



Health Care Update

December 11, 2023



- Financials (Rae-Ellen)
- Partnership (Bernie)
- Partnership regional rates
- High-level utilization (Josh)
 - Pharmacy claims breakout
- Dental Plan Performance (Rae-Ellen)
- Quantum Call Center Reporting (Quantum)
- Communications (Betsy)
- Primary Care Initiative Update (Tom)



Public Comment



FY 2023-2024 Anticipated Year End Health Account Balances

Budget Review 11.15.23

Active Employee Healthcare Appropriation

Projected Appropriation Balance:	\$ 10,344,390.26
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Active Employee Healthcare FAD Accounts

Projected Active Health FAD	\$ 124,386,307.35
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Projected Active Rx FAD	\$ 23,725,717.27
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Combined FAD Balances:	\$ 148,112,024.62
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Retired Employee Healthcare Appropriation

Projected Appropriation Balance:	\$ 2,286,131.05
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Retired Employee Healthcare OPEB FAD Accounts

Projected Retiree Health	\$ 194,369,858.43
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Projected Retiree Rx	\$ 9,755,204.96
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Combined FAD Balances:	\$ 204,125,063.38
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Partnership 2.0

- As of 12/1/23 we have 153 groups enrolled totaling just over 23,000 employees and approximately 50,000 members.
- One small group is joining for 1/1/24.
- We are continuing with the marketing of the plan through the Anthem retention campaign as well as onsite vendor events.

Partnership 1.0

- As of 12/1/23 we still have 5 groups remaining totaling approximately 2,400 employees and just under 3,400 members.



Factoring in changes for the regional adjustment:

- The contract states that we will re-evaluate the regional adjustment at renewal
- Recommend phasing it in, starting in year 5, over a 2-year period for both new & existing groups
- Our next renewal is year 4 (7/1/24) but would like to inform current partnership groups (during the next quarterly update) of the change starting 7/1/25 and completing on 7/1/26
- Looking at the adjustment factors today, the highest would be a 2% increase phased in over 2 years (1% a year)



UTILIZATION DASHBOARD

State of Connecticut

Reporting Periods (Paid through October 2023)

Current Period: Incurred September 2022 – August 2023

Prior Period: Incurred September 2021 – August 2022

Actives & Non-Medicare Retirees

All Plans

Utilization Dashboard

Current Period: Incurred Sep 2022 – Aug 2023

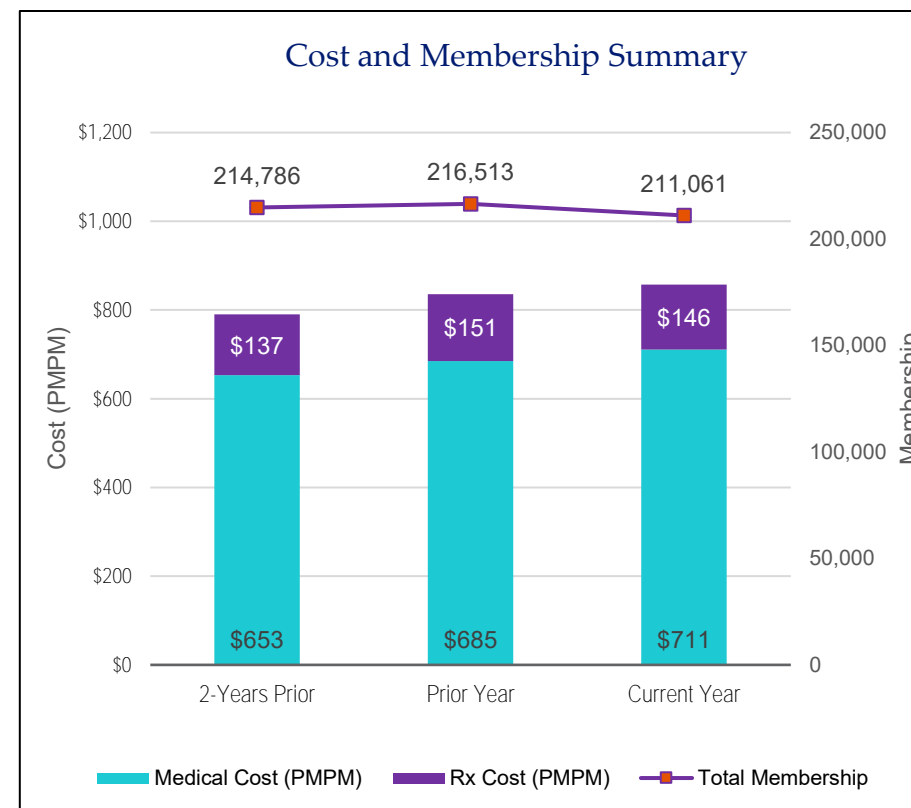
Prior Period: Incurred Sep 2021 – Aug 2022

Claims Summary¹

	Total Cost (PMPM)	% of Total Cost	Current Trend
Medical	\$711.17	83%	▲ 3.9%
Inpatient Facility	\$131.08	15%	▼ 2.3%
Outpatient Facility	\$284.58	33%	▲ 5.8%
Professional Services	\$274.01	32%	▲ 5.2%
Ancillary	\$21.49	3%	▲ 2.4%
Pharmacy ²	\$146.38	17%	▼ 2.8%
Total Cost	\$857.55		▲ 2.7%

Drivers of Trend

Service Category	Current PMPM	Prior PMPM	Change
Outpatient - Surgery	\$89.09	\$79.63	▲ \$9.46
Inpatient - Surgery	\$56.73	\$62.06	▼ \$5.33
Outpatient - Lab/Pathology	\$9.53	\$14.71	▼ \$5.19
Professional - Lab/Pathology	\$17.53	\$21.67	▼ \$4.15
Professional -E&M	\$49.88	\$46.59	▲ \$3.30



Observations

- PMPM medical costs have increased 3.9% Year-over-Year (“YoY”) and accounted for 83% of total spend.
- PMPM Rx costs have decreased 2.8% YoY and accounted for 17% of total spend.
- The second table above illustrates the top 5 drivers of trend. Outpatient - Surgery was the top driver of spend on a PMPM basis, increasing \$9.46 PMPM over last year.

