

April 29, 2024 Chadd Hodkinson and Jeff Nielson Gallagher Benefit Services, Inc.



Insurance | Risk Management | Consulting

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Today's Speakers





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Market Leader, Michigan Public Sector

Gallagher Benefit Services, Inc.



Jeff Nielson

Area Vice President

Gallagher Benefit Services, Inc.

Agenda

- 1 Current state of the Michigan health insurance market
- Health insurance funding strategies and savings opportunities
- Trends in the pharmaceutical industry

- 4 Benefits-related legislation
- 5 Q&A





BCBS/BCN



Underwriting

September 2024 Trends by LOB					
	Cross	Shield	Drugs	Dental	Vision
BCBSM	4.0%	6.3%	12.0%	2.3%	1.2%
BCN	5.5%	6.9%	10.0%	2.3%	1.2%

BCBSM has a robust portfolio of solutions that is continually evaluated for enhancement and market innovation



Market Solutions Portfolio



- Base, Plus well-being
- Well-being add-ons
- · Virtual well-being
- · Preventive screenings
- Resilience



- Blue Cross Coordinated CaresM:
 - Core
 - Enhanced
 - Advocate
 - Advocate+
- · Travel concierge
- Treatment Decision Support (EMO)



NETWORK STEERAGE

- Blue Cross Rewards (Base)
- Specialty Care Rewards (BDC/BDC+ specialty areas)
- High-Performance and Select Networks



CARE DELIVERY/ ACCESS

- Virtual Care
- Virtual Primary Care -PPO
- BCN Virtual Primary Care HMO
- Employer-sponsored on-site clinics



PRECISION MEDICINE

Blue Cross
 Personalized
 Medicinesm



- Consumer-directed healthcare:
- FSA
- HRA
- HSA
- Payment integrity enhanced services

DIABETES CARE

- Diabetes Management Program
- Diabetes Remission Program (Pilot)



Hypertension
 Management Program



LIFESTYLE MANAGEMENT

- Diabetes Prevention Program
- Weight Management Program



FAMILY-BUILDING & WOMEN'S HEALTH

- Family-building program
- Maternity program
- Parenting & Pediatrics program
- Menopause program



CANCER CARE

- Cancer Support program
- Oncology value management



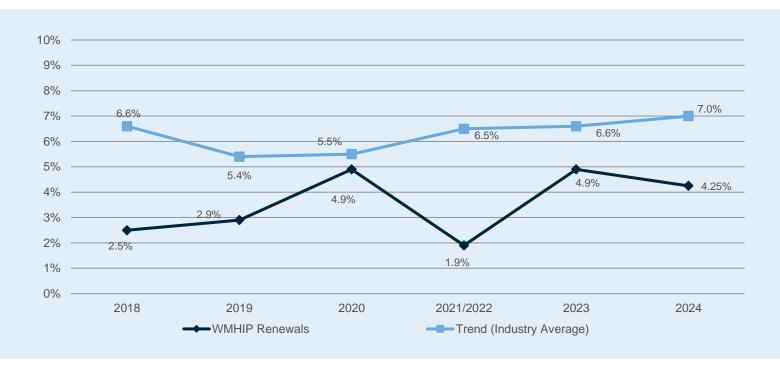
- Spine and Joint Care program:
 - Clinical guidance with Blue Cross Rewards
 - COE designation

