



A nonprofit, independent licensee of the BlueCross BlueShield Association

Greater Tompkins Consortium

Industry Comparison

Incurred between January 1, 2014 and December 31, 2014, paid through March 31, 2015



Confidential and proprietary information

Greater Tompkins Consortium

At a Glance

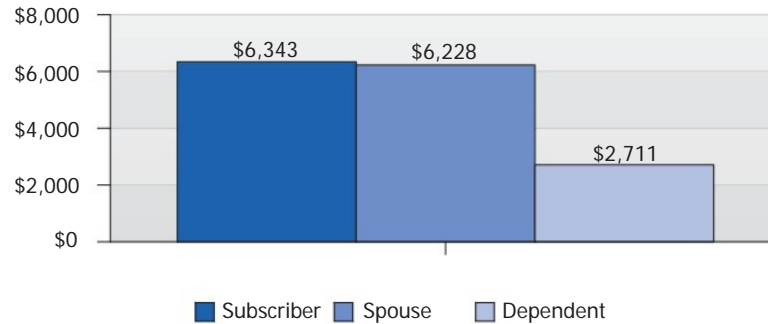
Current = Incurred between January 1, 2014 and December 31, 2014, paid through March 31, 2015

Prior = Incurred between January 1, 2013 and December 31, 2013, paid through March 31, 2014



	Prior	Current	% Change
Average Contracts	2,281	2,270	↓ 0%
Average Members	5,077	5,015	↓ 1%
Plan Cost	\$21,511,851	\$21,875,837	↑ 2%
Member Cost	\$820,279	\$865,163	↑ 5%
Total Cost	\$25,680,182	\$26,020,914	↑ 1%
Plan Cost per Contract per Year	\$9,431	\$9,637	↑ 2%
Plan Cost per Member per Month	\$353	\$364	↑ 3%
Total Cost per Member per Year	\$5,058	\$5,189	↑ 3%

Total Cost per Member per Year
by Relationship Category



Over the past four years, plan cost per contract has increased by an average of 3% per year, which is well below healthcare trends of 7%-9% annually.

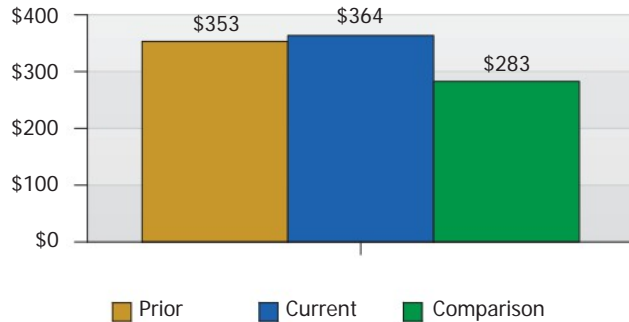
Current vs Industry Comparison



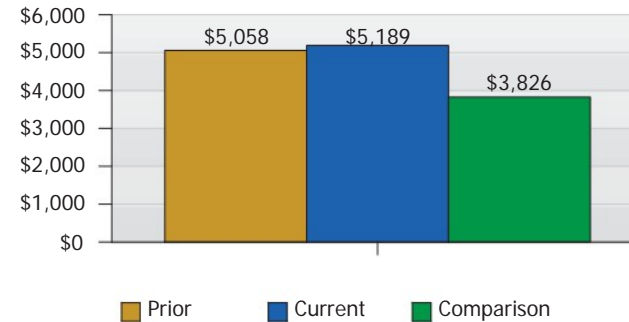
	Current	Comparison	Current vs Comparison
Plan Cost per Contract per Year	\$9,637	\$7,793	24% higher
Plan Cost per Member per Month	\$364	\$283	29% higher
Total Cost per Member per Year	\$5,189	\$3,826	36% higher
Percent Member Cost Share	4%	7%	less
Member Cost per Contract per Year	\$381	\$553	31% lower
Members per Contract	2.2	2.3	less
Average Age: All Members	41.2	36.9	older

