## Community Health Care Initiatives

### PHYSICIAN ACCREDITATION

For several years, Employers Health led efforts to help physicians become accredited through national organizations. The Diabetes Recognition Program (DRP) through NCQA, recognizes and accredits physicians for providing quality care to diabetic patients. It includes a comprehensive application and file-review process facilitated by Employers Health clinical staff. To date, 62 physicians have successfully achieved DRP accreditation.

### GI TRACT – ON TRACK

GI Tract on Track engages both physicians and patients, creating awareness of low-cost, effective treatment alternatives to expensive brand-name drugs used to treat digestive problems. The program includes samples of over-the-counter pharmaceuticals, prescribing guidelines for physicians and patient literature that stresses the importance of appropriate diet and exercise in helping treat GERD or frequent heartburn.

### OHIO HOSPITAL QUALITY

Employers Health is committed to quality care and endorses a comparison tool developed by The Ohio Department of Health. The new Web-based "Hospital Compare" tool allows consumers access to public information about all hospitals in the state. The tool is available at the Ohio Department of Health's Web site, www.odh.ohio.gov.

### KNOW YOUR NUMBERS

Knowing and maintaining important numbers like blood pressure, blood glucose and cholesterol can boost wellness. Employers Health developed an educational campaign to help member organizations, and the community as a whole, to *Know Your Numbers*. A brochure outlines the numbers people need to know, and a companion pocket card serves as a handy reference guide. Employers value this program by giving materials to employees, distributing brochures at health fairs or using them as support materials at wellness events.

### FLU SHOTS AT DISCOUNTED PRICES

Prevention is key, so Employers Health offers a flu-shot program for members. Thanks to a direct relationship with a manufacturer, Employers Health secures vaccines at below-market cost. Our staff pharmacist hosts flu-shot clinics and administers vaccinations to employees at our member companies.

### EDUCATIONAL PROGRAMS

Knowledge is power, especially when it comes to improving health care and reducing expenses. More than 30 educational programs are available throughout the year, ranging from a day-long symposium for employers about the latest in health and benefits trends to webinars on a variety of topics. We survey members to find out what is most important and include those topics in our educational programming.

EMPLOYERS HEALTH®

## Join Employers Health

**Follow the lead of more than 200 organizations that have united together to reduce the cost of health care benefits while building healthier communities.**

**Visit www.ehpco.com or call one of our offices.**


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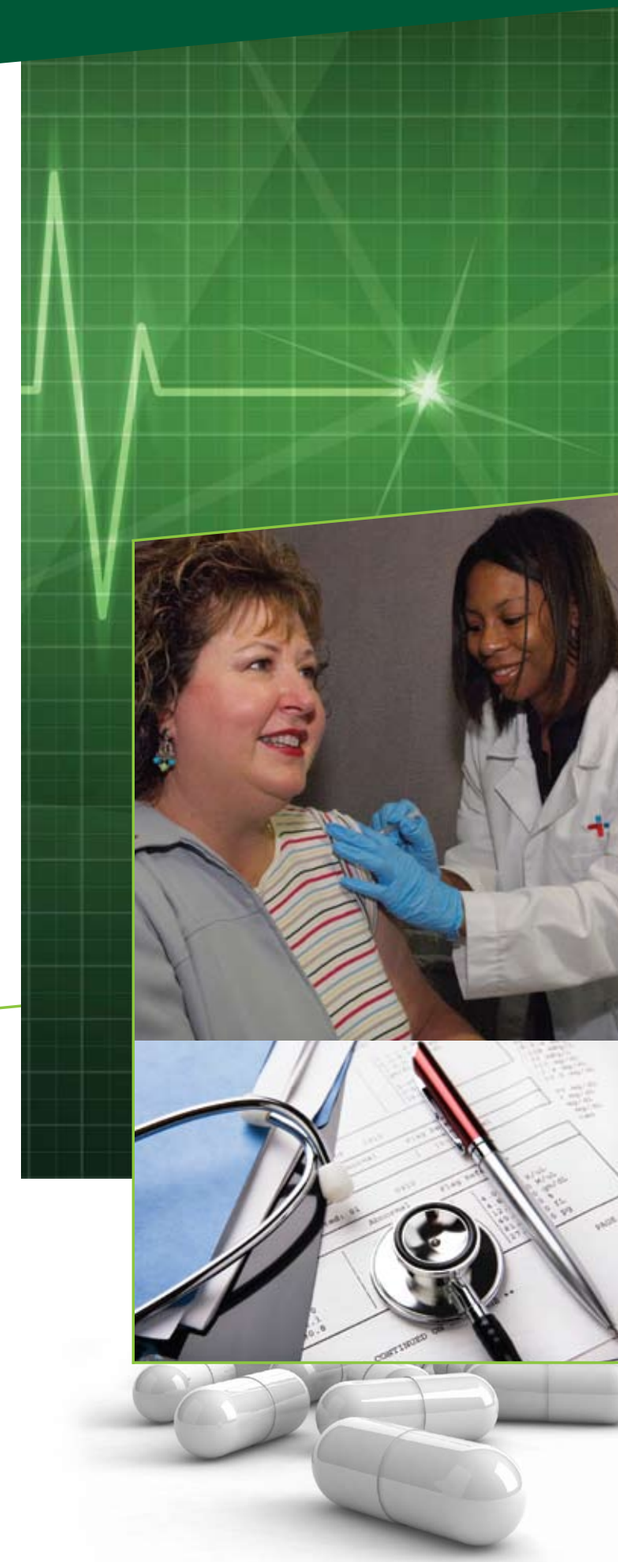
*Front Cover: Cathy Todd, FirstMerit Corp.'s Vice President of Corporate Benefits, receives a flu shot.*



# Value-Added Benefits through Employers Health

### SAVE MONEY. IMPROVE EMPLOYEE HEALTH. BUILD STRONGER COMMUNITIES.

Value-based group purchasing helps employers save time locating and creating their own benefits programs and saves money on health services by tapping into the buying power of hundreds of companies. Employers Health members have saved millions of dollars over the years by relying on our purchasing strength.