Condition Specific Solutions

The Pool

Gallagher

Medical Renewal History for The Pool

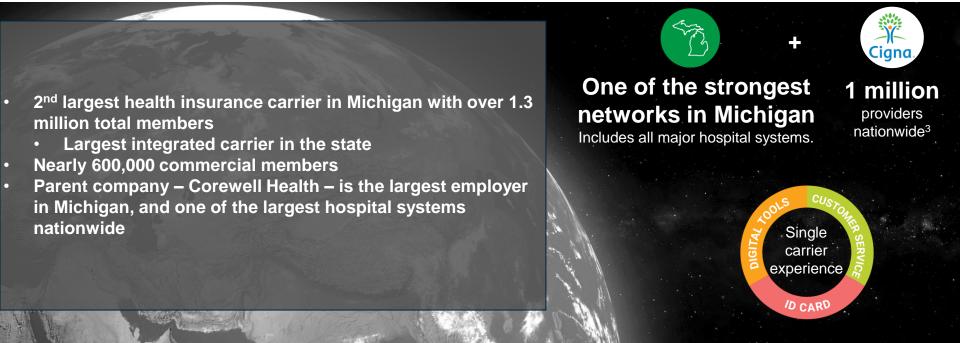


The Pool



- Livongo/Omada/Virta diabetes management/reversal
- Omada chronic condition management
- Pregnancy assist family building and maternity support
- myStrength stress, depression, sleep, etc.
- Hinge Health virtual PT
- 2ndMD second opinion service
- Hearing coverage
- Voluntary/worksite benefit offerings





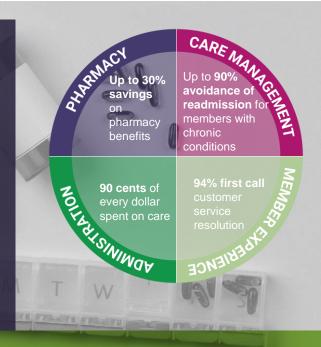
Statewide, worldwide, coverage. If your employees live work or travel this state, this planet — this dimension — they're covered.



Member centric, integrated approach

- Cost
 - Industry leading cost-containment strategies: aggressive formulary management, care management, value-based care arrangements, and more
 - Competitive FF premiums, due in part to target loss ratio of 90% vs. industry standard of 85%
 - ASO all inclusive admin fee
 - ASO operate own Stop Loss pool, with aggressive and stable rates
 - Reliable renewals, outpacing national trend

	2024 Q3	2024 Q4	2025
Medical	6.30%	6.43%	6.57%
Rx	12.31%	12.60%	12.90%



Member focused, cost conscious.





A happier way to healthcare.

Healthcare is complicated and confusing. SimplePay Health changes that. SimplePay delivers a different healthcare experience — one that is streamlined and simplified so members save time and money

Lower-cost care

Tiered providers and aligned copavs encourage shopping on price as well as quality

Savings

10% - 20% average plan savings

Broad network

No need to narrow the network because tiered providers and aligned copays encourage members to access top quality and low-cost providers

Price assurance

No up-front-out-of-pocket costs, just one succinct monthly statement for the price shown

Simplified user interface

Drives higher engagement

Integrated health and wellbeing benefits

All employee benefits in one convenient location

A plan that leaves other plans behind

Providers are ranked based on new understandings **Quality Analytics** for quality and efficiency

Plan design Participants know their cost for all covered services Provider bills and EOB insurance forms eliminated Monthly

Zero % OOP Line of credit for all participants to support financial

financing

Sleek member experienced powered by Virgin Pulse App driven

Concierae Customer service replaced with a personal concierge support

Enhanced care Ultra high-touch clinical support with a team of nurses and doctors management

HDHP / HSA Ability to leverage tax favorable benefits capabilities

Robust integrated health and wellbeing from Virgin Health and Zero % financing wellbeing suite