This was 30% in 2012, so the plan is slowly getting closer to the comparison

Plan Cost per Member per Month



Total Cost per Member per Year



Industry Comparison data is based on a large sample of **Excellus BlueCross BlueShield** clients, representing approximately **125,000** members

Plan Costs by Arena of Care



Plan Costs

Arena	Prior	Current	% Change	Current % of Total
Inpatient	\$4,276,485	\$4,025,775	↓ 6%	18%
Outpatient	\$8,752,492	\$9,245,006	↑ 6%	42%
Physician	\$7,723,070	\$7,828,423	↑ 1%	36%
Other	\$758,467	\$764,213	↑ 1%	3%
Pharmacy	\$1,337	\$12,421	↑ 829%	0%

- Inpatient services are shifting to Outpatient facilities
- Increase driven by high claim activity: Blood clotting treatments, injections for cancer treatment.
- Rx: Flu/shingles vaccines

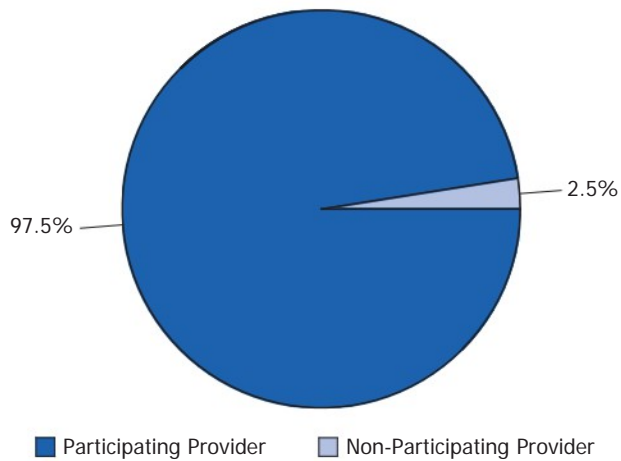
Plan Costs per Member per Month

Arena	Prior	Current	% Change	Comparison	Current vs Comparison
Inpatient	\$70.19	\$66.90	↓ 5%	\$66.10	1% higher
Outpatient	\$143.66	\$153.62	↑ 7%	\$103.95	48% higher
Physician	\$126.77	\$130.08	↑ 3%	\$103.05	26% higher
Other	\$12.45	\$12.70	↑ 2%	\$9.57	33% higher

Greater Tompkins Consortium Provider Network



Percent of Plan Costs by Provider Status



Non-Participating Provider Utilization

Number of Individuals: **684**
 Plan Costs: **\$541,664**
 Member Costs: **\$64,952**

Percent Network Savings: 42%
 Billed Charges: **\$44,564,786**
 Total Costs: **\$26,020,914**
 Network Savings: **\$18,543,872**

Arena	Participating Provider	Non-Participating Provider	Total Plan Costs
Inpatient	\$4,012,855	\$12,920	\$4,025,775
Outpatient	\$9,217,034	\$27,972	\$9,245,006
Physician	\$7,530,426	\$297,997	\$7,828,423
Other	\$561,438	\$202,775	\$764,213
Pharmacy	\$12,421	\$0	\$12,421
Total	\$21,334,173	\$541,664	\$21,875,837

* Percent Savings = Network Savings / Billed Charges
 * Non-Participating includes Participation not Applicable = e.g. DME, ambulance, emergency dental
 * Total Costs = Plan Costs + Member Costs + Other Carrier Liability

Greater Tompkins Consortium Cost Distributions



Members by Total Cost Band

	Prior	Current	Comparison
\$0	11%	11%	17%
\$1 - \$999	34%	33%	43%
\$1,000 - \$9,999	44%	45%	34%
\$10,000 - \$24,999	7%	7%	4%
\$25,000 +	3%	4%	2%

