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RPG 4.14 • Run Date: 4/8/2019

### **Report Criteria & Contents**



#### **Experience Periods**

- Current Year (2018): Service Dates 1/1/2018 12/31/2018, Paid through 3/31/2019
- Prior Year (2017): Service Dates 1/1/2017 12/31/2017, Paid through 3/31/2018
- Additional date ranges for specific figures are defined on the page if applicable

#### **Group Data**

- > Group Segment: Data reported for all plans and locations no limits
- > Members: Data reported for all members no restrictions
- Detailed Rx data is from files provided by OptumRx Claims

#### **Normative Comparison Data**

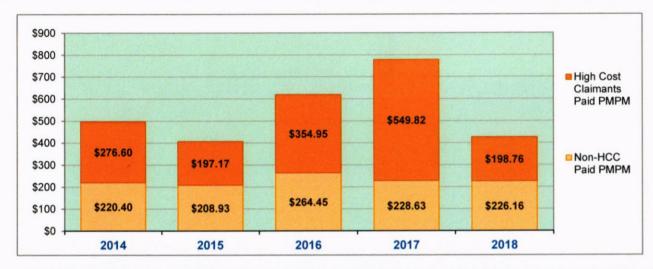
- Norm: UMR Active Groups (excludes retiree-only), composed of 2,731 groups and approximately 3.6 million members
- Norm Period matches Current Year experience period
- Norms including Rx derived only from groups with Rx data available
- Peer (select slides): Active groups with fewer than 500 covered lives, composed of 1,547 groups and 404.6 thousand members

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### **Five Year Cost Trend**



Med & Rx High Cost Claimants vs. Non-High Cost



- Over the past five years, Paid PMPM has fluctuated considerably, driven by fluctuations to high cost claimants
- ➤ High Cost Claimants are based on \$25,000+ paid for Med & Rx combined

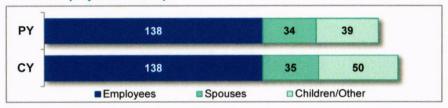
| Measure                 | 2014        | →      | 2015        |       | 2016        | <b>→</b> | 2017        | <b>→</b> | 2018        |
|-------------------------|-------------|--------|-------------|-------|-------------|----------|-------------|----------|-------------|
| Avg Total Members       | 200         | 6.5%   | 213         | 1.9%  | 217         | -3.2%    | 210         | 5.7%     | 222         |
| High Cost Claimants     | 8           | -37.5% | 5           | 60.0% | 8           | 137.5%   | 19          | -52.6%   | 9           |
| Total Payments          |             |        |             |       |             |          |             |          |             |
| Medical Paid            | \$930,168   | -23.4% | \$712,507   | 76.3% | \$1,255,906 | 23.8%    | \$1,554,628 | -43.5%   | \$878,047   |
| Rx Paid                 | \$262,634   | 23.4%  | \$324,007   | 9.7%  | \$355,442   | 14.6%    | \$407,295   | -37.3%   | \$255,558   |
| Total Paid              | \$1,192,801 | -13.1% | \$1,036,514 | 55.5% | \$1,611,348 | 21.8%    | \$1,961,923 | -42.2%   | \$1,133,605 |
| Paid Per Member Per Mor | oth (PMPM)  |        |             |       |             |          |             |          |             |
| High Cost Claimants     | \$276.60    | -28.7% | \$197.17    | 80.0% | \$354.95    | 54.9%    | \$549.82    | -63.9%   | \$198.76    |
| Non-HCC                 | \$220.40    | -5.2%  | \$208.93    | 26.6% | \$264.45    | -13.5%   | \$228.63    | -1.1%    | \$226.16    |
| All Members             | \$497.00    | -18.3% | \$406.10    | 52.5% | \$619.41    | 25.7%    | \$778.45    | -45.4%   | \$424.91    |
| ➤ HCC % of Total        | 55.7%       | -7.1   | 48.6%       | 8.8   | 57.3%       | 13.3     | 70.6%       | -23.9    | 46.8%       |

### **Enrollment & Demographics Summary**

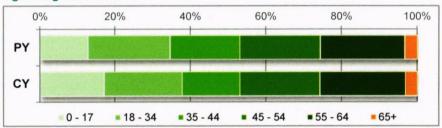


| Demographic<br>Measure | 2017      | 2018   | Change | UMR<br>Norm | Variance |
|------------------------|-----------|--------|--------|-------------|----------|
| Average Enrollment     |           |        |        |             |          |
| Total Membership       | 210       | 222    | 5.9%   |             |          |
| Avg. Family Size       | 1.53      | 1.62   | 5.9%   | 2.05        | -21.2%   |
| Population %           |           |        |        |             |          |
| % Maternity Age*       | 17.9%     | 16.2%  | -9.4%  | 19.9%       | -18.5%   |
| % Adults 18+           | 87.0%     | 82.9%  | -4.6%  | 76.5%       | 8.4%     |
| % Age 45+              | 46.6%     | 46.8%  | 0.4%   | 34.9%       | 34.0%    |
| % Age 65+              | 3.2%      | 3.1%   | -5.2%  | 4.0%        | -24.3%   |
| Average Age            | S. Waling |        |        |             |          |
| Employees              | 45.8      | 46.4   | 1.2%   | 45.2        | 2.7%     |
| All Members            | 40.2      | 38.9   | -3.1%  | 34.6        | 12.7%    |
| Adults Only            | 45.0      | 45.2   | 0.6%   | 42.8        | 5.6%     |
| % Female               |           |        |        |             |          |
| Employees              | 48.2%     | 46.9%  | -2.7%  | 48.3%       | -3.0%    |
| Members                | 54.6%     | 55.5%  | 1.7%   | 51.0%       | 9.0%     |
| Adults Only            | 54.7%     | 54.6%  | -0.2%  | 51.6%       | 5.8%     |
| Age/Sex Factor         |           |        |        |             |          |
| Allowed Factor         | 1.0697    | 1.0775 | 0.7%   | 1.0000      | 7.7%     |
| Paid Factor            | 1.1031    | 1.1148 | 1.1%   | 1.0000      | 11.5%    |

#### Membership by Relationship



#### Age Range Distribution



#### Average Enrollment by Age Range & Sex

|         |       | 2017    |         | 2018  |         |         |  |  |  |
|---------|-------|---------|---------|-------|---------|---------|--|--|--|
| Age     | Males | Females | Total** | Males | Females | Total** |  |  |  |
| 0 - 17  | 13    | 15      | 27      | 15    | 23      | 38      |  |  |  |
| 18 - 34 | 25    | 21      | 46      | 23    | 23      | 46      |  |  |  |
| 35 - 44 | 20    | 19      | 39      | 18    | 16      | 34      |  |  |  |
| 45 - 54 | 19    | 25      | 45      | 20    | 28      | 47      |  |  |  |
| 55 - 64 | 17    | 29      | 47      | 22    | 28      | 50      |  |  |  |
| 65+     | 2     | 5       | 7       | 1     | 5       | 7       |  |  |  |
| Total** | 95    | 115     | 210     | 99    | 123     | 222     |  |  |  |

- Group population is older than norm, with a significantly higher % of members age 45+, and group skews more female than norm
- Overall, based on age and sex composition, expectation would be for group to have costs higher than norm

<sup>\*</sup> Maternity Age represents women age 20 to 44. \*\* Totals may not match sum of categories or average enrollment figures due to rounding.