No bills or EOBs



Member journey

Price certainty

Use app, web or phone to search for provider



Select based on cost and quality



Present ID card, owes \$0 upon visit



statement



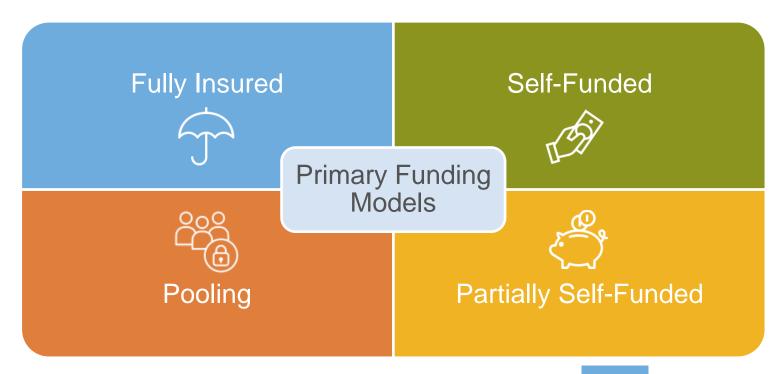


Receive one statement for the same price selected Pay just like any other bill





Four primary funding models used by Michigan public sector



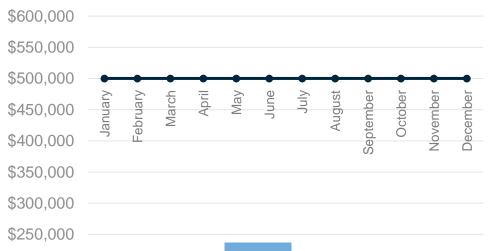
Fully Insured

- Established single, two person and family rate for each plan offered
- Rates generally guaranteed for 12 months
- County pays the same rates for 12 months whether enrollees use more care than expected or less
- Claim data may or may not be considered when establishing rates (discussed later)



Enrollment Type8	Monthly Rate	Enrollment	Total Monthly Premium
Single	\$600	100	\$60,000
Two Person	\$1,200	75	\$90,000
Family	\$1,750	200	\$350,000
TOTAL MONTHLY	\$500,000		





Self Funded

- County pays for the cost of products and services as they are used by enrollees
- Rates are established based on projected costs expected for the 12 month plan year and are not guaranteed
- County pays more if enrollees use more care than expected and pays less if enrollees use less care than expected
- Insurance retained by county to protect against catastrophic losses called stop loss insurance



Cost Components	Monthly Rate	Enrollment	Total Monthly Projected Cost
Administrative Fee	\$75.00	375	\$28,125
Stoploss Insurance	\$125.00	375	\$46,875
Projected Claims	\$1,133.33	375	\$425,000
TOTAL			\$500,000

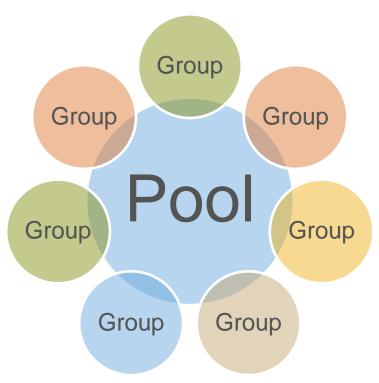
Monthly Projected vs. Actual Cost Illustration





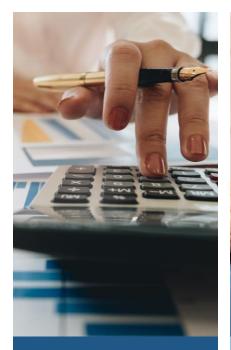
Pooling (example arrangement based on the Western Michigan Health Insurance Pool)

- Sharing claim risk with other employers and taking advantage of collective buying power
- Established single, two person and family rate for each plan offered
- Rates guaranteed for 12 months
- County pays the same rates for 12 months whether enrollees use more care than expected or less
- Pool members make program decisions with a view toward providing high quality coverage at a reasonable and stable cost





Utilization vs Cost



Are you paying what you should?



How do your benefit levels benchmark against similarly situated groups?

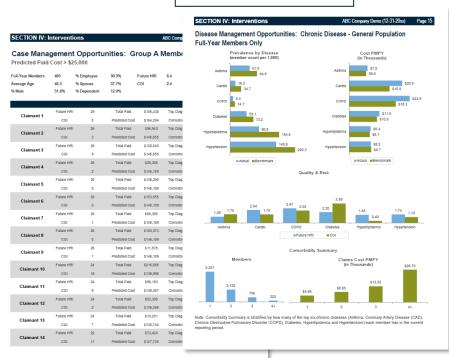


How is your next renewal shaping up?