¹ Reflects paid claims through October 2023. Claims for the current period have been completed using a factor of 0.97

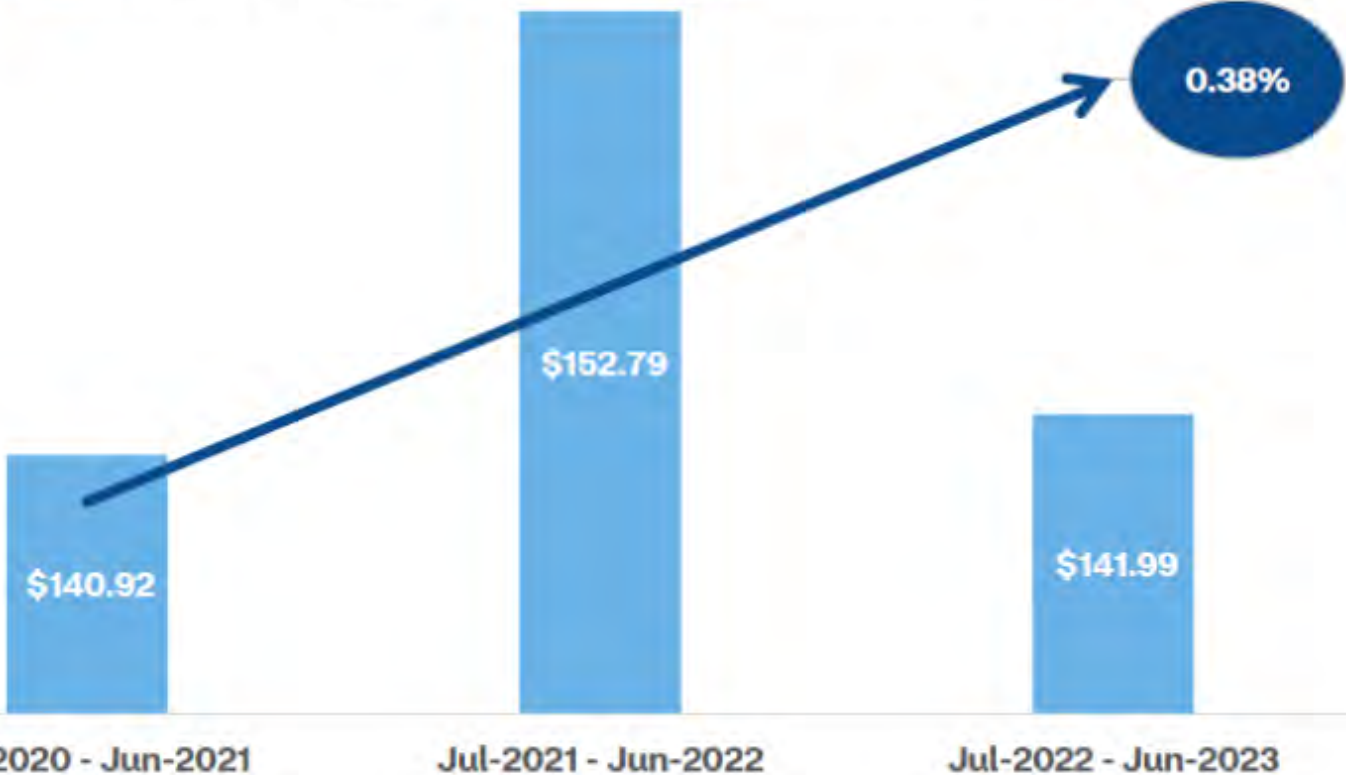
² Pharmacy costs reflect PrudentRx savings and other direct manufacturer savings.

