

AN INTRODUCTION TO BLUE CROSS AND BLUE SHIELD OF VERMONT

Prepared for the Vermont House Health Care Committee
January 19, 2017

*Presented by
Don George, CEO*

We'll see you through.



**BlueCross BlueShield
of Vermont**

An Independent Licensee of the Blue Cross and Blue Shield Association.

Who We Are

- Independent
- Not-for-profit
- Single-state focus
- Local leadership and jobs
- Reform advocates
- Focused on member experience

Our Association with Other 'Blue' Plans

- 1 of 36 independent Blue Plans across the U.S.
- State specific Plan allowing for local responsiveness to Vermont health policy and the needs of Vermonters
- Through our relationship with BlueCross BlueShield Association that Vermonters receive care in all 50 states and over 200 countries worldwide

Local service and mission commitment with worldwide access and care

We'll see you through.



**BlueCross BlueShield
of Vermont**

An Independent Licensee of the Blue Cross and Blue Shield Association.

Vision & Mission

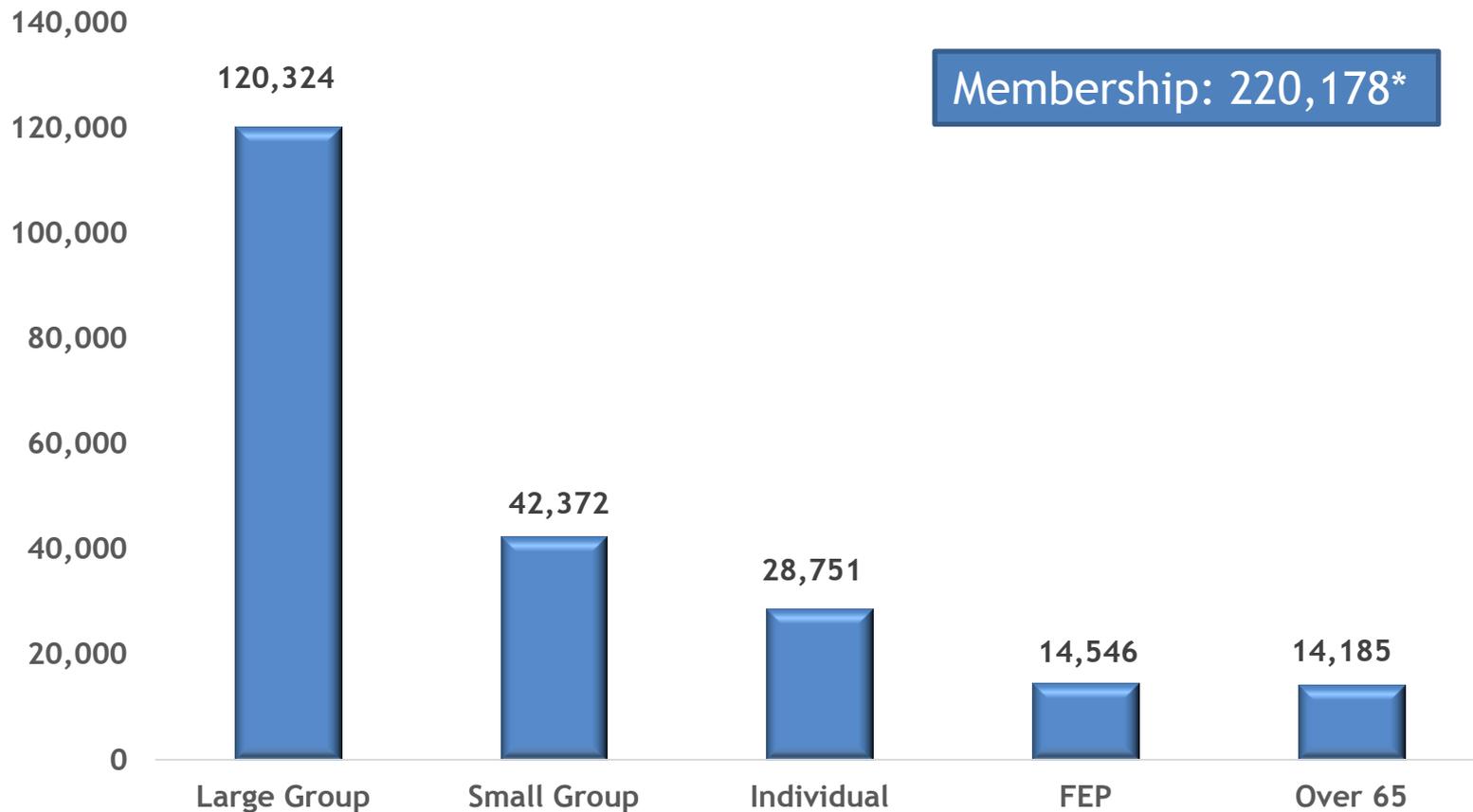
Vision

A transformed health care system in which every Vermonter has health care coverage, and receives timely, effective, affordable care.

Mission

We are committed to the health of Vermonters, outstanding member experiences and responsible cost management for all of the people whose lives we touch.

We serve every segment of the market



*As of December 2016

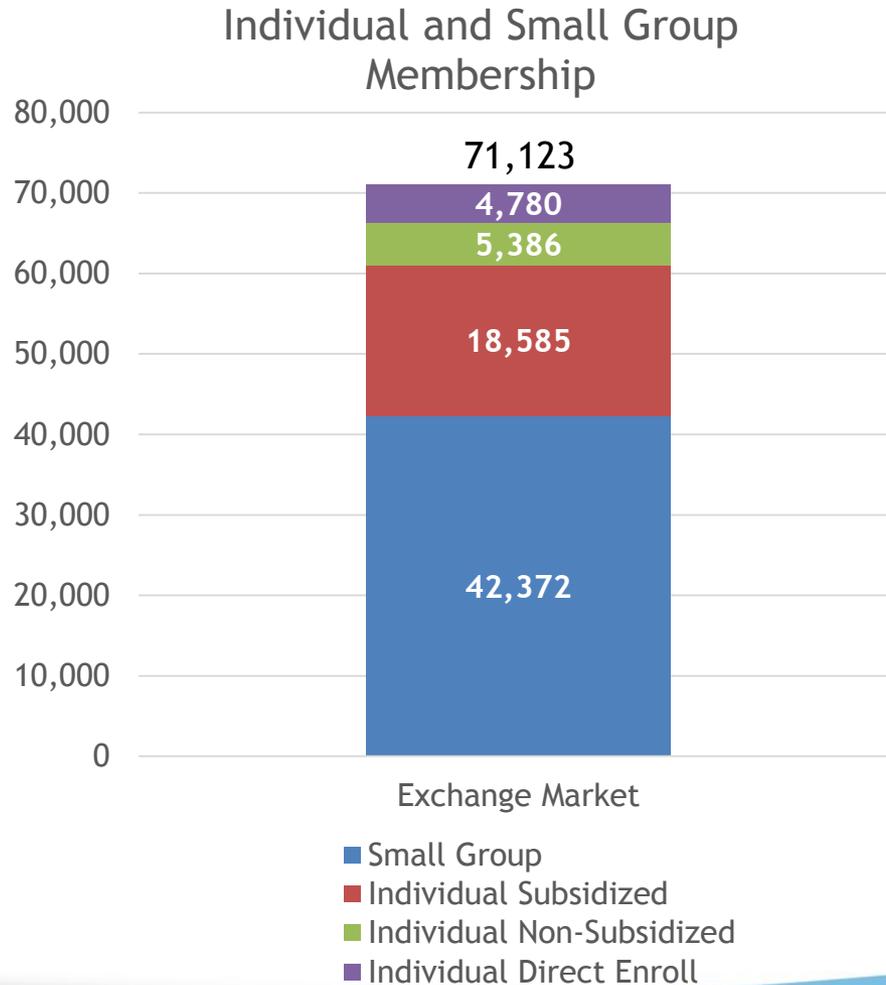
We'll see you through.



**BlueCross BlueShield
of Vermont**

An Independent Licensee of the Blue Cross and Blue Shield Association.

Qualified Health Plan Marketplace



We'll see you through.