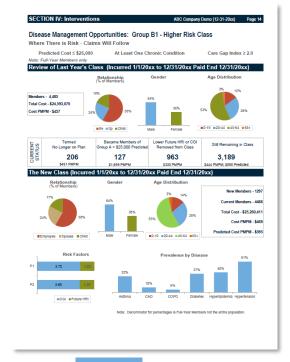


Leveraging Data | Prevalence and Cost Stratification High Claim

High Cost Claimants

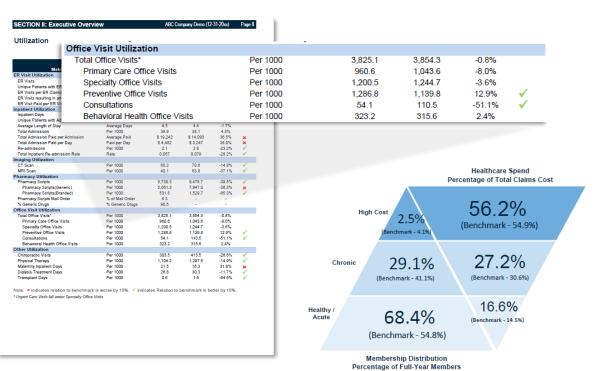


Prevalent conditions



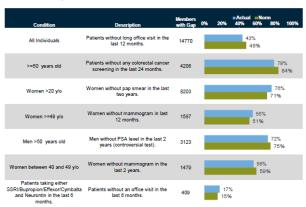


Leveraging Data | Preventive Care Utilization and Risk Factors



Wellness Opportunities: Preventive Care Gaps

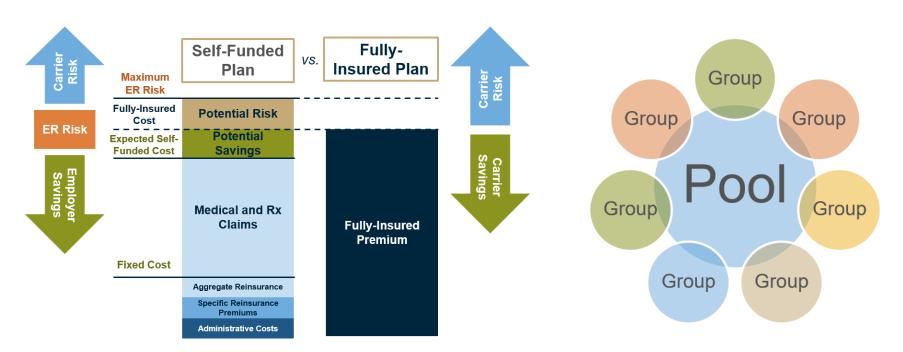
Full-Year Members only



Note: Preventive Office Visits are 12.9% above norm



Evaluating Marketplace Alternatives | Funding Approaches





Evaluating Marketplace Alternatives

Plan Design Alternatives

Deductible

The amount you must pay out of pocket for covered expenses before the insurance company will cover the remaining costs.

Coinsurance

The percentage of costs you pay after you have met your deductible.



Copays

Set rate you pay for prescriptions, doctor visits and other types of care. Copays do not count towards your deductible.

Network Alternatives

HMO

- PCP required
- Specialist referrals required
- Low/no deductibles
- Low copays

PPO

- Larger network
- Access to network specialists
- Co-insurance paid after deductible

EPO

- No PCP required
- Access to network specialists
- Low/no deductibles/copays
- HMO feel/PPO access

Advanced Cost Avoidance Considerations

Evaluating Marketplace Alternatives | Innovative Strategies

Medical Benefit Strategies

Digital health

Virtual primary care

Care navigation with data transparency

Stop loss captives

Mental health vendor partners

Discount analysis

On site/near site clinics



Case Study



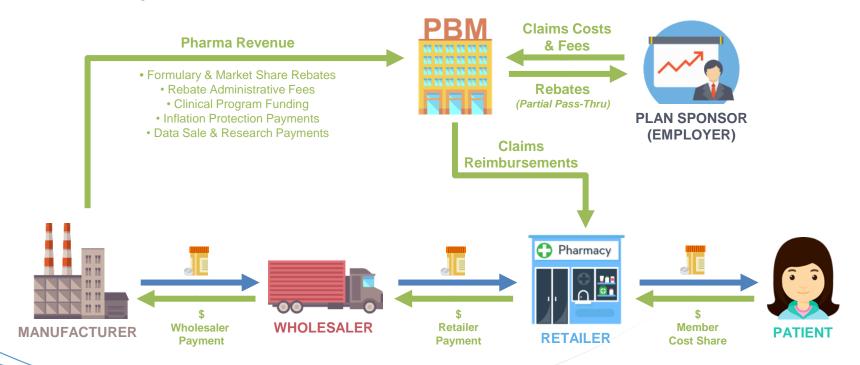
Health Insurance Program Rebuild

Background / Business Challenge	Approach / Solutions	Results Achieved
 Client had a disjointed Medical/Rx program; with a leased network Service issues were the norm Employees had problems efficiently accessing care and getting their claims paid 	 Evaluate the marketplace to find a streamlined solution Keep plan design as is, but enhance network options 	 Moved to an integrated program with a single administrator Enhanced the participant experience by simplifying access to care Eliminated service issues Long-term financial stability (total projected cost increase of 3.5% over a 2-year period)