Pharmacy FY 2023

Compound annual growth rate* of net cost post-rebate** PMPM

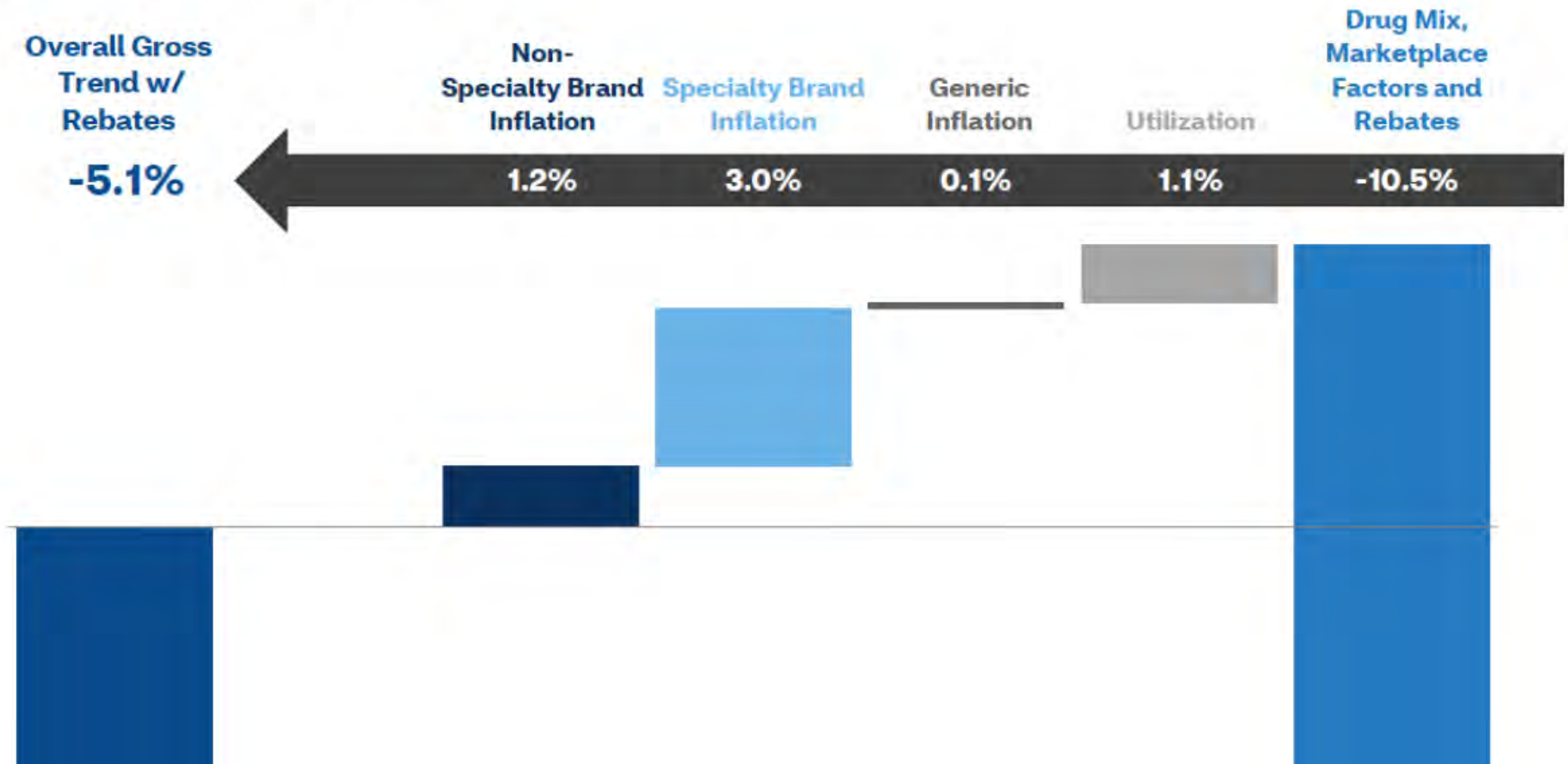
Net Cost w/ Rebates** PMPM

Compound annual growth rate



Net cost post-rebate** three year compound annual growth rate **0.38%**

Contribution to Trend



Top 5 non-specialty class performance

Non-Specialty Class (GPI2)	Total		Gross Cost/Rx	Prevalence [†]	Peer*	Gross Cost	
	Gross Cost	Utilizers				PMPM	Peer*
Antidiabetics	\$30,179,038	14,369	\$325.27	38.7220	44.4196	\$16.76	\$40.66
Adhd/Anti-Narcolepsy/Anti-Obesity/Anorexiants	\$8,996,468	10,048	\$144.72	28.0153	26.8702	\$5.00	\$10.39
Dermatologicals	\$8,063,331	36,188	\$86.48	41.6439	29.1083	\$4.48	\$3.21
Antiasthmatic And Bronchodilator Agents	\$7,341,736	24,355	\$88.47	36.4827	31.4213	\$4.08	\$6.73
Antidepressants	\$7,283,377	28,511	\$62.75	55.6718	72.2870	\$4.05	\$3.39
Other	\$85,600,126	129,269	\$65.97	354.3763		\$47.54	\$52.07

Three-year perspective

Gross Cost



Prevalence[†]



PrudentRx Solutions impact on specialty cost



PrudentRx Solutions three year key metrics

average
gross claim cost PMPM

\$4.89

accounting for
6.1%
of total specialty
gross drug cost
before PrudentRx

32,086

claims representing
30.7%
of total specialty claims

* Specialty Gross Cost adjusted to present Gross Drug Cost metrics prior to PrudentRx program.

Note: Does not include PrudentRx shared savings fee.

Your top 10 specialty drug classes

Specialty Class	Total Gross Cost before PrudentRx					Total Gross Cost after PrudentRx				
	Jul-Jun 22		Jul-Jun 23		PMPM % Change	Jul-Jun 22		Jul-Jun 23		PMPM % Change
	Gross Cost	Gross Cost	Gross PMPM	Gross PMPM		Gross Cost	Gross Cost	Gross PMPM	Gross PMPM	
Oncology	\$24,351,460	\$25,450,411	\$13.51	\$14.13	4.7%	\$24,351,460	\$22,609,216	\$13.51	\$12.56	-7.0%
Psoriasis	\$15,460,215	\$16,100,122	\$8.57	\$8.94	4.3%	\$15,460,215	\$12,589,596	\$8.57	\$6.99	-18.5%
Rheumatoid Arthritis	\$13,820,719	\$13,527,600	\$7.67	\$7.51	-2.0%	\$13,820,719	\$10,498,503	\$7.67	\$5.83	-23.9%
Multiple Sclerosis	\$9,613,993	\$9,805,703	\$5.33	\$5.45	2.1%	\$9,613,993	\$8,389,623	\$5.33	\$4.66	-12.6%
Atopic Dermatitis	\$7,526,707	\$9,430,631	\$4.17	\$5.24	25.5%	\$7,526,707	\$7,338,032	\$4.17	\$4.08	-2.4%
Psoriatic Arthritis	\$8,083,381	\$9,115,823	\$4.48	\$5.06	12.9%	\$8,083,381	\$7,019,485	\$4.48	\$3.90	-13.0%
Crohns Disease	\$8,592,947	\$8,753,742	\$4.77	\$4.86	2.0%	\$8,592,947	\$6,967,322	\$4.77	\$3.87	-18.8%
Human Immunodeficiency Virus	\$9,001,850	\$8,651,822	\$4.99	\$4.81	-3.8%	\$9,001,850	\$6,645,385	\$4.99	\$3.69	-26.1%
Cystic Fibrosis	\$7,465,992	\$6,701,523	\$4.14	\$3.72	-10.1%	\$7,465,992	\$5,468,984	\$4.14	\$3.04	-26.6%
Asthma	\$6,882,320	\$6,903,554	\$3.82	\$3.83	0.4%	\$6,882,320	\$5,267,305	\$3.82	\$2.93	-23.4%
All Others	\$41,241,472	\$40,687,111	\$22.87	\$22.60	-1.2%	\$41,241,472	\$35,682,282	\$22.87	\$19.82	-13.4%
Grand Total	\$152,041,056	\$155,128,042	\$84.33	\$86.16	2.2%	\$152,041,056	\$128,475,734	\$84.33	\$71.35	-15.4%

Note: Does not include PrudentRx shared savings fee.

Your adherence metrics

Helping patients with **3+** chronic conditions become adherent can increase savings **7 fold**.

% optimal ¹ adherence by most common conditions	SOC only Current Period	SOC only Prior Period	Age Adjusted ^{**} Peer [*]	Age-Adjusted ^{**} Employer
Diabetes Total number of adherent utilizers 9,142	76.2%	79.2%	68.2%	67.2%
Hypertension Total number of adherent utilizers 23,579	83.6%	83.8%	76.8%	75.7%
Hyperlipidemia Total number of adherent utilizers 17,874	83.0%	84.1%	76.3%	75.5%
Heart Failure Total number of adherent utilizers 2,258	65.9%	65.7%	56.9%	56.9%
Depression Total number of adherent utilizers 17,639	74.5%	74.2%	67.4%	66.3%