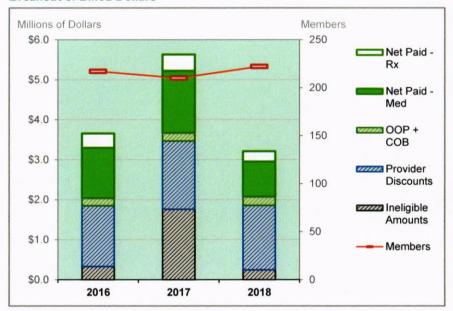
### **Plan Payment Summary**



#### Total Plan Dollars Year Over Year

| Dollar Amount  | 2016        | <b>→</b> | 2017        | <b>→</b> | 2018        |
|----------------|-------------|----------|-------------|----------|-------------|
| # of Members   | 217         | -3.2%    | 210         | 5.7%     | 222         |
| Med Billed     | \$3,299,826 | 58.4%    | \$5,225,851 | -43.4%   | \$2,956,638 |
| (-) Ineligible | \$331,707   | 431.0%   | \$1,761,448 | -85.8%   | \$249,444   |
| Med Covered    | \$2,968,119 | 16.7%    | \$3,464,403 | -21.9%   | \$2,707,193 |
| (-) Discount   | \$1,516,777 | 12.6%    | \$1,707,492 | -5.9%    | \$1,606,700 |
| Med Allowed    | \$1,451,343 | 21.1%    | \$1,756,911 | -37.4%   | \$1,100,493 |
| (-) OOP        | \$193,216   | 2.6%     | \$198,185   | 11.9%    | \$221,844   |
| (-) COB        | \$602       | 333.8%   | \$2,610     | -91.7%   | \$217       |
| Med Net Paid   | \$1,255,906 | 23.8%    | \$1,554,628 | -43.5%   | \$878,047   |
| Rx Net Paid    | \$355,442   | 14.6%    | \$407,295   | -37.3%   | \$255,558   |
| Med & Rx Paid  | \$1,611,348 | 21.8%    | \$1,961,923 | -42.2%   | \$1,133,605 |

#### Breakout of Billed Dollars



#### **Key Payment Metrics**

|                |          |       | Trend    |        |          |          | Norm Con | nparison    |          |
|----------------|----------|-------|----------|--------|----------|----------|----------|-------------|----------|
| Amount<br>PMPM | 2016     | -     | 2017     | -      | 2018     | Peer     | Variance | UMR<br>Norm | Variance |
| Med Allowed    | \$557.90 | 25.0% | \$697.10 | -40.8% | \$412.50 | \$422.17 | -2.3%    | \$426.70    | -3.3%    |
| Med OOP        | \$74.27  | 5.9%  | \$78.64  | 5.7%   | \$83.15  | \$64.53  | 28.9%    | \$57.60     | 44.4%    |
| Med Net Paid   | \$482.77 | 27.8% | \$616.84 | -46.6% | \$329.12 | \$339.53 | -3.1%    | \$330.76    | -0.5%    |
| Rx Paid        | \$136.63 | 18.3% | \$161.61 | -40.7% | \$95.79  | \$89.18  | 7.4%     | \$90.91     | 5.4%     |
| Med & Rx Paid  | \$619.41 | 25.7% | \$778.45 | -45.4% | \$424.91 | \$428.70 | -0.9%    | \$421.66    | 0.8%     |

- ➤ Total Paid (Med & Rx) decreased significantly (-42.2%) despite membership increase
- ➤ Consequently, Paid PMPM went down substantially (-45.4%)
- > Paid PMPM is, however, 0.8% over norm

**PPAR 5.03** 

### **Plan Payment Breakouts**



#### Impact of Members Age 65+

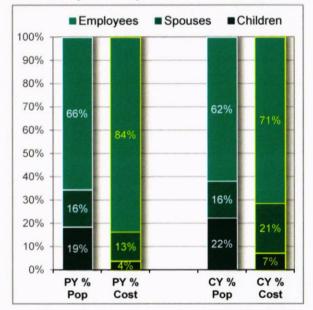
|                    | 20       | 17       | 20       | 018        | Cha    | inge   | UMR      | Norm       | Vari  | iance  |
|--------------------|----------|----------|----------|------------|--------|--------|----------|------------|-------|--------|
| Metric             | < 65     | 65+      | < 65     | 65+        | < 65   | 65+    | < 65     | 65+        | < 65  | 65+    |
| # of Members       | 203      | 7        | 216      | 7          | 6.0%   | 0.4%   |          |            |       |        |
| % of Members       | 96.8%    | 3.2%     | 96.9%    | 3.1%       | 0.2    | -0.2   | 96.0%    | 4.0%       | 1.0   | -1.0   |
| Med Allowed PMPM   | \$705.60 | \$441.85 | \$365.47 | \$1,905.51 | -48.2% | 331.3% | \$393.14 | \$1,225.26 | -7.0% | 55.5%  |
| Med Paid PMPM      | \$625.19 | \$366.01 | \$290.03 | \$1,570.07 | -53.6% | 329.0% | \$319.35 | \$602.19   | -9.2% | 160.7% |
| Rx Paid PMPM       | \$158.84 | \$244.78 | \$91.25  | \$239.90   | -42.5% | -2.0%  | \$86.71  | \$192.55   | 5.2%  | 24.6%  |
| Med & Rx Paid PMPM | \$784.03 | \$610.80 | \$381.29 | \$1,809.97 | -51.4% | 196.3% | \$406.06 | \$794.73   | -6.1% | 127.7% |

- Group has a smaller population of 65+ than norm, but their cost is significantly more than norm, and they have a noticeable impact on overall results
- Children account for a significantly lower portion of cost than their % of population

#### Claim Payments By Relationship

| Relationship |             | 2017     |          |           | 2018     |          | Cha    | nge    |
|--------------|-------------|----------|----------|-----------|----------|----------|--------|--------|
| Measure      | Amount      | % of All | PMPM     | Amount    | % of All | PMPM     | Amount | РМРМ   |
| Employees    | 138         | 65.5%    |          | 138       | 61.9%    |          | 0.0%   |        |
| Med Paid     | \$1,289,181 | 82.9%    | \$780.44 | \$623,014 | 71.0%    | \$377.31 | -51.7% | -51.7% |
| Rx Paid      | \$353,855   | 86.9%    | \$214.22 | \$186,042 | 72.8%    | \$112.67 | -47.4% | -47.4% |
| Total Paid   | \$1,643,036 | 83.7%    | \$994.66 | \$809,056 | 71.4%    | \$489.98 | -50.8% | -50.7% |
| Spouses      | 34          | 16.0%    |          | 35        | 15.7%    |          | 2.9%   |        |
| Med Paid     | \$203,762   | 13.1%    | \$506.68 | \$190,588 | 21.7%    | \$454.60 | -6.5%  | -10.3% |
| Rx Paid      | \$40,635    | 10.0%    | \$101.05 | \$52,233  | 20.4%    | \$124.59 | 28.5%  | 23.3%  |
| Total Paid   | \$244,397   | 12.5%    | \$607.73 | \$242,821 | 21.4%    | \$579.19 | -0.6%  | -4.7%  |
| Children     | 39          | 18.5%    |          | 50        | 22.4%    |          | 28.2%  |        |
| Med Paid     | \$61,686    | 4.0%     | \$132.29 | \$64,445  | 7.3%     | \$107.88 | 4.5%   | -18.5% |
| Rx Paid      | \$12,805    | 3.1%     | \$27.46  | \$17,283  | 6.8%     | \$28.93  | 35.0%  | 5.3%   |
| Total Paid   | \$74,491    | 3.8%     | \$159.75 | \$81,728  | 7.2%     | \$136.81 | 9.7%   | -14.4% |