Rx Ecosystem





General Pharmacy Terms



Average Wholesale Price [AWP] An industry benchmark used to estimate the cost of a drug. AWP was reportedly created in the 1960s by the California Medicaid program as a means by which to standardize a basis for the pharmaceutical cost component of pharmacy reimbursement. Historically, AWP was the generally accepted drug payment benchmark for many payers because it was readily available. However, AWP is now thought of as a "sticker price," in that it rarely if ever reflects the average wholesale price actually paid after discounts have been subtracted. Payers base reimbursement on discount off of AWP for drugs.

Discounts

The reduction of cost of the baseline or benchmark price of a drug. The standard industry benchmark for discount evaluation is currently AWP.

Ingredient Cost

The actual cost of prescription drug claims.

Rebates

Broadly defined as a discount that occurs following a purchase wherein the manufacturer of the product returns some of the money that was paid for the product to the purchaser. When drugs are purchased by a managed care organization (MCO), a rebate is determined based upon volume, market share and other parameters0. Rebates are provided by a pharmaceutical manufacturer to MCOs, including health plans, pharmacy benefit managers (PBMs) or other type of MCOs.

Drug Type

Brand/Generic/Specialty. These drug type names are used to determine the appropriate discount and rebate that should be applied according to the PBM contract.

Drug Channel

Mail order and Retail. This is the method in which the drug is dispensed.

Pharmacy Hot Topics





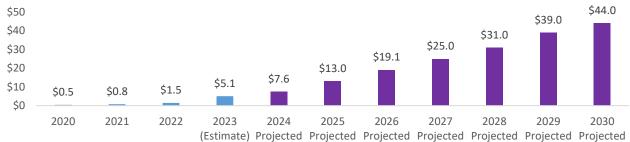
Green: Contracting issues; Blue: Strategic considerations

Emergence of Weight Loss GLP-1's

History and Present State of GLP-1 Market

The prevalence of obesity in the U.S. has grown from 30.5% over 1999–2000 to 41.9% over 2017–2020¹. Historically weight loss medications have not been both effective and safe and medical obesity treatments were typically surgical. However, advances in GLP-1 drugs, traditionally a diabetic treatment, have recently proven effective in weight loss management. As a result, the market for these drugs both for diabetes and weight loss has exploded in recent years.





2023 Employer Coverage Trends and Costs

CVS: ~67% of employers cover GLP-1's for weight loss

Optum: ~50% of employers cover GLP-1's for weight loss

Prime: ~39% of employers cover GLP-1's for weight loss

\$1,350

Average list price of Wegovy, most popular current weight loss GLP-1

\$1,060

Average list price of Zepbound, a recently approved weight loss GLP-1

Sources:

2) J.P Morgan, The increase in appetite for obesity drugs, November 2023

Centers for Disease Control and Prevention - National Health and Nutrition Examination Survey (NHANES) 2021

Coverage of Weight Loss GLP's



Spectrum of Employer Options

No Coverage

Cost effective but restrictive vs some plans

Carve-out Coverage with Access Qualification

Allowing access to weight loss drugs while controlling costs and improving efficacy

Coverage thru PBM

Positive employee perception but expensive

GLP-1 Management + Weight Management Program

Multiple vendors offer employers a solution in which the vendor administer a carve-out GLP-1 weight loss drug plan. Members must enroll in a weight loss management program in order to receive GLP-1's for weight loss. This alternative to PBM coverage has some advantages:

Removing PBM Incentives

PBM's incentive to overprescribe / not put appropriate PA's in place due to profit 1from spread pricing and rebates is replaced by prudent authorization of medication and ongoing monitoring for drug efficacy. Quantity limits can be set to 6 or 12 months to ensure constant efficacy evaluation