¹ Optimal: ≥ 80% MPR

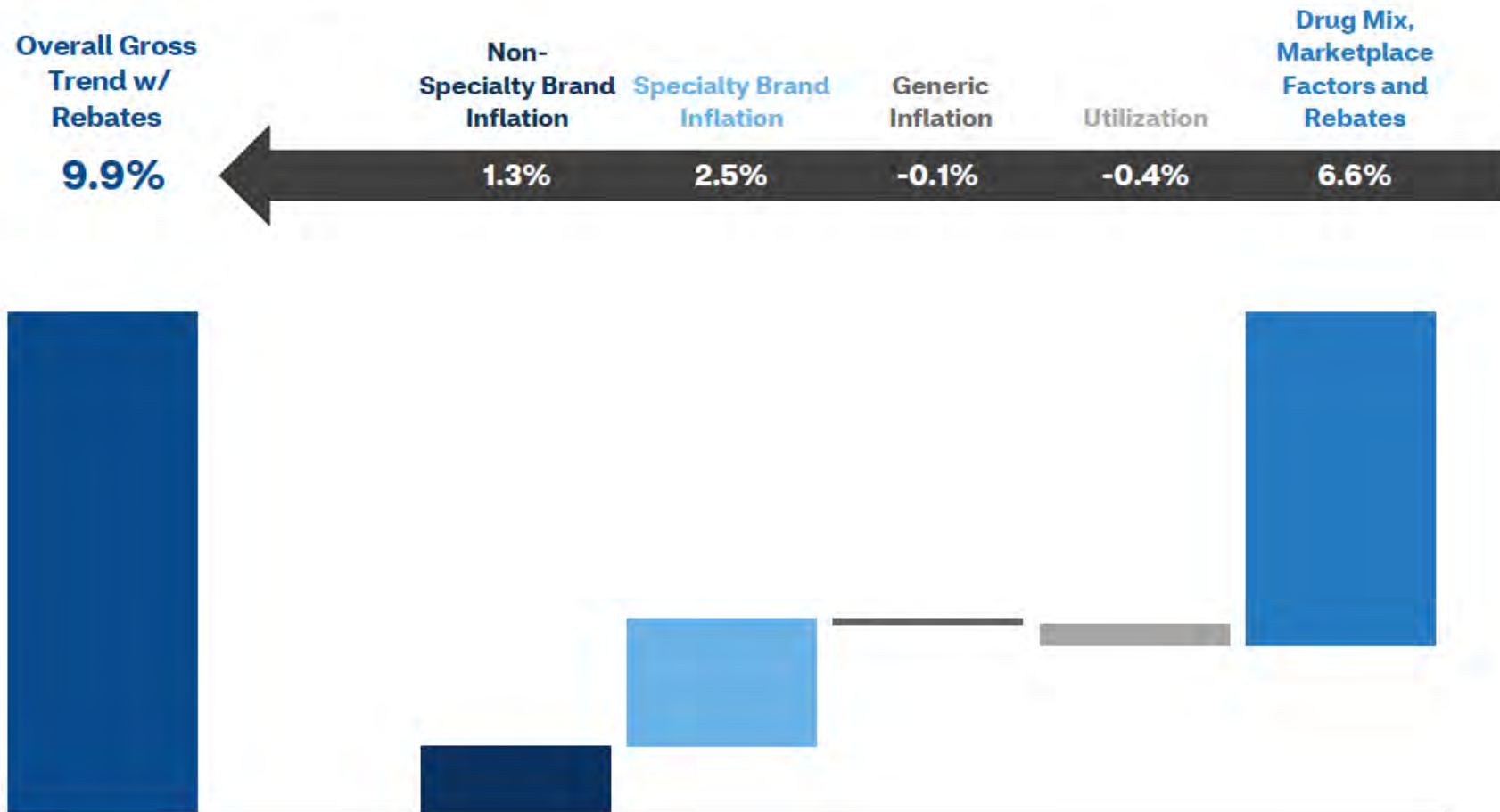
^{*} Peer: Government

^{**} Age-adjusted benchmarks represent the optimal adherence % of the book of business segment and peer based on the same age demographics as the client.

Pharmacy Quarter 1 FY 2024

(with impact of rebates)

Contribution to Trend



Key metrics at a glance

Eligibility	Jul-Sep 22	% Change	Jul-Sep 23	Employer†	Peer*
Average Eligible Members Per Month	149,930	1.2%	151,765		
Average Utilizers as % of Members	42.2%	-2.5%	41.1%	33.9%	40.9%
Average Member Age	38	-0.7%	38	36	39
Cost with Rebates**					
Total Gross Cost	\$62,928,780	14.0%	\$71,759,366		
Gross Cost w/ Rebates**	\$63,425,371	11.3%	\$70,586,721		
Total Net Cost w/ Rebates**	\$60,232,303	12.2%	\$67,574,876		
Gross Cost w/ Rebates** PMPM	\$141.01	9.9%	\$155.04		
Net Cost w/ Rebates** PMPM	\$133.91	10.8%	\$148.42		
% Total Member Cost Share	5.1%	-17.3%	4.2%	6.8%	6.7%
% Non-Specialty Member Cost Share	5.3%	2.6%	5.4%	11.1%	10.9%
Drug Mix					
% Single Source Brands	18.7%	-7.5%	17.3%	14.2%	14.4%
% Multi Source Brands	2.4%	-34.4%	1.6%	1.2%	1.2%
Generic Dispensing Rate	78.8%	2.8%	81.1%	84.6%	84.4%
Generic Substitution Rate	97.0%	1.1%	98.1%	98.6%	98.6%
Utilization					
Total Prescriptions	431,785	-0.7%	428,632		
% Retail Prescriptions	55.5%	-0.1%	55.4%	79.4%	87.9%
% Mail Prescriptions	2.0%	2.8%	2.1%	5.3%	4.4%
% Maintenance Choice® Prescriptions	42.5%	0.0%	42.5%	15.3%	7.7%
Days' Supply PMPM	48.00	-0.4%	47.79	35.27	47.44
Specialty					
Specialty Total Gross Cost	\$28,814,574	22.5%	\$35,296,118		
Specialty Avg. Utilizers as % of Members	1.5%	13.9%	1.7%	1.2%	1.3%
Specialty Gross Cost PMPM	\$64.06	21.0%	\$77.52	\$88.54	\$110.27
Specialty % of Total Gross Cost	45.8%	7.4%	49.2%	49.0%	46.8%
Specialty % of Total Prescriptions	1.9%	14.9%	2.2%	1.7%	1.5%
% Specialty Member Cost Share	4.8%	-39.2%	2.9%	2.4%	1.9%

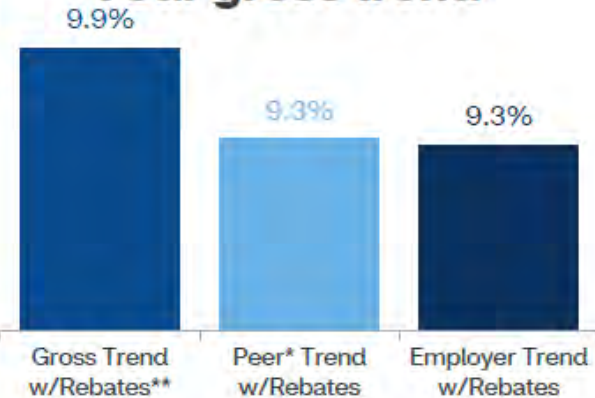
*Peer: Government

** Rebates represent client share of invoiced rebates (less: point of sale rebates) as of report run date of 11-24-2023 and may not reconcile with rebate guarantees or rebates paid to date.