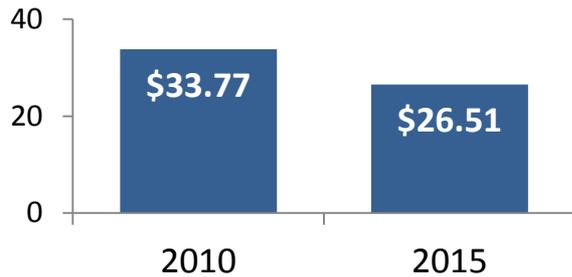


BlueCross BlueShield
of Vermont

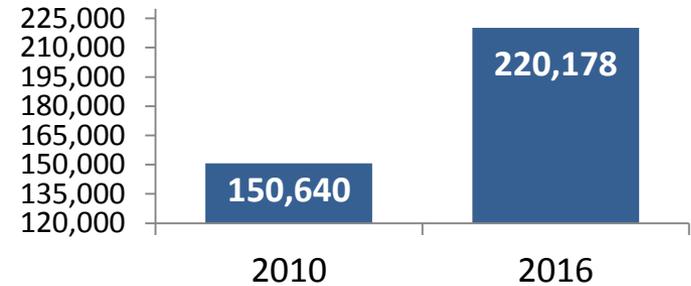
An Independent Licensee of the Blue Cross and Blue Shield Association.

Vermonters Serving Vermonters

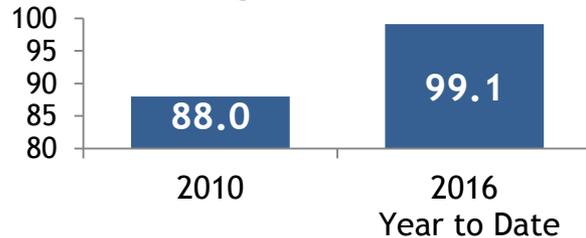
PMPM Administrative costs reduced by 21%



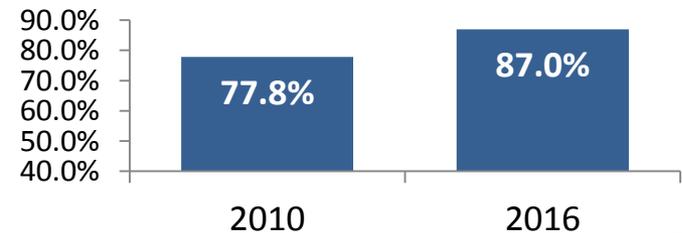
Membership Growth of 46%



MTM: From 2nd to 1st Quartile



High levels of Employee Engagement



We'll see you through.



BlueCross BlueShield of Vermont

An Independent Licensee of the Blue Cross and Blue Shield Association.