Clinical Focus

Programs includes clinically-driven selection criteria, constant health coach + pharmacist engagement and tangible goals (achieving 5 – 10% weight loss in 3 months initially and ongoing checkpoints)

Advanced Cost Avoidance Considerations



Evaluating Marketplace Alternatives | Innovative Strategies

Pharmacy Benefit Strategies

Patient assistance programs

Stop loss carve out for gene/cell therapy drugs

Third party expert opinion service

Boutique PBM

Pharmacogenomics



Case Study



Pharmacy

Background / Business Challenge	Approach / Solutions	Results Achieved
 First year of partnership with a large public sector employer Employer in a cooperative purchasing arrangement Evaluated the employers' pharmacy contract and conducted a procurement for Pharmacy Benefit Manager (PBM) Deliver cost savings/containment without creating participant disruption 	 Go to market and secure offers from the incumbent and competing PBMs Perform forensic review of contract terms associated with each offer Negotiate best and final offers from leading respondents 	 Secured group-specific PBM contract guarantees, for example: Drug ingredient cost guarantees specific to scripts filled by the group Increased rebate share from 90% to 95%. PBM held accountable in each individual drug channel and delivery on each \$2.65M in cost avoidance over a three-year period No impact to plan participants PBM partner, list of approved drugs and copay structure stayed the same



Inflation Reduction Act (IRA)



Impact on Health Care

The Inflation Reduction Act (IRA) was passed in 2022, with the most significant impact on health care since the 2010 passage of the Affordable Care Act (ACA)

The IRA will have the biggest impact for seniors enrolled in Medicare

- A monthly \$35 cap on insulin effective in 2023
- A \$2,000 out-of-pocket cap on prescription drug expenses beginning in 2025
- Significant changes to the manufacturers discount program and to catastrophic coverage take effect in 2025
- The Federal government will negotiate the price of certain high-cost prescription drugs, with the first impact in 2026

Other notable impacts

 The law extended subsidies through 2025 for approximately 13 million people who purchase individual coverage through the ACA (subsidies were set to expire at the end of 2022)

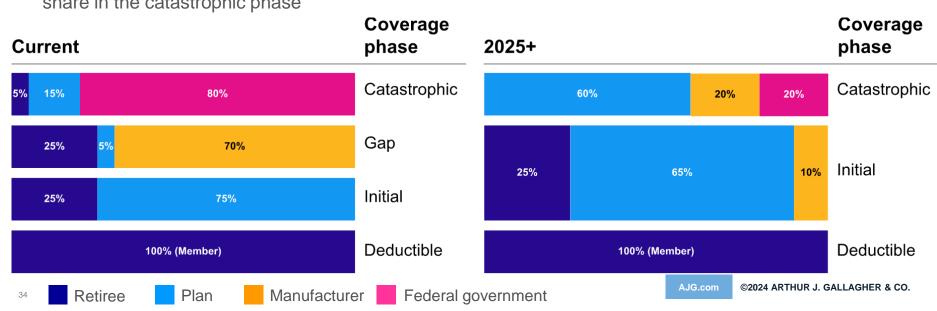
Inflation Reduction Act Impact on Future Retiree Coverage



The Inflation Reduction Act (IRA) is expected to have a significant impact on future retiree coverage

Changes Include:

- Changes to both Direct and Federal subsidies
- Standard Part D plan design changes, including \$2,000 member maximum and elimination or retiree cost share in the catastrophic phase



Expected IRA Impacts on EGWP and MAPD Plan Costs



The IRA is expected to increase costs for Rx EGWPs and MAPD plans in 2025 due to lower federal subsidies and reduced member out-of-pocket costs

- Member out of pocket maximum will be reduced to \$2,000
- Member cost sharing in the coverage gap phase will be eliminated in 2025
- Lower federal subsidies are expected to increase costs in 2025, but future price control measures could help moderate costs over the long-term through lower trends
- MAPD carriers are estimating premium increases of \$30-\$70 per member per month, with significant variance based on plan design and utilization
 - Final impact likely won't be known until July
 - Carriers will be finalizing rates and plan designs in August

Retiree Drug Subsidy (RDS)