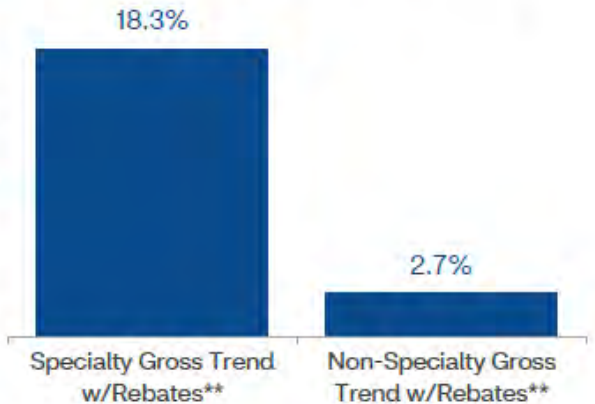
Rebates included for this time period: 2023Q3 - 2023Q3. Prior period rebates include the same number of quarters as current period.

†Employer information is based on the most recent quarter ending Sep 30, 2023.

Your gross trend



Your specialty and



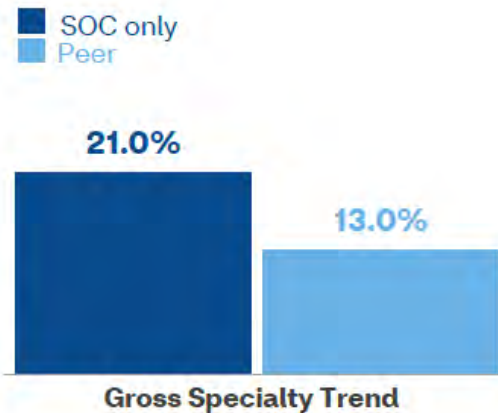
Your top specialty classes by contribution to trend

Key metrics

Specialty prescriptions represented **49.2%** of total gross cost and comprised **2.2%** of all prescriptions.

Newly launched medications contributed **0.3%** to specialty trend.

Price inflation contributed **4.7%** to specialty trend.



14.4%

Overall specialty utilization increase compared to prior period



The top three (3) classes with the greatest contribution to specialty drug utilization trend are:
Atopic Dermatitis
Psoriasis
Transplant

Your top 5 contributing specialty classes

Specialty Class	Top Drug Contributors	Gross Cost	Utilizers	Gross Cost PMPM	Contribution to Gross Trend
Oncology	Verzenio, Lenalidomide	\$6,430,158	244	\$14.12 \$18.92	1.5%
Atopic Dermatitis	Dupixent, Adbry	\$2,460,362	354	\$5.40 \$4.53	1.4%
Bone Disorders - Other	Strensiq	\$799,083	2	\$1.76 \$0.40	1.3%
Psoriasis	Skyrizi, Taltz	\$3,395,598	403	\$7.46 \$12.84	1.0%
Multiple Sclerosis	Fingolimod, Mavenclad	\$2,263,331	161	\$4.97 \$5.85	0.7%

Peer:Government

This page contains references to brand-name prescription drugs that are trademarks or registered trademarks of pharmaceutical manufacturers not affiliated with CVS Health and/or its affiliates.

Your top non-specialty classes by contribution to trend

Key metrics

Non-specialty prescriptions represented

50.8%

of total gross cost and comprised

97.8%

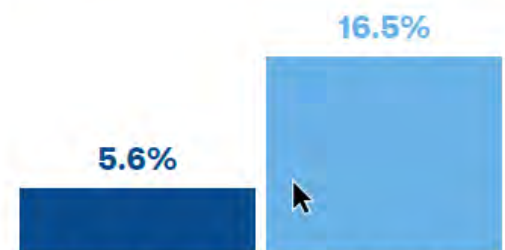
of all prescriptions.

Newly launched medications contributed

1.4%

to non-specialty trend.

■ SOC only
■ Peer



Gross Non-Specialty Trend

-0.6%

Overall non-specialty utilization decrease compared to prior period



The top three (3) classes with the greatest contribution to non-specialty drug utilization trend are:

- Antidiabetics
- Dermatologicals
- Adhd/Anti-Narcolepsy/Anti-Obesity/Anorexiant

Your top 5 contributing non-specialty classes

Non-Specialty Class	Top Drug Contributors	Gross Cost	Utilizers	Gross Cost PMPM	Contribution to Gross Trend
Antidiabetics	Ozempic, Mounjaro	\$8,392,170	11,781	\$18.43 \$46.00	4.3%
Adhd/Anti-Narcolepsy/Anti-Obesity/Anorexiant	Amphetamine/Dextroamphetamine, Methylphenidate	\$2,653,453	7,219	\$5.83 \$14.67	1.3%
Migraine Products	Nurtec, Ubrelvy	\$1,798,478	2,783	\$3.95 \$5.63	0.5%
Medical Devices And Supplies	Dexcom CG Sensor, Omnipod 5 G6 Pods (Con 5)	\$1,148,867	3,884	\$2.52 \$2.60	0.4%
Vaccines	Spikevax Covid-19 Vaccine	\$1,127,716	7,571	\$2.48 \$2.44	0.3%

Peer:Government

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PrudentRx –SOCT Plan Experience

based on claims paid July 2022 – Oct 2023

	Specialty Spend	MFG Bill Amount	COB Amount	PrudentRx Gross Savings Amount	Program Fee	Net Savings	# of Claims/ Scripts
State of CT	\$183,386,907	\$54,342,660	\$16,662,327	\$36,174,707	\$8,759,901	\$27,414,806	35,778
Partnership	\$63,936,721	\$18,927,330	\$5,916,381	\$12,475,310	\$3,016,191	\$9,459,119	15,518
SOCT & SPP	\$247,323,628	\$73,269,990	\$22,578,708	\$48,650,017	\$11,776,092	\$36,873,925	51,296

PrudentRx Utilizers By Month

SOCT Members

MONTH	UTILIZERS
Jul-22	1,605
Aug-22	2,029
Sep-22	2,069
Oct-22	2,090
Nov-22	2,143
Dec-22	2,132
Jan-23	2,309
Feb-23	2,268
Mar-23	2,425
Apr-23	2,323
May-23	2,465
Jun-23	2,487
Jul-23	3,323
Aug-23	3,482
Sep-23	3,309
Oct-23	3,415