#### Relationship: % of Population vs. % of Cost



### **High Cost Claimant Summary**

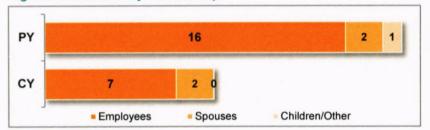
Members with \$25,000+ Paid, Med & Rx



| High Cost Claimant<br>Measure    | 2017         | 2018       | Change | UMR<br>Norm* | Variance |
|----------------------------------|--------------|------------|--------|--------------|----------|
| Total # of HCCs                  | 19           | 9          | -52.6% |              |          |
| Total Paid for HCCs              | \$1,385,703  | \$530,248  | -61.7% |              |          |
| High Cost Claimants % o          | f Totals     |            |        |              |          |
| HCC % of Members                 | 9.05%        | 4.05%      | -55.2% | 3.86%        | 5.0%     |
| HCC % of Total Paid              | 70.6%        | 46.8%      | -33.8% | 57.0%        | -17.9%   |
| High Cost Claimants vs. I        | Non-HCC Cost | Comparison |        |              |          |
| Cost per HCC                     | \$72,932     | \$58,916   | -19.2% | \$73,062     | -19.4%   |
| Cost per non-High Cost<br>Member | \$3,017      | \$2,833    | -6.1%  | \$2,214      | 28.0%    |
| HCC Paid PMPM                    | \$549.82     | \$198.76   | -63.9% | \$242.26     | -18.0%   |
| Non-HCC Paid PMPM                | \$228.63     | \$226.16   | -1.1%  | \$182.77     | 23.7%    |

- > Decreases to High Cost Claimant dollars are the overwhelming driver of the large overall cost decrease
- Also, HCC Paid PMPM compares very favorably to norm
- > Although total Paid PMPM matches norm, Capped Dollars are significantly (+16.9%) higher than norm

#### High Cost Claimants by Relationship

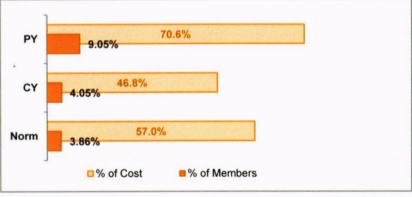


#### Capped Dollars

Capped Dollars represents total cost if claims were capped at \$25,000 per member. This helps to show plan performance minus the extremes of the highest cost claimants but without excluding them completely.

| Med + Rx Dollars  | 2017        | 2018        | Change | UMR<br>Norm* | Variance |
|-------------------|-------------|-------------|--------|--------------|----------|
| Total Paid        | \$1,961,923 | \$1,133,605 | -42.2% |              |          |
| Total Paid Capped | \$1,051,221 | \$828,357   | -21.2% |              |          |
| Paid PMPM         | \$778.45    | \$424.91    | -45.4% | \$425.03     | 0.0%     |
| Paid PMPM Capped  | \$417.10    | \$310.50    | -25.6% | \$265.66     | 16.9%    |

High Cost Claimants: % of Members vs. % of Cost



<sup>\*</sup> HCC norms are based on groups with Rx transaction detail available only and may differ from other composite Med + Rx norms

### **Top 25 Highest Cost Claimants**

### Based on Medical & Rx Payments



| #  | Med<br>Rank | Rltn | Sex | Age     | Current<br>Status | PY*<br>Paid Total | CY<br>Paid Med | CY<br>Paid Rx | CY<br>Paid Total | Paid Total<br>Change | Admits<br>(Days) | # of ER<br>Visits | Highest Cost Clinical Condition  |
|----|-------------|------|-----|---------|-------------------|-------------------|----------------|---------------|------------------|----------------------|------------------|-------------------|----------------------------------|
| 1  | 2           | Emp  | F   | 65+     | Active            | \$27,777          | \$86,507       | \$15,575      | \$102,081        | \$74,304             | 0                | 1                 | Coronary Artery Disease (CAD)    |
| 2  | 1           | Sps  | F   | 45 - 54 | Active            | \$52,791          | \$89,645       | \$8,894       | \$98,539         | \$45,748             | 2 (18)           | 1                 | Hepatobiliary Disord, NEC        |
| 3  | 3           | Emp  | M   | 35 - 44 | Active            | \$29,706          | \$67,520       | \$1,693       | \$69,213         | \$39,507             | 1 (6)            | 0                 | Respiratory Disord, NEC          |
| 4  | 4           | Emp  | F   | 65+     | Termed            | \$25,642          | \$62,865       | \$1,197       | \$64,062         | \$38,420             | 3 (28)           | 1                 | Respiratory Disord, NEC          |
| 5  | >99         | Emp  | F   | 18 - 34 | Termed            | \$1,345           | \$848          | \$53,636      | \$54,484         | \$53,139             | 0                | 0                 | Signs/Symptoms/Oth Cond, NEC     |
| 6  | 5           | Emp  | М   | 65+     | Termed            | \$1,993           | \$37,740       | \$50          | \$37,790         | \$35,797             | 3 (20)           | 0                 | Cerebrovascular Disease          |
| 7  | 6           | Sps  | F   | 55 - 64 | Termed            | \$13,046          | \$36,246       | \$340         | \$36,585         | \$23,539             | 1 (5)            | 1                 | Infections, NEC                  |
| 8  | 7           | Emp  | М   | 55 - 64 | Active            | \$29,105          | \$34,591       | \$140         | \$34,730         | \$5,625              | 0                | 0                 | Vascular Disorders, Arterial     |
| 9  | 8           | Emp  | F   | 55 - 64 | Active            | \$81,150          | \$30,604       | \$2,160       | \$32,764         | -\$48,387            | 0                | 0                 | Cancer - Lung                    |
| 10 | 10          | Emp  | F   | 55 - 64 | Active            | \$2,500           | \$16,019       | \$1,580       | \$17,599         | \$15,099             | 1 (2)            | 1                 | Osteoarthritis                   |
| 11 | 9           | Emp  | M   | 18 - 34 | Active            | N/A               | \$17,072       | \$135         | \$17,207         | \$17,207             | 1 (1)            | 2                 | Infec/Inflam - Skin/Subcu Tissue |
| 12 | 17          | Emp  | F   | 45 - 54 | Active            | \$8,983           | \$10,647       | \$5,349       | \$15,997         | \$7,014              | 0                | 0                 | Uterovaginal Prolapse            |
| 13 | 11          | Emp  | F   | 18 - 34 | Active            | \$6,264           | \$15,661       | \$0           | \$15,661         | \$9,396              | 0                | 1                 | Cardiovasc Disord, Congenital    |
| 14 | 32          | Emp  | F   | 55 - 64 | Active            | \$7,024           | \$5,753        | \$6,979       | \$12,731         | \$5,707              | 0                | 1                 | Respiratory Disord, NEC          |
| 15 | 12          | Emp  | F   | 45 - 54 | Active            | \$420             | \$12,641       | \$55          | \$12,696         | \$12,276             | 0                | 0                 | Tumors - Gynecological, Benign   |
| 16 | 22          | Sps  | F   | 18 - 34 | Active            | \$7,024           | \$8,903        | \$3,731       | \$12,634         | \$5,610              | 0                | 0                 | Signs/Symptoms/Oth Cond, NEC     |
| 17 | 25          | Emp  | M   | 55 - 64 | Termed            | N/A               | \$6,862        | \$5,506       | \$12,368         | \$12,368             | 0                | 1                 | Prevent/Admin Health Encounters  |
| 18 | 31          | Emp  | F   | 45 - 54 | Active            | \$250,281         | \$5,815        | \$6,267       | \$12,083         | -\$238,199           | 0                | 0                 | Renal/Urinary Disord, NEC        |
| 19 | 16          | Emp  | F   | 65+     | Active            | \$5,722           | \$10,924       | \$1,106       | \$12,029         | \$6,307              | 0                | 0                 | Injury - Knee                    |
| 20 | 13          | Emp  | F   | 45 - 54 | Active            | \$634             | \$11,846       | \$88          | \$11,934         | \$11,300             | 0                | 0                 | Urinary Tract Calculus           |
| 21 | 41          | Sps  | F   | 45 - 54 | Termed            | \$12,070          | \$4,145        | \$7,594       | \$11,739         | -\$331               | 0                | 0                 | Prevent/Admin Health Encounters  |
| 22 | 14          | Chd  | F   | 01 - 12 | Active            | \$37,720          | \$11,173       | \$222         | \$11,396         | -\$26,324            | 0                | 0                 | Nutritional Disorders, NEC       |
| 23 | >99         | Sps  | F   | 35 - 44 | Active            | \$5,819           | \$198          | \$10,956      | \$11,154         | \$5,335              | 0                | 0                 | Diabetes                         |
| 24 | 15          | Chd  | F   | 18 - 34 | Active            | \$5,418           | \$11,083       | \$35          | \$11,118         | \$5,700              | 1 (1)            | 4                 | Anemia, ex Nutritional           |
| 25 | 18          | Emp  | F   | 45 - 54 | Active            | N/A               | \$10,523       | \$589         | \$11,112         | \$11,112             | 0                | 2                 | Endometriosis                    |