Members with \$0 in Total Costs

576 - number of members

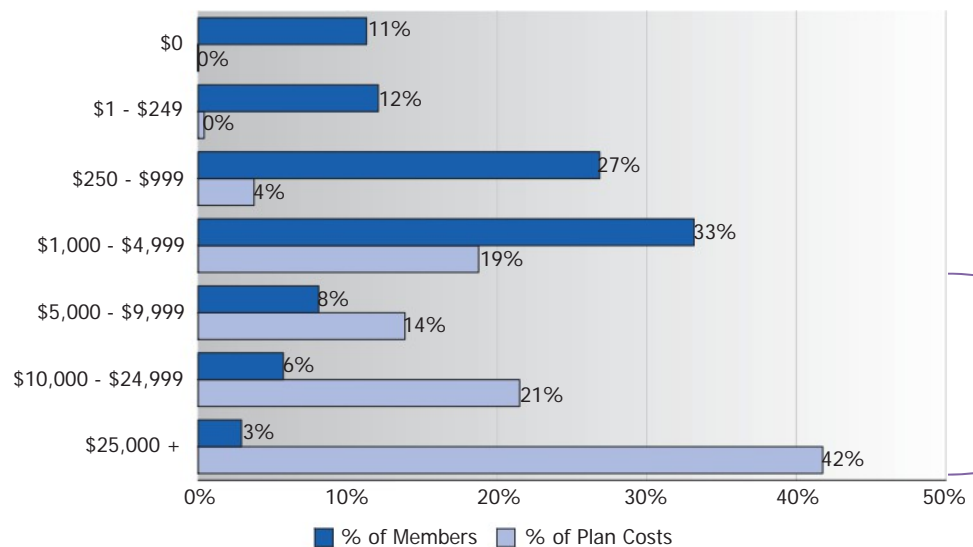
35.9 - average age

62% - male

40% - subscribers

9.8 - average months on plan
(within report period)

Members and Costs by Plan Cost Band



Members with > \$25,000 in Plan Costs

154 - number of members

52.7 - average age

52% - male

56% - subscribers

11.6 - average months on plan
(within report period)

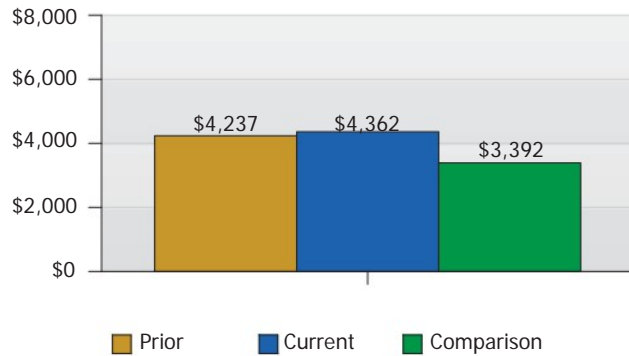
17% of members incurred 77% of the plan costs, the general rule of thumb is that 20% of the members incur 80% of the costs

High Cost Claimant Impact

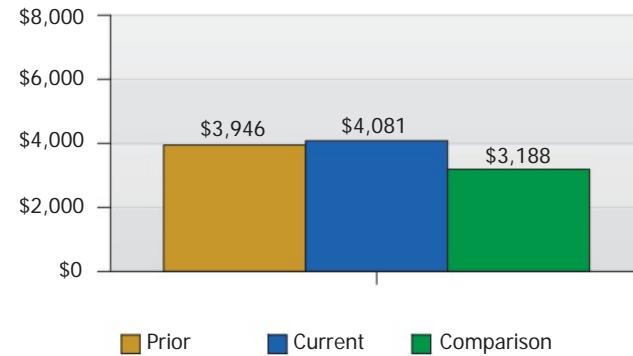


	Prior	Current	% Change	Comparison	Current vs Comparison
Number of Claimants with Plan Cost \geq \$100,000	21	16	↓ 24%	--	--
Percent of Members with Plan Cost \geq \$100,000	0.41%	0.32%	↓ 23%	--	--
Plan Cost for Claimants \geq \$100,000	\$3,577,713	\$3,008,003	↓ 16%	--	--
Percent of Plan Cost for Claimants \geq \$100,000	17%	14%	↓ 17%	--	--
Average Plan Cost per Claimant \geq \$100,000	\$170,367	\$188,000	↑ 10%	--	--
Plan Cost PMPY Adjusted for \$100,000 Threshold	\$3,946	\$4,081	↑ 3%	\$3,188	28% higher