SPP Members

MONTH	UTILIZERS
Jul-22	726
Aug-22	880
Sep-22	831
Oct-22	826
Nov-22	856
Dec-22	849
Jan-23	899
Feb-23	863
Mar-23	929
Apr-23	899
May-23	963
Jun-23	959
Jul-23	878
Aug-23	924
Sep-23	849
Oct-23	892

Estimated Member Savings with PrudentRx

	Baseline Member Cost Share Savings	Average savings per member	Average savings per script
State of CT	\$1,371,570	\$255	\$35
Partnership	\$511,490	\$231	\$33
	\$1,883,060		



State of Connecticut Network Growth/Performance Guarantee Update

Basic and Enhanced Provider Outreach

- Completed outreach to all non-contracted dentists utilized by our members that are not currently contracted with Cigna

Basic Plan Network

July 1st - November 30th Recruitment Updates:

- Connecticut Access Points: 457
- Connecticut Unique Providers: 150

Enhanced Plan Network

July 1st - November 30th Recruitment Updates:

- Connecticut Access Points: 443
- Connecticut Unique Providers: 142

DHMO & Total Care DHMO

July 1st - November 30th Recruitment Updates:

- Connecticut: 4 Offices with 19 Unique Providers and 20 Access Points

Dental Plan Performance



Member population



Employees & dependents all products

	Base	Current	Trend	Norm
Employees	100,899	102,382	1.5%	
Dependents	83,460	95,590	14.5%	
Family Size	1.83	1.93	5.8%	1.97
Total Members	184,359	197,972	7.4%	

DPPO Oral Health Behavior



% of Unique members receiving cleaning

Base	Current	Trend	Norm
80.4%	80.2%	-0.2%	64.8%

% of Unique members by service type

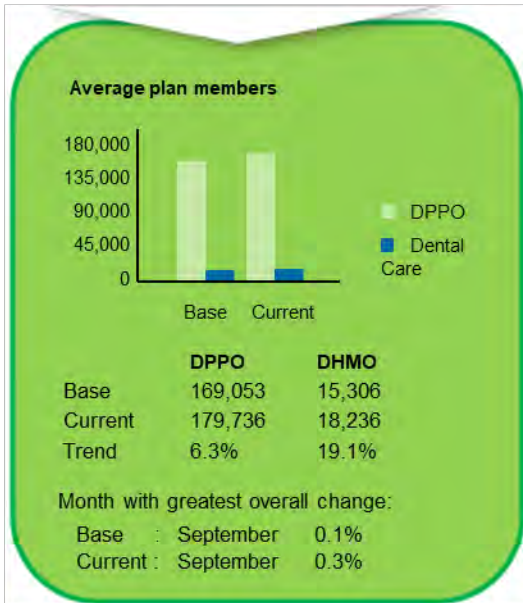
	Base	Current	Trend	Norm
Healthy behaviors				
Exams	77.9%	77.4%	-0.5%	62.0%
Cleanings	77.3%	76.8%	-0.5%	61.1%
Fluoride	17.5%	17.5%	0.0%	19.1%
Periodontal cleanings	5.1%	5.3%	0.2%	4.8%
Treatment				
Fillings	21.2%	21.1%	-0.1%	14.9%
Crowns	11.2%	10.7%	-0.5%	8.1%
Root canals	2.5%	2.4%	-0.1%	1.9%
Extractions - all	5.5%	5.5%	0.0%	4.2%
Gum disease				
Non surg perio	2.2%	2.2%	-0.0%	2.3%

Savings



Network performance

Base	Current	Trend	Norm
Total network charges			
78.2%	74.6%	-3.6%	71.7%
Achieved discounts			
33.7%	35.8%	2.2%	37.4%



	Base	Current	Trend	Norm
DPPO				
Net effective discount				
	26.3%	26.7%	0.4%	26.8%
Plan design savings				
	15.2%	16.1%	0.9%	19.4%
Utilization management & review				
	13.1%	12.0%	-1.0%	13.1%
Total savings				
	54.6%	54.9%	0.3%	59.3%
Plan paid claims PMPY				
	\$473.58	\$476.52	0.6%	\$374.06
Dental Care				
Member savings on services provided				
	83.7%	85.9%	2.3%	81.9%

Hearing your stories: in their own words



GRATEFUL MEMBER

Outstanding first impression

Unfortunately, I found out that I was out of compliance, and I ended up on the phone with a **kind representative** who was Whitney. I am now compliant, and I owe that to Whitney, she was so **thorough, patient, kind, and knowledgeable** through all of this. I don't think I would have been able to get through all of the things without her assistance. I just want you to know that Whitney was so **helpful** through this whole process. Thank you so much!



RELIEVED MEMBER

Stick with them

I just wanted to let you know that one of your employees, Tess, is just **so awesome!** I called because I had concerns about my HEP and keeping in compliance. She was **stellar!** Her assistance was just **excellent.** She took her time, she explained everything to me, she was **patient,** she was **professional,** she just had a **great energy and attitude.** I wanted to let you know that she was so great, and I am so, **so grateful!** I very, very much appreciate all the help and assistance that she offered me today. You have a great employee in Tess.



HAPPY MEMBER

Sanctuary

I spoke to Nicole, and she was so **friendly and helpful,** and she just **went above and beyond.** I wanted to give her credit, because we focus so much on bad customer service and not enough credit is given for the good. She was **really awesome,** I told her "if I could give you a hug right now, I would" because she was really really helpful with me. I just wanted to make sure she knows she did an awesome job, and your team is **lucky to have her.**



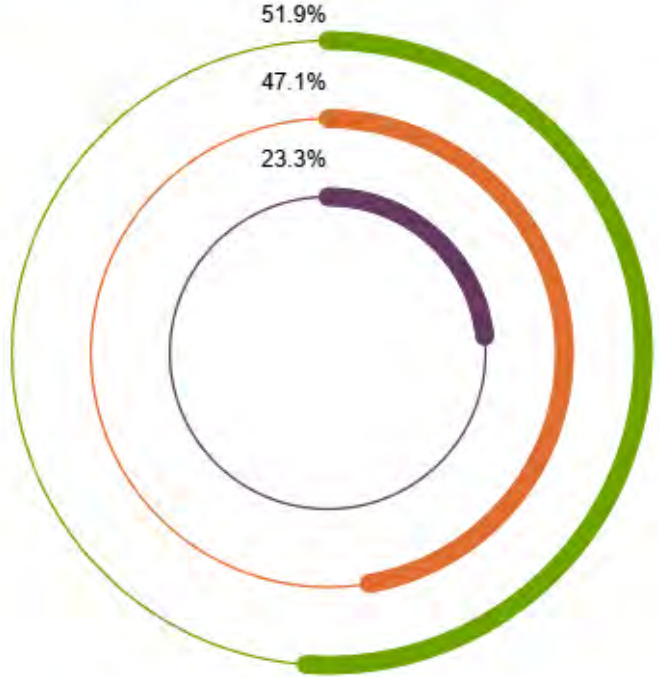
THRILLED PROVIDER

Reimbursement Help

I just wanted to give kudos and a shout-out to Branden. He helped with 3 complex issues today! I am a physician and know the work he did was **excellent, efficient and thorough!** I can't think of a better customer service experience that I have had! He was **intelligent, dogged, polite, professional, and pleasant.** It was just one of the **best experiences** I've had! It was encouraging to see what an excellent employee he is – you have an **amazing** guy on your hands!