<sup>\*</sup> If "N/A", the member is either a new enrollee in the current year or was not enrolled for a majority of the prior year and had no claims paid

### **Top 25 Highest Cost Claimants**

### Care Management Activity & Future Cost Projection



| #  | Care Management<br>Activity* | Highest Cost Clinical Condition  | New Med &<br>Rx Claims** | Future Cost<br>Considerations | Cost<br>Projection |
|----|------------------------------|----------------------------------|--------------------------|-------------------------------|--------------------|
| 1  | KE PENDINA                   | Coronary Artery Disease (CAD)    | \$5,307                  | 65+                           | \$\$\$             |
| 2  | UM, CM                       | Hepatobiliary Disord, NEC        | \$2,143                  |                               | \$\$               |
| 3  | UM                           | Respiratory Disord, NEC          | \$405                    |                               | \$\$               |
| 4  | UM, CM                       | Respiratory Disord, NEC          | \$0                      | Run Out Only                  | 0                  |
| 5  |                              | Signs/Symptoms/Oth Cond, NEC     | \$0                      | Run Out Only                  | 0                  |
| 6  | UM                           | Cerebrovascular Disease          | \$0                      | Run Out Only                  | 0                  |
| 7  | UM                           | Infections, NEC                  | \$0                      | Run Out Only                  | 0                  |
| 8  |                              | Vascular Disorders, Arterial     | \$429                    | 65+                           | \$\$\$             |
| 9  | UM                           | Cancer - Lung                    | \$844                    |                               | \$\$\$\$           |
| 10 | UM                           | Osteoarthritis                   | \$777                    |                               | \$\$               |
| 11 | UM                           | Infec/Inflam - Skin/Subcu Tissue | \$67                     |                               | \$                 |
| 12 |                              | Uterovaginal Prolapse            | \$650                    |                               | \$\$               |
| 13 |                              | Cardiovasc Disord, Congenital    | \$136                    |                               | \$\$\$             |
| 14 |                              | Respiratory Disord, NEC          | \$2,943                  |                               | \$\$               |
| 15 |                              | Tumors - Gynecological, Benign   | \$86                     |                               | \$\$               |
| 16 | UM                           | Signs/Symptoms/Oth Cond, NEC     | \$1,268                  |                               | \$\$               |
| 17 |                              | Prevent/Admin Health Encounters  | \$1,468                  | Run Out Only                  | \$                 |
| 18 |                              | Renal/Urinary Disord, NEC        | \$1,760                  |                               | \$\$               |
| 19 |                              | Injury - Knee                    | \$546                    | 65+                           | \$\$               |
| 20 |                              | Urinary Tract Calculus           | \$51                     |                               | \$\$               |
| 21 | UM                           | Prevent/Admin Health Encounters  | \$0                      | Run Out Only                  | 0                  |
| 22 |                              | Nutritional Disorders, NEC       | \$4                      |                               | \$\$               |
| 23 |                              | Diabetes                         | \$2,749                  |                               | \$\$\$             |
| 24 |                              | Anemia, ex Nutritional           | \$4                      |                               | \$\$\$             |
| 25 |                              | Endometriosis                    | \$741                    |                               | \$\$               |

#### Care Management Activity

Upper Case = program enrollment; lower case = assessment or other activity. Note that CM enrollment can include members who declined individual nurse case management but whose claims may still be monitored when justified by their complexity.

| UM / um | Utilization Management |  |
|---------|------------------------|--|
| CM / cm | Case Management        |  |
| MM/mm   | Maternity Management   |  |
| DM / dm | Disease Management     |  |
| HW / hw | Health & Wellness      |  |

#### **Future Considerations:**

- 65+. Member is 65 or older or will be turning 65 in the next 12 months may reduce costs.
- COBRA. Increased likelihood to terminate benefits within 12 months
- Run Out Only. No further new costs will be incurred, but run out claims are possible.

#### **Cost Projection**

Projection is based on the member's condition with adjustments made for new claims and other factors. An "average" projection means that the factors that made the member high cost in the current year are not likely to influence future costs. Higher projections indicate how many times *more than average* the member is likely to cost:

| 0                                  | No Future Costs Expected       |
|------------------------------------|--------------------------------|
| \$                                 | Average Cost                   |
| \$\$                               | Above Average (2X Average)     |
| \$\$\$                             | Moderately High (2-3X Average) |
| \$\$\$\$                           | High Cost (3-8X Average)       |
| \$\$\$\$\$                         | Very High (8X Average & Up)    |
| THE RESERVE OF THE PERSON NAMED IN |                                |

<sup>\*</sup> Care Management activity is through 4/8/2019. \*\* New Claims are since the end of the current period to present (as of run date): 1/1/2019 - 4/6/2019