Plan Cost per Member per Year



**Excluding Claims over \$100,000
for Claimants with Plan Costs $>$ \$100,000**

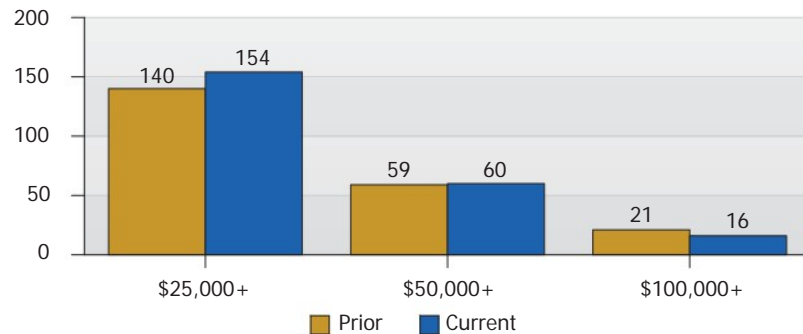


Greater Tompkins Consortium

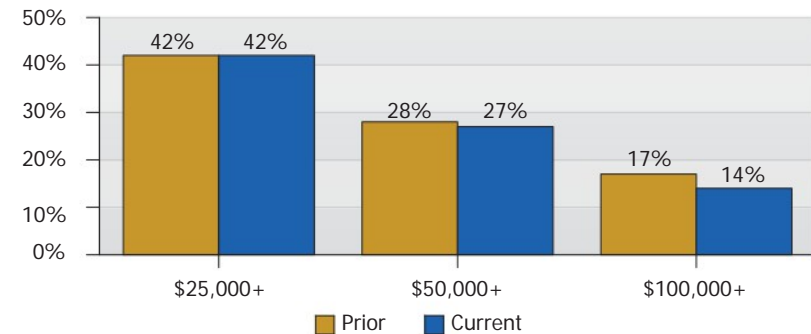
High Cost Claimants



High Claimants per Period



High Claimant Expense as % of Total Plan Costs



Top 10 Claimants

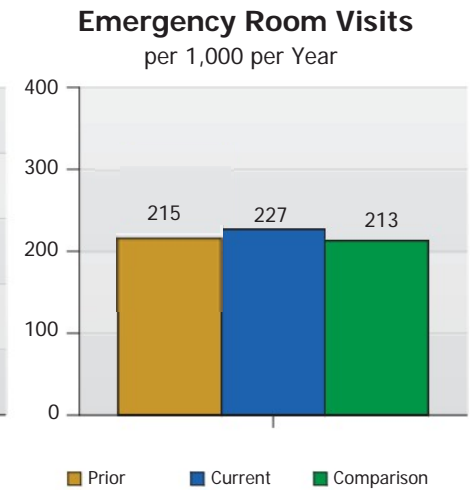
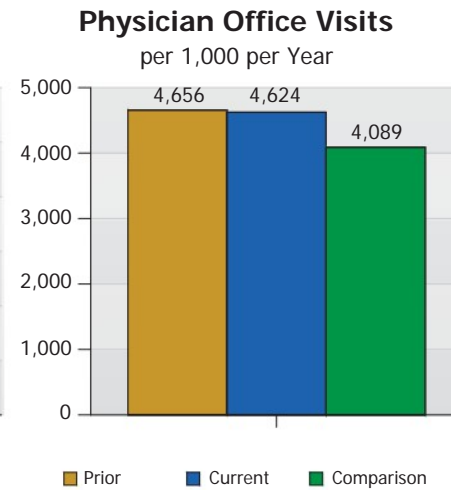
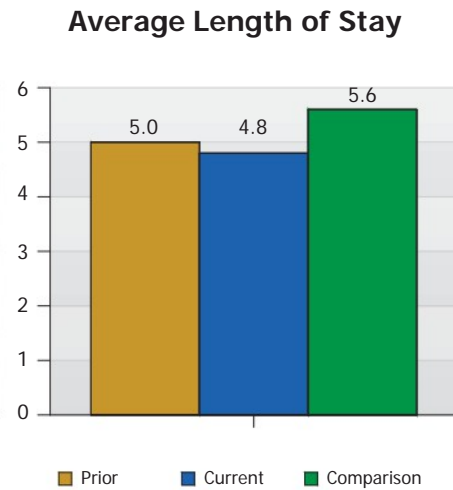
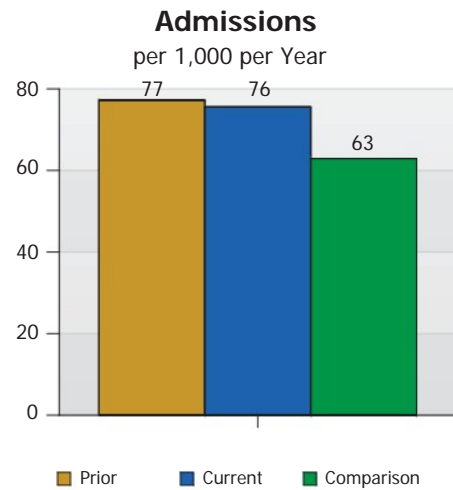
	Claimant	Most Costly Diagnosis	Prior Plan Cost	Current Plan Cost	UM	CM	DM	Rx Sp CM	Current Status	Forecast >\$50K w/o IBNR
1	000001179452	286 Coagulation Defects	\$0	\$484,734	NA	NA	NA	NA	Active	YES
2	000004840298	440 Atherosclerosis (heart-related)	\$83,802	\$266,531	YES	YES	YES	NA	Active	YES
3	000010897426	277 Other and Unspecified Disorders of Metabolism	\$60,518	\$244,434	YES	NA	YES	NA	Active	YES
4	000013137325	162 Malignant Neoplasm of Trachea, Bronchus, and lung	\$14,644	\$210,701	YES	NA	NA	NA	Active	YES