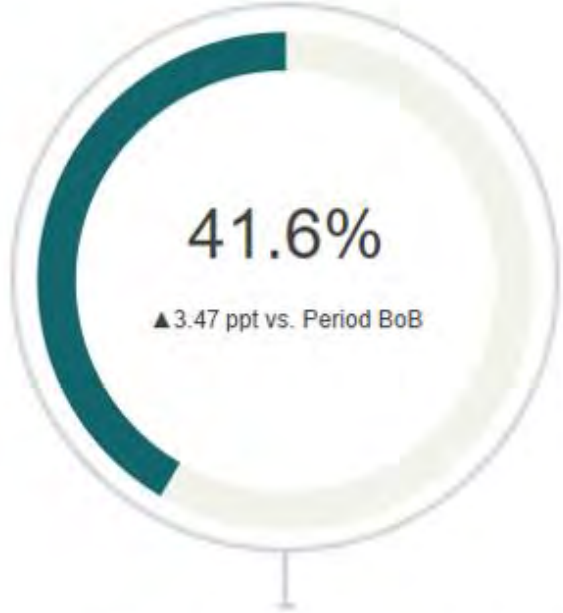
Engagement by Relationship

Member Experience¹

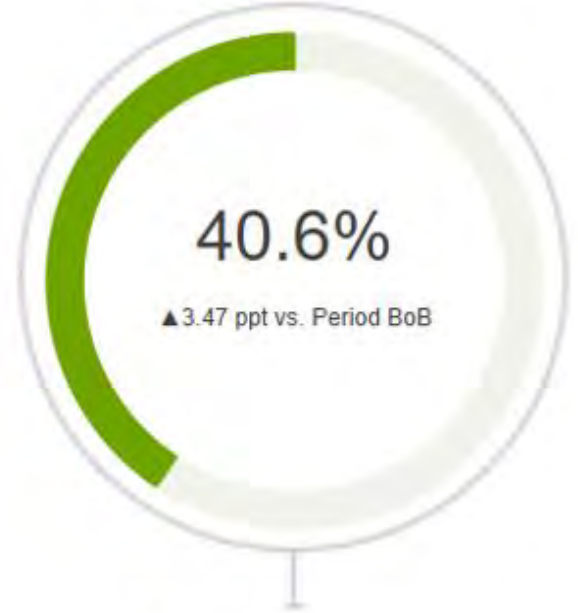


■ Dependent ■ Employee ■ Spouse²

Core Group



Attempted Engagement



Successful Engagement

¹ Engaged members have had at least one conversation or Quantum Health had a conversation with a provider on their behalf.
² Spouses include Domestic Partners where applicable.



Modes of Successful Engagement Overview

Core Group

Engagement



Secure Messages



Chats



Phone Calls



MyQHealth Logins

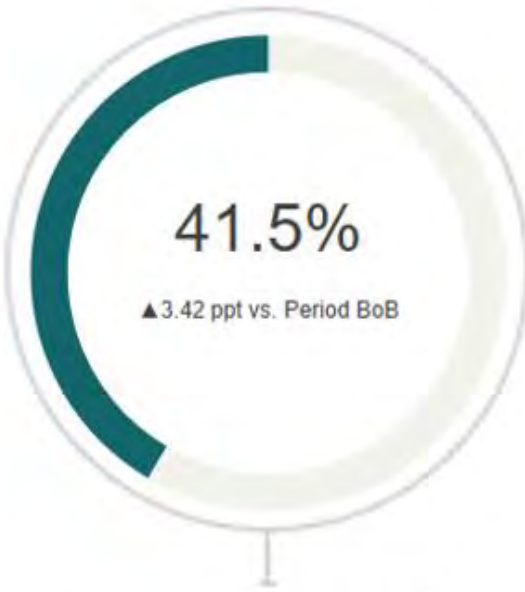
Engagement by Relationship

Member Experience¹

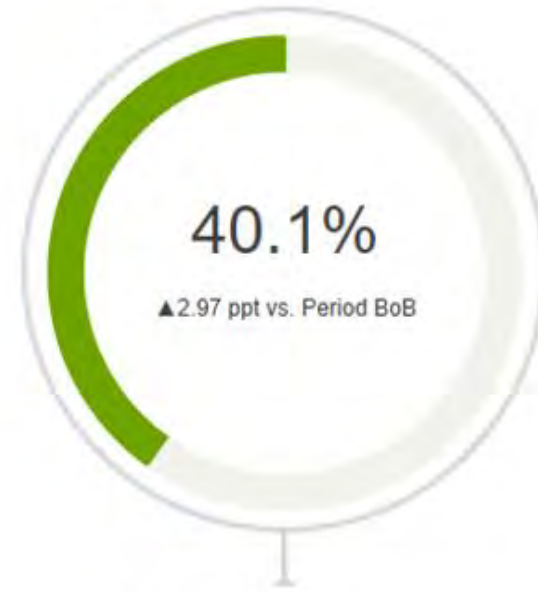


■ Dependent ■ Employee ■ Spouse²

Partnership



Attempted Engagement



Successful Engagement

¹ Engaged members have had at least one conversation or Quantum Health had a conversation with a provider on their behalf.

² Spouses include Domestic Partners where applicable.



