

— *This Issue* —

Exploring The Future

Speakers explore the future of health care—consolidation, cost control and digital care—at the 2016 Annual Meeting, page 2.

Fall Health Fairs

Member health plans that intend to participate MUST RSVP no later than July 15, 2016, page 3.



TELADOC GIVES YOU ACCESS TO A DOCTOR, 24/7

It's midnight and your 10-year-old has been coughing all evening. You wake up Saturday morning and can't open your right eye. You notice a rash spreading across your chest when you get undressed for bed.

Situations like these are tailor-made for Teladoc, the nation's first and largest telehealth provider. It is also the only telehealth provider certified by NCQA, the National Council for Quality Assurance. And now, Teladoc is available to any HCCMCA member health plan that contracts with Aetna.

In 2015, Teladoc's 700 physicians provided 575,000 consultations by phone, online video link and mobile app. The service is available 24/7/365, and the average

callback time for a consultation is just 16 minutes.

How Teladoc Saves Health Plans Money

Teladoc was founded in 2002 with the goal of tackling access, cost and quality issues in health care. It offers an affordable, convenient and timelier alternative to emergency room or urgent care centers. When you can call or log on to Teladoc, you eliminate the need to travel or take time off work to visit the doctor. While Teladoc is not intended to replace the relationship with a primary care physician, it does give members another option for immediate care.

The return on investment for health plans and their members

comes in reducing unnecessary ER or urgent care usage. Health plans that participate in Teladoc receive monthly reports detailing utilization data and member satisfaction rates. Quarterly reports provide financial ROI based on redirection of care and productivity.

Any member health plan that has signed a contract with Aetna through HCCMCA can participate in Teladoc. This is a "buy-up" option, meaning that participating health plans pay for the service on a per-participant-per-month basis, an administrative fee that varies depending on the size of the health plan.

For more information about Teladoc, contact Fred Brown at HCCMCA at (907) 474-4226 or (888) 474-4226 (toll-free).

MEETING SPEAKERS ADDRESS TRENDS INFLUENCING HEALTH CARE

Expert speakers polished their crystal balls, sharpened their pencils and shared trends for the future of health care at the Annual Meeting held in Anchorage in April.

Chief Risk Management Officer Susan Winckler, RPh, of Leavitt Partners, sponsored by National CooperativeRx, framed “The Future of Health Care” by focusing on:

- Consolidation in the insurance market, with three potential mergers set to reduce the number of insurers and increase the number of people each company insures.
- Implementation of the Affordable Care Act (ACA), noting the delay until 2020 of the so-called Cadillac tax and the tax on medical devices. The Cadillac tax, in particular, now reaches down into “more modest” plans, and according to Winkler, could “be the tipping point away from employer-sponsored health plans.”
- Innovation in the medical sector, including the need to rein in drug prices. The consumer price index (CPI) for prescription medications outstrips general CPI items by more than 10%. This may accelerate efforts to shorten the time needed to approve generic drugs. Precision medicine meanwhile, promises to deliver more effective treatments.
- Predictions for the November elections, including how various candidates view the ACA. (Spoiler alert: the Republican candidates favor its abolition; the Democratic candidates support it.)

When “Seeing the Doctor” is Done Digitally

Two presentations highlighted the rising role of technology in health care. Cynthia J. Marks, vice president and market leader, ASO Health Plan Strategy, addressed “House Calls in the 21st Century” and Shawn Young, strategic account manager with CVS/caremark, presented “Digital Advantage for Connected Members.”

Marks stated that the severe shortage of primary care physicians in the U.S. has left 62 million people with no or inadequate access to primary care. And when they do have access, the average wait for an appointment in a family practice is 19 days, nationwide.

The solution is services like Teladoc, which puts people in touch with trained medical professionals by phone, online video link or mobile app anytime of the day or night. (See article p. 1) While it has competitors, Teladoc has captured 70% of market share and has already logged 575,000 patient visits to its network of 700 physicians. Teladoc is also cost-effective: one Teladoc visit saves, on average, \$191 over an office visit, and \$2,661 over an emergency room visit.

For Young’s presentation, he revealed that a growing number of “hyper-connected power pharmacy” customers know their way around CVS/caremark’s digital offerings.

Using a smartphone or computer, they get new prescriptions and refills online, monitor their pharmacy spending, find savings opportunities, and stay on track with medication reminders. It is easy to search for a drug, confirm



coverage, understand its cost and explore lower-cost options, and share all of that information with your doctor.

“Our purpose is to empower people on their path to better health by digitally connecting them to the full breadth of CVS Health products and services anytime, anywhere,” said Young. It must be working: the satisfaction rate for CVS/caremark digital services is 93% and they have helped avoid \$2.4 million in medical costs annually. □

Cement Masons & Plasterers Local 528

*Founded in 1864, The Cement Masons & Plasterers
Are The Nation's Oldest Building Trade Union.*



Here in the Northwest, Local 528 is celebrating its 75th anniversary this year. Its members work primarily west of the Cascades, along with portions of some eastern counties.