5	000002249651	172 Malignant Melanoma of Skin	\$15,896	\$192,884	YES	NA	NA	NA	Termed	NO
6	000003241142	510 Empyema (lung complication)	\$88,261	\$191,426	YES	YES	YES	NA	Active	YES
7	000002173604	162 Malignant Neoplasm of Trachea, Bronchus, and lung	\$104,315	\$182,177	YES	NA	YES	NA	Active	YES
8	000010930774	579 Intestinal Malabsorption	\$180,817	\$175,648	YES	YES	YES	NA	Active	YES
9	000000800206	174 Malignant Neoplasm of Female Breast	\$7,095	\$151,528	YES	NA	NA	NA	Active	NO
10	000003275865	414 Other Forms of Chronic Ischemic Heart Disease	\$3,605	\$151,459	YES	YES	YES	NA	Active	NO

UM - Utilization Management, CM - Case Management, DM - Disease Management, Rx Sp CM - Pharmacy Benefit Specialty Drug

Greater Tompkins Consortium Utilization Measures



	Prior	Current	% Change	Comparison	Current vs Comparison
Admissions per 1,000 per Year	77	76	↓ 1%	63	21% higher
Average Length of Stay	5.0	4.8	↓ 4%	5.6	14% lower
Physician Office Visits per 1,000 per Year	4,656	4,624	↓ 1%	4,089	13% higher
Emergency Room Visits per 1,000 per Year	215	227	↑ 5%	213	7% higher