Modes of Successful Engagement Overview

Partnership

Engagement



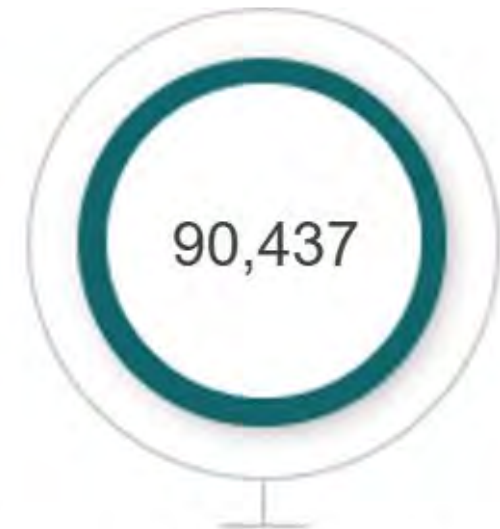
Secure Messages



Chats



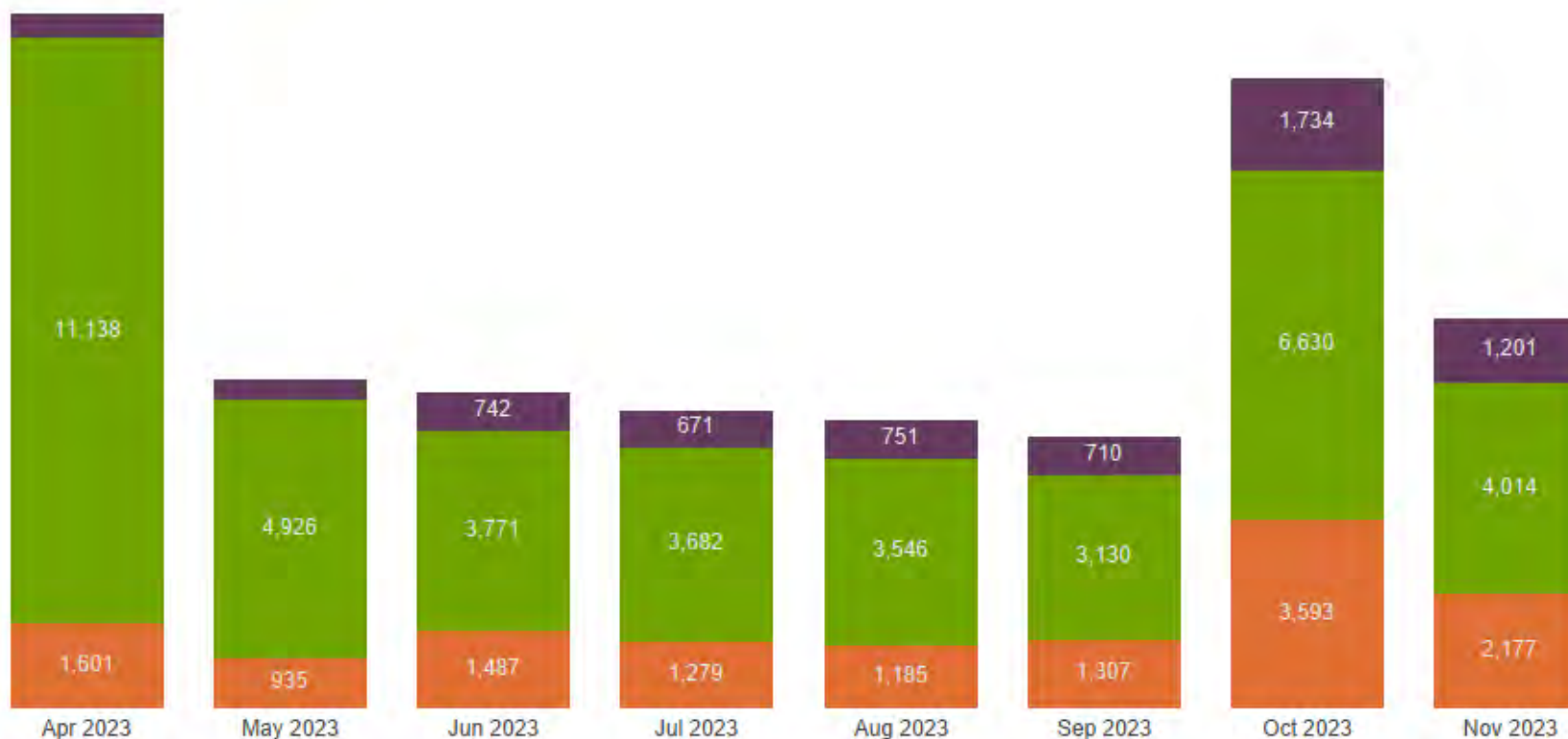
Phone Calls



MyQHealth Logins

Web Registration by Relationship

My QHealth



Overall

40.2%
Percent Members
Registered²

61,060
Members Registered

¹ Spouses include Domestic Partners where applicable
This visual is members registered within time period

■ Dependent ■ Employee ■ Spouse*

² State of Connecticut : 4/1/2023 to 11/30/2023

Member Page Views

Overall

My QHealth

Web Content

Claim Details

12,820

Find Provider

11,730

Authorizations

5,462

Benefits

1,753

ID Card

694

FAQ 13

Monthly All-Users



Email Topic	Sent*/Group	Open Rate	CTOR
Diabetes Awareness Month Virta Health Reversal and Diabetes management, HEP chronic seminars, DPP	State -11/1	15%	6%
	SPP -11/1	45%	1%
	State personal -11/1	48%	1%
HEP Wellbeing seminars- Monthly	State -11/2	16%	7%
	SPP -11/2	43%	2%
	State personal -11/1	48%	2%
Upswing Health webinar –Monthly <i>Maintaining Balance with age</i>	State -11/29	19%	4%
	SPP- 11/21	48%	7%
	State personal -11/21	48%	1%

Open Rate = Unique Opens / Deliveries; **Industry standard = 23.7%**; **CTOR** = Unique Clicks / Unique Opens; **Industry Standard = 13.4%**

*Emails also sent to agency/group benefit contacts, call centers, Judicial and Higher Ed, HCCCC representatives
 **Facebook posts created and boosted (ads) to align with all-user topics each month; additional marketing may include slider featured on the QH benefits portal





Automated Monthly New Hire Emails



<https://carecompass.ct.gov>
click on 'Active Employees'

Newly hired state employee reach:
Sept-Oct: 662
Nov: 278

Clinical Health Program All-user Email



Two-part campaign

- Basic description of program
- Member testimonials
- Link to webpage/microsite
- Printable flyer

Plan Member Feedback



- Jan 15: All-employee live, interacted online survey
- Jan 30: Agency Benefit Specialist Focus Group
- Feb -Mar: in-person/agency 5-10 survey
- Quantum Health portal and Care Coordinator survey



- ❖ Data and reporting
- ❖ Provider meetings
- ❖ Provider feedback



Questions and Comments



Adjourn