Covering Vermonters at Minimum Cost

Components of Premium

91.7¢
Member Health
Benefit Payments

6.4¢
Administrative
Cost*



1.2¢
Health Care
Reform Fees

0.7¢
Member
Reserve

Actual 2015 Results
*Includes Broker Expense

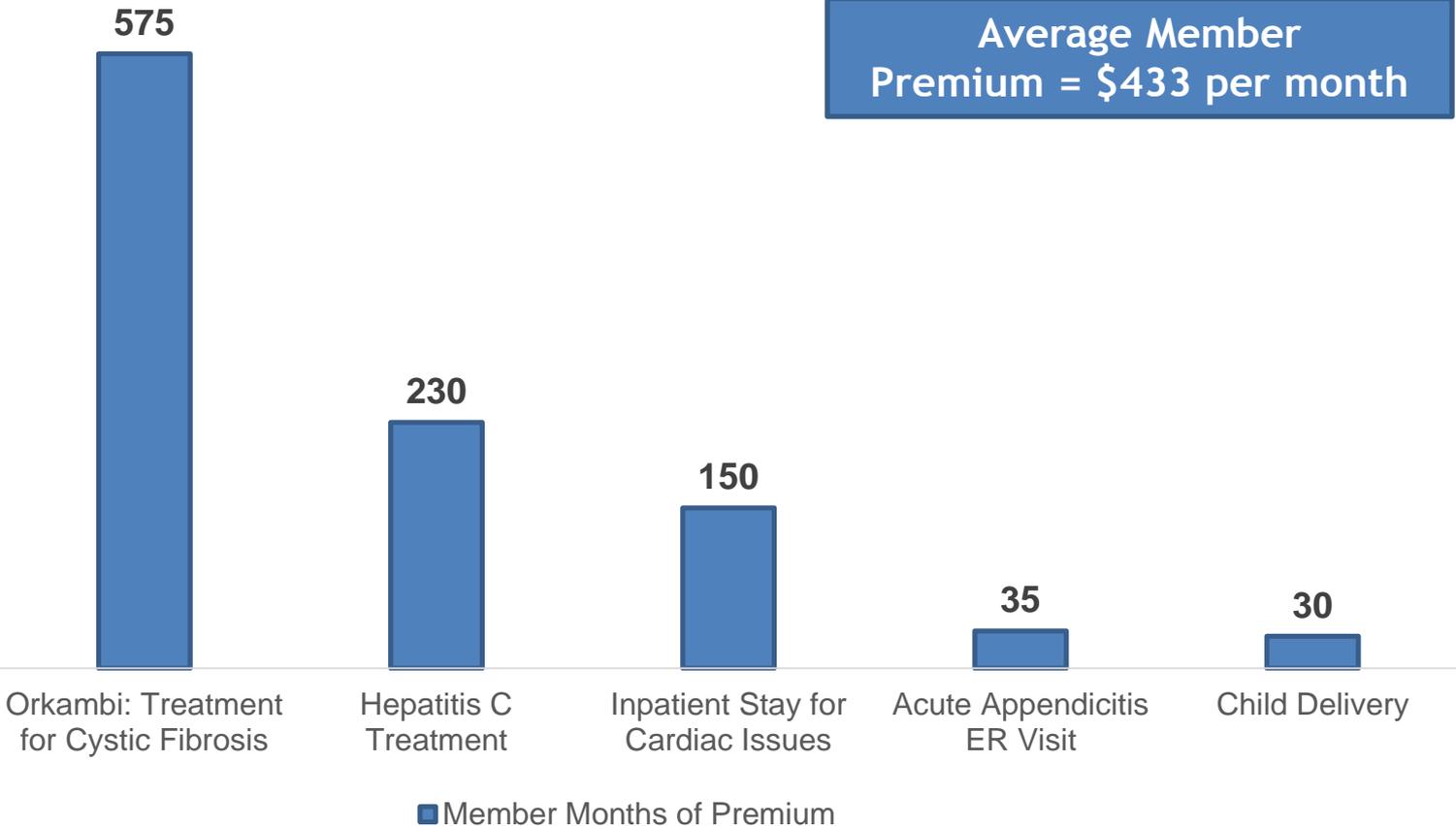
We'll see you through.