Implemented as part of the Medicare Modernization Act of 2003, Retiree Drug Subsidy (RDS) was developed to encourage employers and unions to maintain retiree drug coverage for their Medicare-eligible retirees and their eligible dependents

- Requires no plan design changes
- Must go through Actuarial equivalence attestation process annually, placing significant compliance responsibility on employer
- Providing reimbursement (28%) for Medicare Part D eligible drugs within a certain corridor of claims spend, RDS was initially an ideal option for some employers
- Given the improvements in the Standard Part D plan design, it is expected to be more difficult to quality for RDS in the future
- RDS plans are commercial drug plans that are not expected to enjoy the price control measures enacted by IRA
- No direct impact to GASB costs/liabilities, as GASB does not allow expected RDS payments to be reflected
- If no longer eligible for RDS, Plan Sponsors should consider alternative strategies

Medicare Part D Creditable Coverage

Employer Notification Requirement

- Employers are required to provide Medicare-eligible employees a notice of whether the employer's prescription drug plan is creditable or non-creditable for Medicare Part D purposes
 - The Notice of Creditable coverage has to be provided annually prior to October 15
 - The due date aligns with the Medicare Part D open enrollment, which allows Medicare-eligible individuals that do not have creditable coverage to enroll in Medicare drug coverage and avoid a late enrollment penalty.
- To determine whether coverage is creditable, employers have two options
 - The simplified creditable coverage determination (available to employers that are not applying for a retiree drug subsidy ("RDS")) (available for 2025; CMS is evaluating whether this will be available after 2025)
 - The actuarial value test

Medicare Part D Creditable Coverage

Simplified Creditable Coverage Determination

- The requirements of the simplified creditable coverage determination vary according to whether the employer's plan is "integrated" (prescription drug benefits are combined with other benefits, such as medical, dental, or vision, with combined deductibles, and combined annual and lifetime benefit maximums) or whether prescription drug coverage is non-integrated (offered on a stand-alone basis)
- To be considered creditable coverage, a non-integrated plan must:
 - (1) provide coverage for brand-name and generic prescriptions;
 - (2) provide reasonable access to retail providers;
 - (3) be designed to pay on average at least 60% of participants' prescription drug expenses; and
 - (4) satisfy one of the following standards:
 - (a) the prescription drug coverage either has no annual benefit maximum or has a maximum annual benefit of at least \$25,000; or
 - (b) the prescription drug coverage has an actuarial expectation that the amount payable by the plan will be at least \$2,000 annually per Medicare eligible individual.
- An integrated plan must meet standards 1–3 above and the following three additional standards:
 - have no more than a \$250 deductible per year;
 - have no annual benefit maximum or a maximum annual benefit payable by the plan of at least \$25,000; and
 - have a lifetime combined benefit maximum limit of at least \$1 million

Medicare Part D Creditable Coverage

Actuarial Valuation Creditable Coverage Determination

- Prescription drug coverage is considered to be creditable under this determination method if the actuarial value of that coverage equals or exceeds the actuarial value of "defined standard prescription drug coverage" using generally accepted actuarial principles and following CMS actuarial guidelines
 - Essentially, this means that creditable coverage must be at least as good as standard Medicare prescription drug coverage
 - The calculation must be done by an actuary

Medicare Part D Creditable Coverage

Medicare Part D - Out of Pocket Update

- Changes to Medicare Part D benefits may impact the creditable coverage status of plans using the actuarial valuation creditable coverage determination (but will not impact the status of plans using the simplified method in 2025)
- Medicare Part D Reduction in Out of Pocket Maximum
 - Annual out-of-pocket costs will be capped at \$2,000 for people with Medicare Part D in 2025
 - Once the beneficiary meets the \$2,000 limit, they move directly into the catastrophic phase since the gap coverage phase no longer exists.
- Implications for High Deductible Health Plans (HDHPs)
 - The reduction of the OOPM for prescription drug coverage may preclude the HDHP from qualifying as creditable coverage
 - For 2024, a HDHP must have an annual deductible of at least \$3,200 for family coverage
 - Plan sponsors might consider earlier or additional communications with their non creditable coverage notices for the 2025 plan year (due by October 15, 2025) to ensure Medicare-eligible employees understand the effect of their HDHP election
 - Avoid a potential late enrollment penalty

Thank you!

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