Saving money is just part of the equation. The health of communities in general is of great concern to the team at Employers Health. We understand the challenges associated with today's health care environment. Healthier communities produce healthier workforces, which directly affects our members.

Through our investment in innovative programs like Know Your Numbers, members improve the health of their communities and, in turn, their employees.

Finally, we build relationships with other coalitions and groups to move the needle on change. Our organization is proof that a group of diverse members can accomplish much more than any single-plan sponsor.

Following are examples of the many programs and services our members receive.

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## Pharmacy Benefits Management (PBM) Support

### EHPCO PURCHASING COMMITTEE

EHPCO convenes a group of seasoned benefits professionals to ensure due diligence when selecting pharmacy vendors. EHPCO facilitates and manages the RFP and vendor evaluation process and analyzes vendor responses, reporting results to the purchasing committee for vendor selection.

### CONTRACT MANAGEMENT

Employers Health:

- *Manages PBM to ensure compliance with contract terms.*
- *Measures performance guarantees, assesses penalties if necessary, and returns recoveries to employers.*
- *Facilitates and maintains contract terms and conditions.*

*Cheryl Sigrist, Human Resources Specialist and Greg Troy, Vice President and Chief Human Resources Officer*

### Modine Manufacturing relies on group purchasing power

Based in Racine, Wis., Modine turns to Employers Health for purchasing power – particularly on pharmacy costs – and as an educational forum for health care trends. Its benefits team consults with Employers Health for analytical support and direction regarding their pharmacy investments. Modine's benefits program is stronger than it ever could have been as a stand-alone entity.

### CUSTOMER ADVOCACY

EHPCO uses the power of our more than $600 million prescription spend to quickly respond to and resolve member issues. As one of CVS Caremark's largest employer-led coalitions, EHPCO has high visibility among CVS Caremark's senior management team. This high-profile advantage also gives EHPCO participating employers access to pilot programs not offered to other groups.

### IMPLEMENTATION SUPPORT

We help:

- *Guide the implementation process and interpret complex PBM installation options.*
- *Ensure that strategic milestones are met such as member eligibility, ID-card production and proper plan design.*

### USER GROUP MEETINGS

We conduct quarterly employer meetings to inform members about industry trends and best practices. This gives members an opportunity to network with peers who rely on a common vendor.

### REBATE MANAGEMENT

We meet quarterly with PBM Trade Relations staff to assess appropriate maximization of manufacturer revenue that benefits member organizations.

### ACCOUNT MANAGEMENT

EHPCO staff meets monthly with the CVS Caremark account team to ensure completion of project-log activities that render optimal plan performance to our members.

- *Our staff resources include a physician, a pharmacist and an attorney with PBM contracting and formulary management experience. Our pharmacist provides clinical consultations, including drug-coverage recommendations, appropriate clinical interventions and employee meetings on salient topics.*
- *Our physician provides health management strategies, including value-based plan design, wellness programs, employee incentives and on-site medical/pharmacy centers.*
- *Our Assistant General Counsel ensures that our manufacturer revenue strategies are consistent with the best interests of employers; he also manages our PBM audit functions. We provide assistance to employers who want to participate in drug-manufacturer class-action litigation to comply with court filings.*

### PBM AUDIT

Employers Health, on behalf of its participating members, audits CVS Caremark regularly to ensure that contractual terms are being adjudicated correctly across 100 percent of claims. The audit, currently being conducted by Advanced Pharmacy Concepts, results in recoveries passed back to the appropriate plan sponsor(s). For its 2008 audit, EHPCO recovered more than $1.1 million from nearly $575 million in plan expenditures (0.2%).

### E-PRESCRIBING

Through CVS Caremark, Employers Health facilitates an e-prescribing initiative so physicians can have a well-designed, safe, online system for writing prescriptions. Fifty-eight physicians currently use equipment provided to them free of charge through this program; collectively, they wrote 428,068 prescriptions in 2009.

*Abe Amawi (left), Lineman, and Dennis Dabney, Vice President of Human Resources*

### FirstEnergy Corp. consults with Employers Health

Employers Health is an extension of FirstEnergy Corp.'s benefits team. FirstEnergy counts on Employers Health to recommend custom programs for its 13,300 employees. Its HR team values the educational and networking opportunities, and the company has saved thousands in pharmacy-related expenses.

## Data Analytics and Benefit Design Consultation

When employers have access to their data, they can make better decisions about future benefits programs and employee health initiatives. Collaborating with Ingenix, Employers Health warehouses data, then reviews and reports back on the findings, paving the way for improved health and increased savings.

Our analytics team, led by a physician and a pharmacist, consults with employers quarterly on data-specific action items. The program, available to dues-paying members, may require an additional fee.

EHPCO's health care information consultant provides employers with free ad hoc pharmacy reporting and plan performance analysis that augment CVS Caremark reporting.

*U of MU expands its benefits offering thanks to Employers Health.*

### The University of Mount Union looks to Employers Health for trends

Many colleges and universities are members of Employers Health. Based in Alliance, Ohio, The University of Mount Union trusts Employers Health to keep human resources professionals informed about health care trends and federal legislation. With 540 employees serving 2,200 students, Mount Union's HR team eases its burden by using benefits programs through Employers Health.