Emergency Room Visits

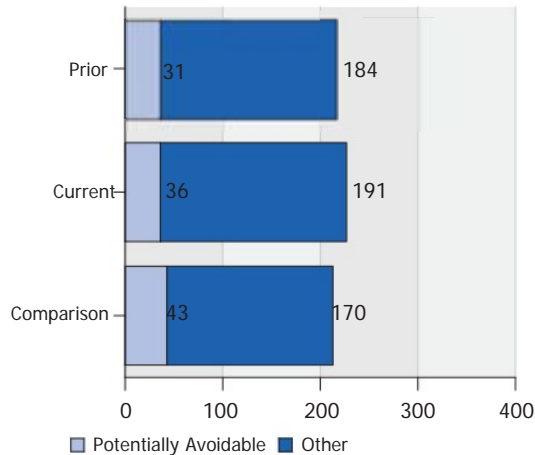


Key Utilization and Cost Measures

	Prior	Current	% Change	Comparison	Current vs Comparison
Emergency Room Visits per 1,000 Members per Year					
All Visits	215	227	↑ 5%	213	7% higher
Potentially Avoidable Visits	31	36	↑ 16%	43	16% lower
Other Visits	184	191	↑ 4%	170	12% higher
Average Total Cost per Visit					
Emergency Room Visits	\$1,566	\$1,709	↑ 9%	\$1,372	25% higher
Physician Office Visits	\$110	\$112	↑ 1%	\$102	10% higher

Emergency Room Visits

per 1,000 Members per Year



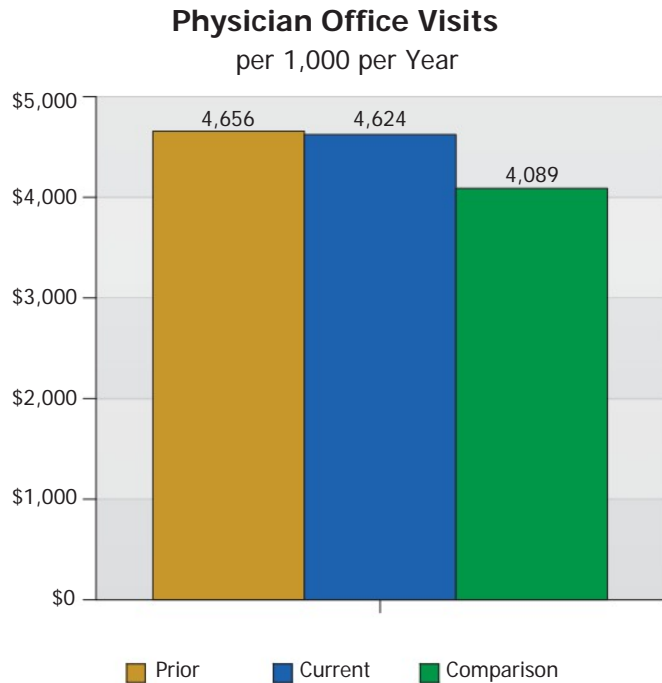
Current Detail by Subscriber Relationship

	Subscribers	Spouses	Dependents	Total
All Visits				
Number of Visits	567	250	321	1,138
Number of Unique Members with Visits	395	174	225	794
Visits/1,000	113	50	64	227
Potentially Avoidable Visits				
Number of Visits	81	40	60	181
Number of Unique Members with Visits	72	38	55	165
Visits/1,000	16	8	12	36

Urgent Care Visits	2013	2014
Total Visits	2317	2975
Average Cost per visit	\$ 198.71	\$ 190.42

Average Total Cost ER Visit: **\$1,709**
 Average Total Cost Physician Office Visit: **\$112**
 # of Potentially Avoidable ER Visits: **181**
 Total Potential Savings: **\$288,998**