It takes skilled hands to bring out the best of unforgiving materials like cement and plaster. Examples of its members' talents and attention to detail can be seen in many public buildings, including Seattle's King Street Station. The local's apprenticeship programs ensure these skills will be passed on.

OPCMIA Local 528 has nearly 1,000 active and retired Union members, with approximately 2,700 covered lives participating in their Health and Welfare plan. "When a health plan like the Cement Masons and Plasterers Health and Welfare

Plan can partner with a group like HCCMCA which is far larger, it makes a big difference in your bargaining power," says Marcus Morrell, of DiMartino Associates, consultant for the local's Health and Welfare Trust, along with Gail McGinn of Gail McGinn Insurance Inc.

Last year, the Cement Masons and Plasterers Health and Welfare Plan issued an RFP for medical network services. Among the proposals received, HCCMCA's stood out. "The Coalition came forward with very strong numbers and simply put the best offer on the table," Morrell said. The Aetna contract alone would give Local 528 "six-figure" cost savings. Once the HCCMCA's proposal was approved by the Trustees, Randy Scott, the Coalition's Northwest membership representative, met with the consultants to review the range of benefits available to HCCMCA members.

The Health Fairs, prescription benefit management services through National CooperativeRx, and the vision care program through VSP offer still more reasons for the Trust to be glad they've cemented a relationship with HCCMCA. □

Pre-Registration Required For All Health Fairs

Remember - Participants in both Alaska and Washington are required to pre-register to attend the health fairs. This helps reduce waiting times and improves efficiencies in providing services.

Questions? Please contact
Lauren Smyrski:
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800-457-0220 (toll-free)
907-865-6812

**See the Calendar for 2016
Health Fair dates.** □

CALENDAR

HCCMCA QUARTERLY MEMBERSHIP MEETINGS

September 29
November 9 □

Save the Date!

INTERNATIONAL FOUNDATION OF EMPLOYEE BENEFITS – 62ND ANNUAL EMPLOYEE BENEFITS CONFERENCE

November 13 – 16, 2016
Orlando, Florida

- **HCCMCA/National
CooperativeRx Reception**
Monday, November 14th.
Watch the HCCMCA website
for details. □

RSVP Now!

HCCMCA 2016 FALL HEALTH FAIRS

Alaska Locations & Dates:

Anchorage	10/8 & 10/9
Anchorage	10/29 & 10/30
Fairbanks	9/24 & 9/25
Juneau	10/22
Mat-Su	9/24
Soldotna	10/22

Washington Location & Dates:

Bothell	10/29
Kent	10/1
Pasco	9/24
Spokane	9/17
Tacoma	11/5

Member health plans that intend to participate **MUST RSVP** to Lauren Smyrski at lcsmyrski@psfinc.com **no later than July 15, 2016.** □

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READ ABOUT
TELADOC SAVES PLANS MONEY. P. 1.

Since 1994, the Health Care Cost Management Corporation of Alaska, Inc. (HCCMCA) has been helping member health plans control health care costs by negotiating better pricing on health benefits and services than these same plans could achieve on their own. Current member health plans include 24 headquartered in Alaska and 16 headquartered in the Pacific Northwest.

AETNA PPO REDUCES ACCESS FEE!

Projected Savings Greater Than \$250M Annually

The contract HCCMCA signed with Aetna in 2013 is estimated to save participating HCCMCA member health plans more than \$250 million annually; more than 26% off the billed charges. For member plans west of the Cascades, this represents an average 5% savings over prior PPO networks. Member plans pay a monthly access fee to Aetna and HCCMCA to participate in the PPO.

With 41,600 subscribers (104,610 belly buttons) enrolled in the PPO, a new member access fee tier has been reached! Once the collective membership moves past a pricing threshold, all groups renewing after that receive the lower tier pricing (based on their renewal date).

Enrollment of Participating Members – Pricing Tiers

< 35,000	35,000-45,000
45,000-50,000	50,001 - 70,000
70,001 - 90,000	90,001-120,000
120,001-150,000	150,001+

The Aetna PPO delivers:

- Significant discounts over the HCCMCA’s previous national PPO network.
- Broad access to an extensive and growing provider network.
- Cost containment through claim audits and utilization programs.
- Discount, trend and performance guarantees.
- Participant access to the Aetna Navigator website, a robust,

interactive online tool that helps individuals find and use quality, cost-effective providers.

- Competitive pricing for access to optional programs such as Teladoc.

For more information call HCCMCA at (888) 474-4226 (toll-free) or (907) 474-4226.

“Cost containment and quality care have to go hand-in-hand. The Aetna PPO agreement negotiated by the HCCMCA accomplishes both. Our members and our plan benefited from the previous PPO agreement; the Aetna agreement delivers a broader network and greater discounts.”

Ron McPheters
 Alaska Laborers-Construction Industry Health & Security Fund ☐