tablet. They are in a meeting setting. In the background, another person is partially visible holding a tablet.

The bottom line

It works.



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Value Creation: The Key Role of Primary Care

Moderator: Lisa Mrozinski, Director of Total Rewards, Baird

Panelists:

- Patricia Golden, DO, *Clinical President*, Ascension Medical Group Wisconsin
- Paul Pritchard, MD, *Senior Vice President and Chief Quality Officer* Prevea Health
- Mark Lodes, MD, *President*, Froedtert & MCW Community Physicians
- Wayne Jenkins, MD, *Chief Medical Officer*, Centivo



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Keynote Address: Wendell Potter

Views from a National Leader Driving
Change: Observations, Reactions and
Recommendations



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2023

Paul Purcell Leading Change, Creating Value Award

*Presented by: Dianne Kiehl,
BHCG Executive Director Emeritus*

2023 Paul Purcell Leading Change, Creating Value Award *Congratulations to:*

Sojourner Family Peace Center



Accepted by: Carmen M. Pitre, President & CEO

2023: Milwaukee Business Journal C-Suite Stars Award for Human Resources

Janet Lucas-Taylor, *Senior Director Employee Benefits* Northwestern Mutual

- Award criteria
 - HR professionals making a difference within their companies or organizations
 - Recognizing the important work these professionals do in making southeast Wisconsin firms successful
- Remarks: Todd Smasal, *Director, Total Rewards*, Northwestern Mutual



A CELEBRATION OF LEADING CHANGE, CREATING VALUE

*Thank you for joining us to celebrate
two decades of leading change &
creating value!*