Most Frequent Office Visit Diagnoses



5 Most Frequent Physician Office Diagnoses	Current Physician Office Visits	Current % of Total
Adults		
Factors influencing health care	1,746	10%
Diseases of the heart	1,054	6%
Non-traumatic joint disorders	944	5%
Diseases of the urinary system	878	5%
Respiratory infections	815	4%
Total	5,437	30%
Children		
Factors influencing health care	1,203	24%
Respiratory infections	605	12%
Ear conditions	289	6%
Symptoms; signs; and ill-defined conditions	253	5%
Viral infection	125	3%
Total	2,475	50%

Factors influencing health care includes physical exams, screenings, and well child visits.

Gaps in Care: Preventive Services



	Eligible Members	Guideline Compliance	
		Current	Comparison
Well Child Exams - 5 by Age 12 months	25	96%	90%
Well Child Exams - 2 per Year for Ages 1-3	48	74%	68%
Well Child Exams - 1 per Year for Ages 3-7	164	92%	82%
Well Child Exams - 1 per Year for Ages 7-12	266	77%	72%
Well Child Exams - 1 per Year for Ages 12-21	559	59%	56%
Breast Cancer Screening - 1 in the past 2 years for women ages 40-69	923	68%	72%
Cervical Cancer Screening - 1 in the past 3 years for women ages 21-64	1,594	74%	79%
Colon Cancer Screening - 1 in the past 10 years for adults ages 50+	1,870	59%	64%

Based on Paid Claims ending Feb 28, 2015

Gaps in Care: Condition Management



	Eligible Members	Guideline Compliance	
		Current	Comparison
Diabetes - Eye Exam	369	64%	58%
Diabetes - HbA1c Testing	369	86%	93%
Diabetes - Kidney Screening	369	85%	82%
Diabetes - Cholesterol Testing	369	83%	89%
Coronary Artery Disease - Cholesterol Testing	144	78%	91%
Lowback Pain - Imaging Studies	239	81%	79%

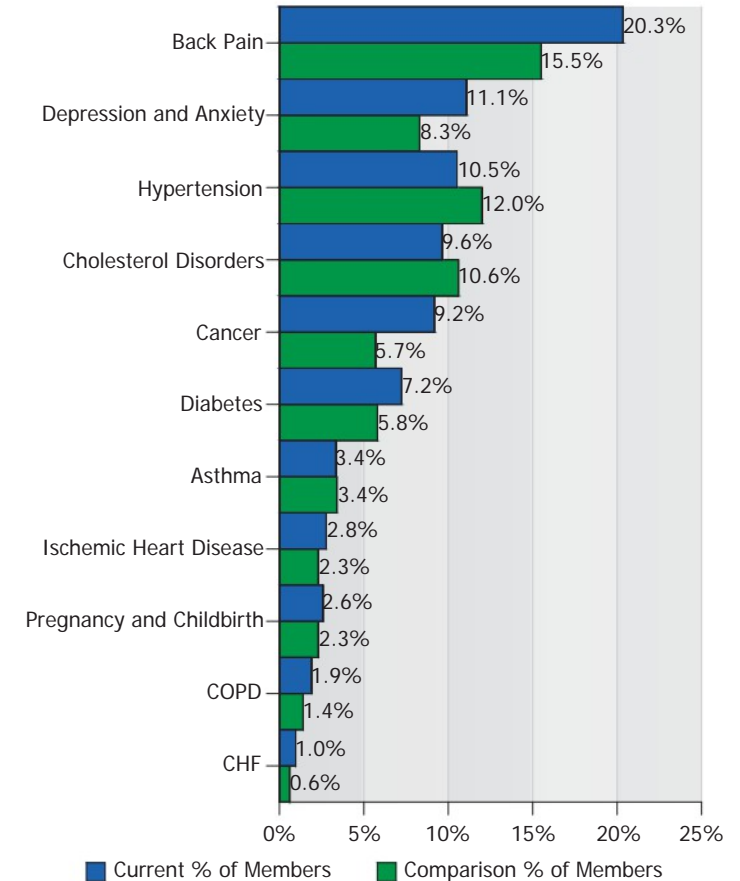
Based on Paid Claims ending Feb 28, 2015