### **Key Indicators**



| Key Indicators                  |          |          | Trend    |          |          |          | Compariso | n to Norms |          |
|---------------------------------|----------|----------|----------|----------|----------|----------|-----------|------------|----------|
| Metric                          | 2016     | <b>→</b> | 2017     | <b>→</b> | 2018     | Peer     | Variance  | UMR Norm   | Variance |
| Inpatient Admissions            |          |          |          |          |          |          |           |            |          |
| Admissions per 1000             | 64.6     | -33.6%   | 42.9     | 57.4%    | 67.5     | 46.3     | 45.9%     | 49.9       | 35.2%    |
| Average Length of Stay          | 4.14     | -16.9%   | 3.44     | 74.2%    | 6.00     | 4.50     | 33.4%     | 4.38       | 37.1%    |
| Paid per Admission              | \$31,060 | -58.6%   | \$12,857 | 41.5%    | \$18,195 | \$27,865 | -34.7%    | \$25,052   | -27.4%   |
| Readmission Rate*               | 0.0%     |          | 0.0%     |          | 13.3%    | 8.9%     | 49.7%     | 8.2%       | 62.0%    |
| ER & Urgent Care                |          |          |          |          |          |          |           |            |          |
| ER Visits per 1000              | 364.4    | -16.4%   | 304.7    | -36.5%   | 193.4    | 201.2    | -3.9%     | 205.2      | -5.8%    |
| ~ % resulting in Admission      | 11.4%    | -17.7%   | 9.4%     | 24.0%    | 11.6%    | 10.0%    | 16.7%     | 10.7%      | 8.8%     |
| ~ % for non-Emergency**         | 36.7%    | -10.6%   | 32.8%    | -22.0%   | 25.6%    | 36.8%    | -30.4%    | 36.7%      | -30.3%   |
| Paid per ER Visit               | \$1,577  | 42.4%    | \$2,245  | 0.2%     | \$2,249  | \$1,787  | 25.9%     | \$1,777    | 26.6%    |
| Urgent Care Visits per 1000     | 23.1     | -100.0%  | 0.0      |          | 72.0     | 172.5    | -58.3%    | 183.9      | -60.9%   |
| Paid per Urgent Care Visit      | \$35     |          |          |          | \$149    | \$92     | 61.3%     | \$104      | 43.6%    |
| Office Visits & Outpat. Surgery |          |          |          |          |          |          |           |            |          |
| Office Visits per 1000          | 3,796.4  | 18.0%    | 4,480.4  | -9.1%    | 4,070.7  | 3,063.1  | 32.9%     | 3,216.9    | 26.5%    |
| Paid per Office Visit           | \$65     | 17.0%    | \$77     | -17.1%   | \$63     | \$71     | -10.2%    | \$71       | -10.7%   |
| Well Visits per 1000            | 793.4    | -11.8%   | 699.9    | 11.8%    | 782.7    | 505.0    | 55.0%     | 517.6      | 51.2%    |
| Outpat. Surgery Visits per 1000 | 253.7    | -11.8%   | 223.8    | -15.6%   | 188.9    | 159.8    | 18.2%     | 163.1      | 15.8%    |
| Paid per Outpatient Surgery     | \$1,702  | 307.8%   | \$6,940  | -61.0%   | \$2,708  | \$2,828  | -4.2%     | \$2,612    | 3.7%     |
| Services                        |          |          |          |          |          |          |           |            |          |
| Lab Services per 1000           | 13,976.9 | 9.9%     | 15,364.9 | -3.2%    | 14,870.4 | 8,618.0  | 72.6%     | 9,055.8    | 64.2%    |
| Radiology Services per 1000     | 3,805.6  | -31.6%   | 2,604.5  | 2.1%     | 2,658.3  | 2,533.7  | 4.9%      | 2,738.0    | -2.9%    |
| ~ Standard Radiology per 1000   | 3,058.3  | -38.3%   | 1,885.5  | 10.9%    | 2,091.6  | 2,122.1  | -1.4%     | 2,311.4    | -9.5%    |
| ~ Advanced Imaging per 1000     | 747.3    | -3.8%    | 719.0    | -21.2%   | 566.7    | 411.6    | 37.7%     | 426.6      | 32.9%    |
| Injectable Drug Claims per 1000 | 1,259.3  | 30.8%    | 1,647.4  | -26.3%   | 1,214.5  | 434.5    | 179.5%    | 456.3      | 166.2%   |
| Injectable Drugs Paid PMPY      | \$58.65  | 937.9%   | \$608.66 | -92.9%   | \$43.31  | \$323.65 | -86.6%    | \$311.01   | -86.1%   |

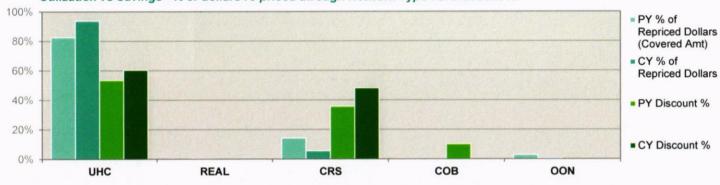
<sup>\*</sup> Readmissions based on patients readmitted within 30 days of being discharged for any reason. \*\* non-Emergency based on primary Dx attached to facility portion of ER visit only

### **Network Performance Summary**

### Utilization & Discount by Network Type







➤ Utilization of
UnitedHealthcare
Networks increased
significantly from
82.6% to 93.8% of
covered dollars, and
they are achieving a
discount of 60.4%

|         | Network Type  |                          | 2017                     |                |  |                                 | 2018                           |          |                              | Chai             | nge      |
|---------|---|--------------------------|--------------------------|----------------|--|---------------------------------|--------------------------------|----------|------------------------------|------------------|----------|
| Ref     | Description   | Covered                  | Allowed                  | Discount       | Net Paid                               | Covered                         | Allowed                        | Discount | Net Paid                     | Covered          | Discount |
| UHC     | UnitedHealthcare Networks                               | \$2,860,332              | \$1,330,525              | 53.5%          | \$1,181,157                            | \$2,538,669                     | \$1,005,259                    | 60.4%    | \$824,616                    | -11.2%           | 6.9 pts  |
| REAL    | Real Appeal   | \$0                      | \$0                      | -              | \$0                                    | \$4,328                         | \$4,328                        | 0.0%     | \$4,328                      |                  | -        |
|         |   |                          |                          |                |  |                                 |                                |          |                              |                  |          |
| Primary | Networks  | \$2,860,332              | \$1,330,525              | 53.5%          | \$1,181,157                            | \$2,542,997                     | \$1,009,587                    | 60.3%    | \$828,944                    | -11.1%           | 6.8 pts  |
| Primary | Networks  Cost Reduction & Savings (Secondary Networks) | \$2,860,332<br>\$496,000 | \$1,330,525<br>\$318,851 | 53.5%<br>35.7% | <b>\$1,181,157</b><br><b>\$297,756</b> | <b>\$2,542,997</b><br>\$152,212 | <b>\$1,009,587</b><br>\$78,921 | 60.3%    | <b>\$828,944</b><br>\$46,093 | -11.1%<br>-69.3% | 6.8 pts  |
|         | Cost Reduction & Savings                                |                          |                          |                |  |                                 |                                |          |                              |                  |          |
| CRS     | Cost Reduction & Savings<br>(Secondary Networks)        | \$496,000                | \$318,851                | 35.7%          | \$297,756                              | \$152,212                       | \$78,921                       | 48.2%    | \$46,093                     | -69.3%           | 12.4 pts |

### **Preventive Screenings & Well Visits**



| Preventive                   |                            | 177         | 2017          |               |            | 2018         |              |               | UMR         | Norm     |
|------------------------------|----------------------------|-------------|---------------|---------------|------------|--------------|--------------|---------------|-------------|----------|
| Service                      | Population                 | Eligible    | Actual        | Rate          | Eligible   | Actual       | Rate         | Change        | Rate        | Variance |
| Well Visits                  | Rate for Well Baby         | & Well Ch   | ild is Visits | per 1,000.    | Rate for a | dults is the | e percentag  | e who had a   | well visit. |          |
| Well Baby Visits             | 0 - 15 months              | 1           | 4             | 6,887         | 3          | 13           | 4,852        | -29.6%        | 5,416       | -10.4%   |
| Well Child Visits            | 3 - 6 years                | 3           | 3             | 969           | 6          | 5            | 852          | -12.1%        | 783         | 8.7%     |
| Adults who had<br>Well Visit | Adults 18+                 | 183         | 144           | 78.8%         | 184        | 147          | 79.7%        | 1.1%          | 39.4%       | 102.2%   |
| Screenings*                  | Rate for all screen        | ings is the | percentage    | e of eligible | population | who had t    | the screenir | ng during the | period.     |          |
| Mammogram                    | Females 40 - 69            | 67          | 32            | 47.6%         | 63         | 33           | 52.2%        | 9.7%          | 45.6%       | 14.5%    |
| Cervical Cancer              | Females 21 - 64            | 91          | 28            | 30.7%         | 89         | 22           | 24.6%        | -19.9%        | 29.0%       | -15.2%   |
| Colorectal Cancer            | Members 50 - 75            | 86          | 13            | 15.1%         | 88         | 15           | 17.1%        | 13.2%         | 17.0%       | 0.9%     |
| Cholesterol                  | Females 45+<br>& Males 35+ | 118         | 95            | 80.6%         | 122        | 100          | 82.0%        | 1.8%          | 44.9%       | 82.6%    |