**BlueCross BlueShield
of Vermont**

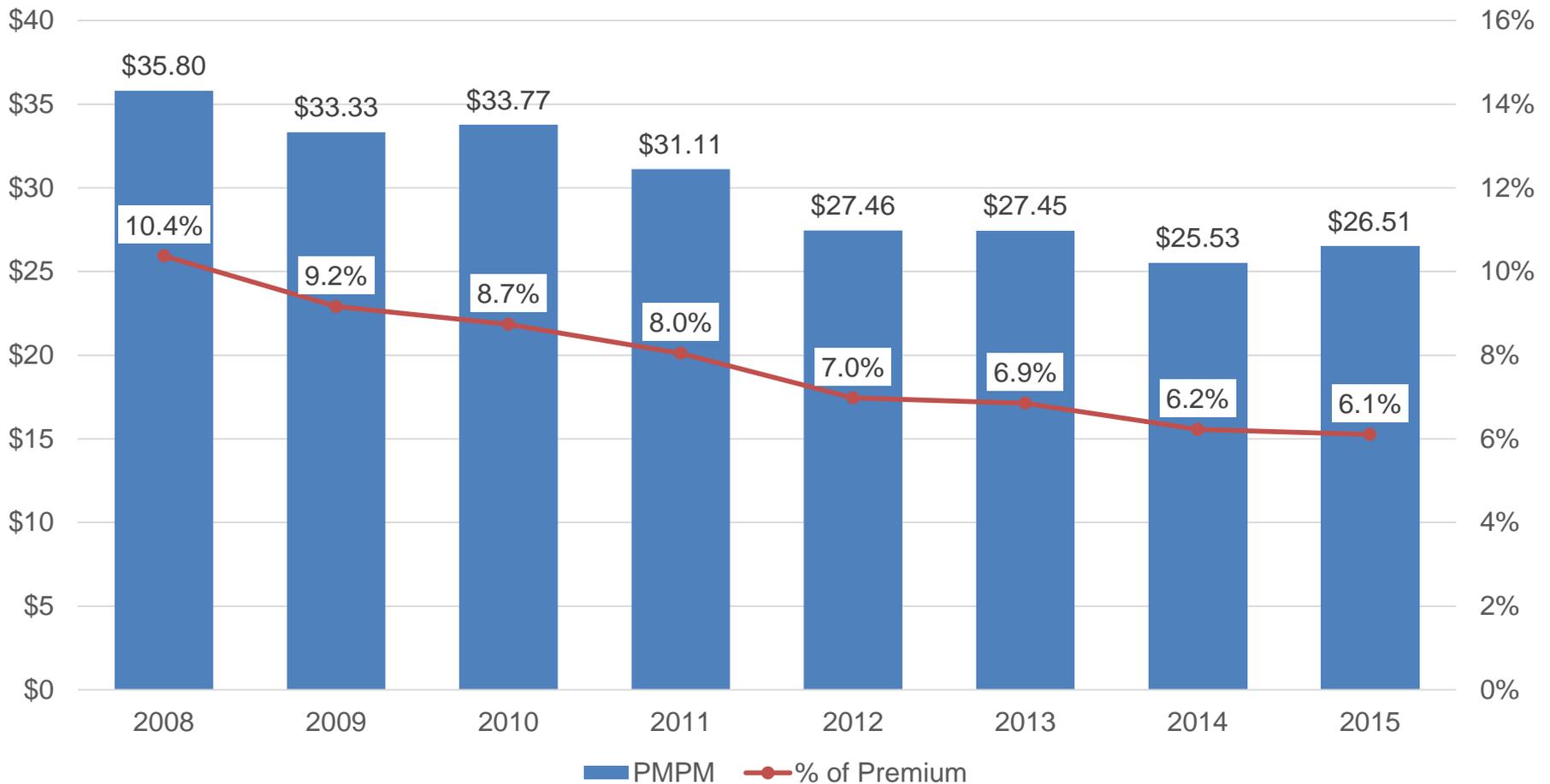
An Independent Licensee of the Blue Cross and Blue Shield Association.

How Many Months of Premium are Needed for Health Care Services?



We'll see you through.

BCBSVT Administrative Expenses



We'll see you through.