Health Management Opportunities by Prevalence



Claim-based Prevalence

Category	Current # of Members	Prior	Current	Comparison	Current vs Comparison
Back Pain	1,080	18.9%	20.3%	15.5%	more
Depression and Anxiety	588	10.9%	11.1%	8.3%	more
Hypertension	558	11.6%	10.5%	12.0%	less
Cholesterol Disorders	512	10.1%	9.6%	10.6%	less
Cancer	487	9.5%	9.2%	5.7%	more
Diabetes	384	7.3%	7.2%	5.8%	more
Asthma	178	3.4%	3.4%	3.4%	less
Ischemic Heart Disease	147	2.5%	2.8%	2.3%	more
Pregnancy and Childbirth	137	2.3%	2.6%	2.3%	more
COPD	101	2.0%	1.9%	1.4%	more
CHF	51	0.9%	1.0%	0.6%	more



National Population Estimates

- Overweight or Obese (BMI >= 25.0) **63.6%**
- Physical Activity (less than 150 minutes per week) **48.4%**
- Tobacco Use (percentage of adults) **21.0%**

Highlights and Recommendations



- ✓ Plan costs per employee increased just 2% in 2014. Costs have been below trend each year for the past four years.
- ✓ Member cost share is substantially less than members in a similar industry. Slight increase to member cost share will assist in keeping plan costs down.
 - ✓ Platinum plan will be more closely aligned with comparison population.
- ✓ Emergency room utilization is 16% below the comparison for minor illness diagnoses, and suggests cost-effective consumer choices within the Greater Tompkins population.
 - ✓ Promotion of urgent care centers, education, and benefit design, can all help to reduce minor illnesses in the emergency room.
- ✓ Consider [Blue4U](#), a health awareness and preventive care program in which members complete a health profile and receive a worksite health evaluation. Participants will receive a personalized Health Report and have access to a private health management website.

- ✓ Consider the benefits of Excellus Pharmacy Benefit Management:
 - ✓ Increases member safety
 - ✓ Improves disease management
 - ✓ Lowers costs



National studies show 4-11% savings.

Glossary

ALOS Average length of stay for inpatient admissions (number of days divided by number of admissions)

Average Members Sum of monthly members (subscribers, spouses and dependents) divided by the number of report months (number of incurred months in an incurred and paid, or number of paid months in a paid report)

Billed Amount Provider charges

Case Management Involves one-on-one intervention through a nurse case manager - case managers work with individuals, physicians, and family members to identify needs, coordinate care, and secure necessary resources to assist in meeting goals

Comparison Measures for a large sample of employers - typically with 50 or more employees, with approximately **125,000** total members enrolled in PPO, POS, or EPO products

Current Reporting timeframe listed at the beginning of the report

Current Status Claimant status within the employer's plan offering as of report generation

Disease Management Programs that help members with chronic conditions to better manage those conditions by increasing their knowledge about their condition, its potential complications, and the importance of medication and treatment plan compliance

Estimated Network Savings (Amount Billed - Total Cost)

Member Cost (Copays + Deductible + Coinsurance)

Other Carrier Liability Amounts paid by another carrier (coordination of benefits)

Plan Cost Claims expense paid for enrolled members under the benefits of the employer's plan

PMPM Per member per month

Prior Exactly one year prior to the Current reporting timeframe

Total Cost (Plan Cost + Member Cost + Other Carrier Liability)

Utilization Management Evaluates the medical necessity and appropriateness of services based on evidence-based guidelines and national standards of care - services reviewed may include hospital admissions, home care, medical equipment, and radiology; outcomes may include approval, denial, or modification to a different level of care (e.g., inpatient to outpatient)