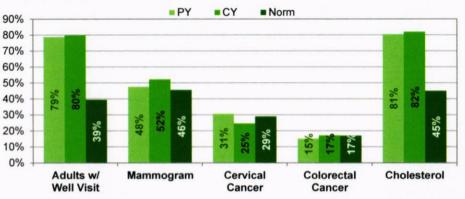
- > Adult well visits & screening rates all increased except for Cervical Cancer Screen, and they all compare favorably to norm except for Cervical Cancer Screen
- > Since the recommended frequency of screening may vary, shown rates should not be used for compliance purposes but are intended for year-over-year and norm comparisons

#### Preventive Screenings - Employees vs. Dependents

|                   | 20    | 17    | 20    | 18    | Cha    | Change |  |  |
|-------------------|-------|-------|-------|-------|--------|--------|--|--|
| Screening*        | Emp   | Dep   | Emp   | Dep   | Emp    | Dep    |  |  |
| Mammogram         | 40.6% | 61.3% | 43.6% | 68.5% | 7.5%   | 11.8%  |  |  |
| Cervical Cancer   | 30.1% | 31.7% | 22.5% | 28.4% | -25.3% | -10.5% |  |  |
| Colorectal Cancer | 11.9% | 26.5% | 16.1% | 20.8% | 35.0%  | -21.6% |  |  |
| Cholesterol       | 82.7% | 72.5% | 85.5% | 68.5% | 3.4%   | -5.5%  |  |  |

<sup>\*</sup> Does not include screenings performed at onsite clinics or other screenings for which no claim was submitted to UMR

#### Adult Well Visits & Screenings



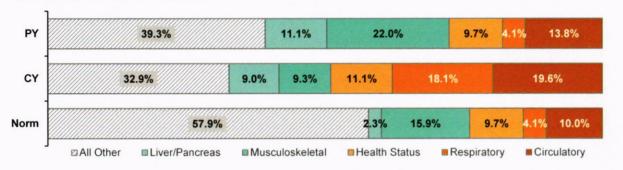
### **Top 10 Major Diagnostic Categories (MDC)**

UMR

by Current Period Net Payment

| #  | MDC                 | PY<br>Rank | Patients | 2017<br>Total Paid | Paid/Pat | Patients | 2018<br>Total Paid | Paid/Pat | Patients | Change<br>Tot Paid | Paid/Pat | Rank | UMR Nor<br>Paid/Pat | m<br><i>Varianc</i> e |
|----|---------------------|------------|----------|--------------------|----------|----------|--------------------|----------|----------|--------------------|----------|------|---------------------|-----------------------|
| 1  | Circulatory         | 3 🔺        | 70       | \$214,409          | \$3,063  | 73       | \$172,190          | \$2,359  | 4.3%     | -19.7%             | -23.0%   | 2    | \$2,081             | 13.4%                 |
| 2  | Respiratory         | 7 🔺        | 44       | \$63,381           | \$1,440  | 48       | \$159,302          | \$3,319  | 9.1%     | 151.3%             | 130.4%   | 10   | \$1,032             | 221.5%                |
| 3  | Health Status*      | 5 🔺        | 181      | \$150,402          | \$831    | 190      | \$97,332           | \$512    | 5.0%     | -35.3%             | -38.4%   | 3    | \$570               | -10.1%                |
| 4  | Musculoskeletal     | 1 🔻        | 83       | \$341,954          | \$4,120  | 74       | \$81,854           | \$1,106  | -10.8%   | -76.1%             | -73.2%   | 1    | \$2,082             | -46.9%                |
| 5  | Liver, Pancreas     | 4 🔻        | 12       | \$172,908          | \$14,409 | 5        | \$78,856           | \$15,771 | -58.3%   | -54.4%             | 9.5%     | 15   | \$3,988             | 295.5%                |
| 6  | Nervous System      | 15 🔺       | 26       | \$14,843           | \$571    | 24       | \$45,512           | \$1,896  | -7.7%    | 206.6%             | 232.2%   | 5    | \$2,407             | -21.2%                |
| 7  | Female Reproductive | 13 🔺       | 22       | \$20,935           | \$952    | 14       | \$36,882           | \$2,634  | -36.4%   | 76.2%              | 176.8%   | 13   | \$1,346             | 95.7%                 |
| 8  | Infections          | 20 🔺       | 7        | \$2,165            | \$309    | 23       | \$36,548           | \$1,589  | 228.6%   | 1587.7%            | 413.7%   | 17   | \$1,325             | 19.9%                 |
| 9  | Digestive           | 6 ▼        | 50       | \$134,045          | \$2,681  | 35       | \$30,662           | \$876    | -30.0%   | -77.1%             | -67.3%   | 4    | \$2,118             | -58.6%                |
| 10 | Skin, Breast        | 11 🔺       | 61       | \$26,330           | \$432    | 47       | \$28,625           | \$609    | -23.0%   | 8.7%               | 41.1%    | 7    | \$704               | -13.5%                |

Top 5 Current MDCs % of Total Med



<sup>➤</sup> Significant change to Top MDCs from last year

➤ High cost claimants likely influencing rank and cost of a number of the top MDCs, especially any that are significantly higher ranking than norm

13

<sup>\*</sup> Health Status: Includes wellness/preventive encounters and ongoing treatment for a known disease or injury

### **Care Management Dashboard**

Activity Summary & Participation by Program



#### Utilization Management

## H

#### **UM Activity**

► Touched Members: 14

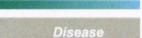
► Managed Members: 14

► Total Authorizations: 22

Auths - % Denied: 0.0%

► UM Savings: \$1,950

| Inpatient                | 12 |
|--------------------------|----|
| Outpatient               | 8  |
| Inpatient Rehab          | 1  |
| Skilled Nursing Facility | 1  |





#### Case Management

# 0

#### **CM** Activity

Touched Members:

Managed Members:

Total CM Cases:

CM Savings: \$1,200

| Cost             | 2 |
|------------------|---|
| Comprehensive CM | 1 |
| Oncology         | 1 |
|                  |   |

Health &



Maternity Management



### Combined Activity (Unique members)

► Touched Members:

► Managed Members: 14

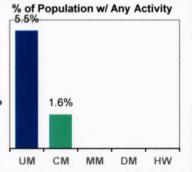
14

\$3,150

► Touched -% of Pop: 5.5%

► Survey -% Satisfied: n/a

► Total Savings: (Event-based)



All Care Management



### **Prescription Drugs**

### Key Indicators & Top Therapeutic Classes



| Prescription Drug<br>Measure      | 2017       | 2018       | Change | UMR<br>Norm | Variance |
|-----------------------------------|------------|------------|--------|-------------|----------|
| Total Prescriptions               | 2,979      | 3,137      | 5.3%   |             |          |
| Total Rx Paid                     | \$407,295  | \$255,558  | -37.3% |             |          |
| Scripts PMPY                      | 14.18      | 14.11      | -0.5%  | 9.84        | 43.3%    |
| Rx Paid PMPY                      | \$1,939.27 | \$1,149.50 | -40.7% | \$1,090.88  | 5.4%     |
| Rx Paid % of Med + Rx             | 20.8%      | 22.5%      | 8.6%   | 21.4%       | 5.4%     |
| Generic Drug %<br>(based on Paid) | 29.4%      | 29.2%      | -0.5%  | 19.6%       | 49.1%    |

Although number of prescriptions went up, total Rx cost decreased significantly, but overall Paid PMPY compares unfavorably to norm