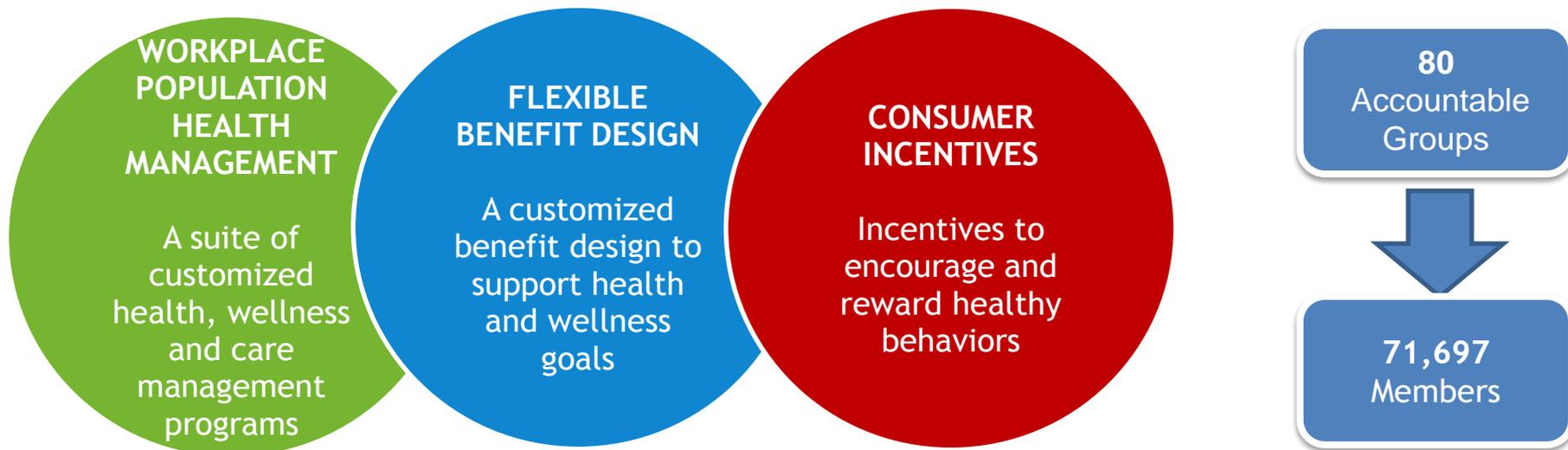


BlueCross BlueShield
of Vermont

An Independent Licensee of the Blue Cross and Blue Shield Association.

What is Accountable Blue?

A Unique, Customized Health and Wellness Product



A health and wellness plan with shared incentives and focus on engagement of all stakeholders

HEALTH PLAN + EMPLOYER + MEMBER + PROVIDER + COMMUNITY

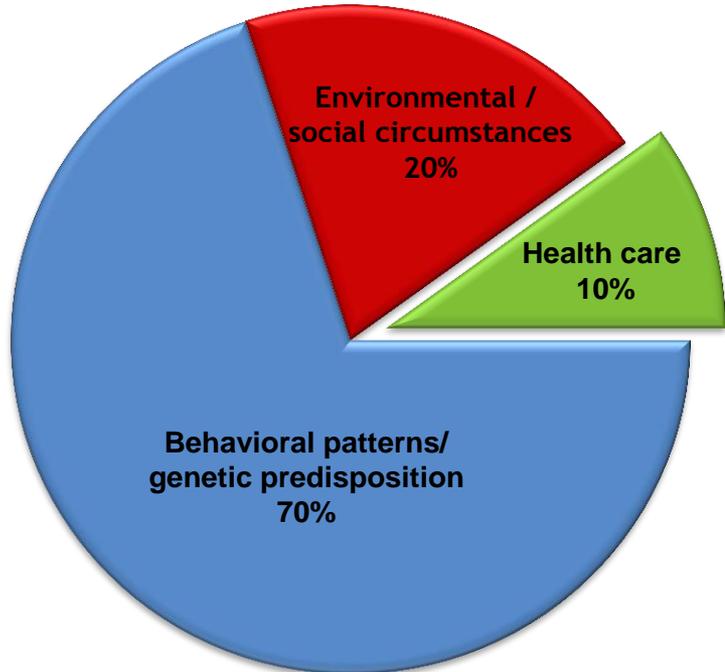
We'll see you through.



BlueCross BlueShield
of Vermont

An Independent Licensee of the Blue Cross and Blue Shield Association.

Accountable Blue Lowers Costs and Improves Employees' Quality of Life



Determinants of Health and Their Contribution to Premature Death

- Greatest opportunity to improve health and manage cost lies in personal behavior
- Improving population health will:
 - Reduce health care expenditures
 - Improve lives
 - Enhance workforce productivity

Source : Schroeder, S. We Can do better. N Engl J Med 2007;357:1 221-8.

Accountable Blue

Engagement and Results

- Levels of engagement and results determined by:
 - Level of leadership support
 - Health & wellness strategy
 - Health & wellness programming
 - Employee Incentive

Healthy Organizations

Groups have the highest engagement, quality of care and lowest cost trend

Changing Behaviors

Groups have moved beyond awareness to action-based health and wellness programming

Building Foundations

Groups are building the foundations for higher worksite wellness engagement

Questions?

Vision

A transformed health care system in which every Vermonter has health care coverage, and receives timely, effective, affordable care.



**BlueCross BlueShield
of Vermont**

An Independent Licensee of the
Blue Cross and Blue Shield Association.

www.bcbsvt.com

We'll see you through.



**BlueCross BlueShield
of Vermont**

An Independent Licensee of the Blue Cross and Blue Shield Association.