Top 10 Drug Therapeutic Classes by Cost

|    |                           |  |         | 2017       |            |         | 2018       |          |         | Change |        |
|----|---------------------------|--|---------|------------|------------|---------|------------|----------|---------|--------|--------|
| #  | Drug Therapeutic Class    | Highest Cost Drug (% of Class)           | Scripts | Total Paid | Paid/Rx    | Scripts | Total Paid | Paid/Rx  | Scripts | Paid   | Paid/R |
| 1  | Antiarthritics            | HUMIRA PEN (61%)                         | 176     | \$152,757  | \$867.94   | 134     | \$63,700   | \$475.37 | -23.9%  | -58.3% | -45.2% |
| 2  | Diabetic Therapy          | VICTOZA 3-PAK (34%)                      | 172     | \$41,132   | \$239.14   | 178     | \$51,655   | \$290.20 | 3.5%    | 25.6%  | 21.4%  |
| 3  | Psychostimulants          | TRINTELLIX (37%)                         | 162     | \$7,198    | \$44.43    | 235     | \$10,692   | \$45.50  | 45.1%   | 48.5%  | 2.4%   |
| 4  | Anticoagulants            | ELIQUIS (42%)                            | 38      | \$4,696    | \$123.58   | 58      | \$9,471    | \$163.29 | 52.6%   | 101.7% | 32.1%  |
| 5  | Estrogens                 | PREMARIN (43%)                           | 78      | \$8,600    | \$110.26   | 90      | \$8,766    | \$97.40  | 15.4%   | 1.9%   | -11.7% |
| 6  | Dermatological, All Other | METHOXSALEN (41%)                        | 19      | \$16,641   | \$875.84   | 13      | \$8,567    | \$659.00 | -31.6%  | -48.5% | -24.8% |
| 7  | Bronchial Dilators        | BREO ELLIPTA (55%)                       | 136     | \$12,551   | \$92.29    | 136     | \$7,284    | \$53.56  | 0.0%    | -42.0% | -42.0% |
| 8  | Contraceptives, Oral      | DROSPIRENONE-ETH ESTRA-<br>LEVOMEF (59%) | 80      | \$5,952    | \$74.41    | 71      | \$6,727    | \$94.75  | -11.3%  | 13.0%  | 27.3%  |
| 9  | Enzymes                   | ZENPEP (95%)                             | 18      | \$46,128   | \$2,562.64 | 12      | \$6,578    | \$548.16 | -33.3%  | -85.7% | -78.6% |
| 10 | Lipotropics               | ROSUVASTATIN CALCIUM (38%)               | 228     | \$4,427    | \$19.42    | 248     | \$6,392    | \$25.77  | 8.8%    | 44.4%  | 32.7%  |

### **Dental**

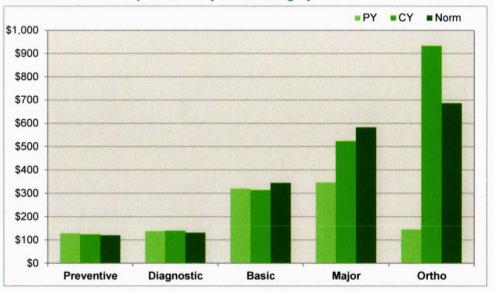
### Summary & Breakout by Dental Category



| Dental Measure         | 2017      | 2018      | % Change |
|------------------------|-----------|-----------|----------|
| Enrolled Employees     | 139       | 139       | 0.3%     |
| Total Enrolled Members | 248       | 256       | 3.0%     |
| Total Billed           | \$127,201 | \$131,340 | 3.3%     |
| Total Covered          | \$94,546  | \$98,931  | 4.6%     |
| Total Allowed          | \$94,546  | \$98,931  | 4.6%     |
| Total Net Paid         | \$69,200  | \$71,583  | 3.4%     |



#### Cost of Services - Paid per Patient by Dental Category



#### Breakout by Dental Category

| Dental<br>Category |             | 2017       |           |           |          | 2018       |           |           |           | ange      | UMR Dental Norm* |           |  |
|--------------------|-------------|------------|-----------|-----------|----------|------------|-----------|-----------|-----------|-----------|------------------|-----------|--|
|                    | Patients    | Total Paid | Pats/1000 | Paid PMPY | Patients | Total Paid | Pats/1000 | Paid PMPY | Pats/1000 | Paid PMPY | Pats/1000        | Paid PMPY |  |
| Preventive         | 125         | \$16,075   | 503.7     | \$64.77   | 137      | \$17,031   | 536.0     | \$66.63   | 6.4%      | 2.9%      | 491.8            | \$58.92   |  |
| Diagnostic         | 152         | \$20,991   | 612.5     | \$84.58   | 158      | \$22,026   | 618.1     | \$86.17   | 0.9%      | 1.9%      | 550.9            | \$72.20   |  |
| Basic              | 73          | \$23,389   | 294.1     | \$94.24   | 74       | \$23,216   | 289.5     | \$90.83   | -1.6%     | -3.6%     | 264.0            | \$90.95   |  |
| Major              | 24          | \$8,309    | 96.7      | \$33.48   | 16       | \$8,378    | 62.6      | \$32.78   | -35.3%    | -2.1%     | 59.4             | \$34.55   |  |
| Orthodontia        | 3           | \$436      | 12.1      | \$1.76    | 1        | \$933      | 3.9       | \$3.65    | -67.6%    | 107.7%    | 18.5             | \$12.72   |  |
| Other              | C. C. C. C. | \$0        |           | \$0.00    |          | \$0        |           | \$0.00    |           | -100.0%   |                  | \$0.00    |  |
| Total Dental       | 157         | \$69,200   | 632.6     | \$278.83  | 167      | \$71,583   | 653.4     | \$280.06  | 3.3%      | 0.4%      | 586.0            | \$269.34  |  |

<sup>\*</sup> UMR Dental Norms are based on all UMR groups with dental coverage during the reporting period



## THANK YOU!

# Performance & Utilization Review TITUS COUNTY (01961345)

Time-Period: 201801 thru 201812







### Glossary

| Term                            | Definition   |
|---------------------------------|--|
| Plan Paid                       | Amount of the drug cost paid by the client.  |
| Employee Cost Share (ECS)       | Amount of the drug cost paid by the members. Copay + Deductible + Ancillary Charges  |
| Member Months                   | Number of enrolled members in a specific calendar month, and then sum of those months within the reporting period.             |
| PMPM                            | Per Member Per Month. Metric Total + Member Months   |
| PMPY                            | Per Member Per Year. (Metric Total + Member Months) * 12   |
| per 30 DS                       | Normalizing the scripts to a 30-days' supply. Total days' supply + 30  |
| Trend                           | Variance between two time-periods (i.e. Current vs. Prior)   |
| Specialty                       | Drugs that have been identified by UHCP Clinical as Specialty.   |
| Non-Specialty                   | The remaining drugs not classified as Specialty.   |
| Туре                            | Indicates Drug Type. B=Brand, G=Generic  |
| Employee Cost Share % Total     | Percentage of the drug cost being paid by the members.   |
| Enrolled Members                | Average number of enrollees (Subscribers + Spouse/Dependent + Child/Dependent) on plan during the reporting period.            |
| Patients (Utilizers)            | Total number of unique members who have had a script filled during the reporting period.                                       |
| Utilization                     | Utilizing Members + Enrolled Members   |
| Avg Age Enrolled                | Average age of the enrolled members during the reporting period.   |
| Avg Age Utilized                | Average age of the utilizing members during the reporting period.  |
| Generic Dispensing Rate (GDR)   | Generic Dispensing Rate: Generic Rx ÷ Total Rx   |
| Generic Substitution Rate (GSR) | Generic Substitution Rate: Generic Rx + (Generic Rx + MSB Rx)  |
| Multi Souce Brand               | Multi-Source Brand. These are the brand drugs that have generic equivalents.   |
| Single Sourse Brand             | Single-Source Brands. These are brand drugs with no generic in the marketplace.  |
| Days' Supply                    | The number of days the script was written for by the Physician.  |
| Adjusted Rx                     | (Mail Rx * 3) + Retail Rx. Converts a mail-order script to equal the number of scripts that would need to be filled at retail. |
| Mail Order                      | (Mail Rx * 3) + Adjusted Rx. Shows activity going through the mail-order facility for a given reporting period.                |
| % Main                          | Percentage of scripts filled for maintenance drugs.  |
| % Override                      | Percentage of scripts filled that has a Physician or Member override.  |
| % Speciality Prescriptions      | Percentage of plan paid coming from Specialty medications.   |

**Key Performance Indicators** 

| Metrics                                    | Current    | Prior     | TREND  | UMR BOB    |
|--|------------|-----------|--------|------------|
| Plan Paid                                  | \$255,633  | \$407,288 | -37.2% | Part I     |
| Plan Paid Non-Specialty                    | \$201,997  | \$407,288 | -50.4% |            |
| Plan Paid SPECIALTY                        | \$53,636   | \$0       | N/A    |            |
| Plan Paid PMPM                             | \$94.82    | \$161.56  | -41.3% | \$82.55    |
| Plan Paid Non-Spec PMPM                    | \$74.92    | \$161.56  | -53.6% | \$45.82    |
| Plan Paid SPEC PMPM                        | \$19.89    | \$0.00    | N/A    | \$36.72    |
| Employee Cost Share                        | \$29,765   | \$25,707  | 15.8%  |            |
| Employee Cost Share Non-Spec               | \$28,335   | \$25,707  | 10.2%  |            |
| Employee Cost Share SPEC                   | \$1,430    | \$0       | N/A    |            |
| Employee Cost Share PMPM                   | \$11.04    | \$10.20   | 8.3%   | \$13.61    |
| Employee Cost Share Non-<br>Specialty PMPM | \$10.51    | \$10.20   | 3.1%   | \$11.85    |
| Employee Cost Share SPEC PMPM              | \$0.53     | \$0.00    | N/A    | \$1.76     |
| Plan Paid per Rx                           | \$81.59    | \$136.81  | -40.4% | \$104.78   |
| Plan Paid NonSpec per Rx                   | \$64.70    | \$136.81  | -52.7% | \$58.79    |
| Plan Paid SPEC per Rx                      | \$4,875.98 | \$8.64    | N/A    | \$4,348.85 |
| Employee Cost Share per Rx                 | \$9.50     | 5.9%      | 10.0%  | \$17.27    |
| Employee Cost Share % Total                | 10.4%      | 33.8      | 4.5    | 14.2%      |
| Days Supply per Rx                         | 32.8       | 2,977     | -2.9%  | 34.4       |
| Rx Count                                   | 3,133      | 2,977     | 5.2%   |            |
| Non-Specialty Rx                           | 3,122      | 0         | 4.9%   |            |
| Specialty Rx                               | 11         | 15.4      | N/A    |            |
| Adjusted Rx Count PMPY                     | 17.8       | 13.8%     | 15.5%  | 10.5       |
| Single Sourse Brand %                      | 11.3%      | 0.5%      | -2.4   | 12.6%      |
| Multi Sourse Brand %                       | 0.4%       | 85.7%     | -0.1   | 1.2%       |
| Generic Dispensing Rate                    | 88.2%      | 99.4%     | 2.5    | 86.2%      |
| Generic Substitution Rate                  | 99.5%      | 12.0%     | 0.1    | 98.6%      |
| Mail Order %                               | 32.5%      |           | 20.4   | 14.5%      |

| Metrics          | Current | Prior | TREND |
|------------------|---------|-------|-------|
| Membership       | 225     | 210   | 6.9%  |
| Employees        | 139     | 138   | 0.7%  |
| Dependents       | 86      | 72    | 7.6%  |
| Patients         | 198     | 184   | 0.5   |
| Pt Employees     | 125     | 118   | -3.1% |
| Pt Dependents    | 73      | 66    | -1.3% |
| Utilization Rate | 88.1%   | 87.6% |       |
| Avg Age Enrolled | 38.9    | 40.2  |       |
| Avg Age Utilizer | 48.1    | 48.8  | 1     |

### **Top-40 Disease States**

#### Summary

Plan Paid: \$253,298 PMPM: \$93.95

Trend: -39.7% % Total: 99.1%

ECS % Total Paid: 10.2% Paid per 30 DS: \$77.16

| Disease State                       | Plan Paid | PMPM    | Trend   | % SP  | ECS PMPM | Utilizers | Utilizers Chg | Rx Cnt | Rx Chg | GDR    | SSB    |
|-------------------------------------|-----------|---------|---------|-------|----------|-----------|---------------|--------|--------|--------|--------|
| INFLAMMATORY CONDITIONS             | \$57,137  | \$21.19 | 821.0%  | 93.9% | \$0.50   | 2         | 0             | 10     | 7      | 10.0%  | 90.0%  |
| DIABETES                            | \$51,655  | \$19.16 | 17.4%   | 0.0%  | \$0.99   | 18        | 0             | 178    | 6      | 62.9%  | 37.1%  |
| MALE AND FEMALE HORMONE REPLACEMENT | \$10,703  | \$3.97  | -4.1%   | 0.0%  | \$0.73   | 22        | 1             | 102    | 5      | 77.5%  | 20.6%  |
| CARDIOVASCULAR                      | \$10,643  | \$3.95  | -46.4%  | 0.0%  | \$1.77   | 74        | 7             | 610    | 43     | 95.6%  | 4.4%   |
| ASTHMA / COPD                       | \$9,901   | \$3.67  | -38.0%  | 0.0%  | \$0.68   | 33        | 1             | 139    | -4     | 82.0%  | 18.0%  |
| DEPRESSION                          | \$9,887   | \$3.67  | 54.9%   | 0.0%  | \$0.67   | 41        | 12            | 234    | 77     | 94.9%  | 5.1%   |
| BLOOD CLOT/STROKE PREVENTION        | \$9,471   | \$3.51  | 88.6%   | 0.0%  | \$0.64   | 6         | 0             | 58     | 20     | 55.2%  | 44.8%  |
| GASTROINTESTINAL, MISC              | \$7,974   | \$2.96  | -84.3%  | 0.0%  | \$0.19   | 17        | -2            | 32     | -6     | 34.4%  | 65.6%  |
| MISC SKIN CONDITION                 | \$7,414   | \$2.75  | -60.8%  | 0.0%  | \$0.26   | 21        | -3            | 44     | -12    | 75.0%  | 25.0%  |
| NON-NARCOTIC ANALGESICS             | \$7,214   | \$2.68  | -95.5%  | 0.0%  | \$0.19   | 49        | -1            | 120    | -57    | 100.0% | 0.0%   |
| ADHD                                | \$7,191   | \$2.67  | 25.0%   | 0.0%  | \$0.20   | 5         | 0             | 26     | 3      | 23.1%  | 76.9%  |
| CONTRACEPTION                       | \$6,727   | \$2.50  | 5.7%    | 0.0%  | \$0.00   | 10        | -1            | 71     | -9     | 80.3%  | 19.7%  |
| CHOLESTEROL LOWERING AGENTS         | \$6,392   | \$2.37  | 30.8%   | 0.0%  | \$0.72   | 41        | 4             | 248    | 17     | 100.0% | 0.0%   |
| OVERACTIVE BLADDER / INCONTINENCE   | \$5,044   | \$1.87  | 254.0%  | 0.0%  | \$0.30   | 4         | -1            | 24     | 13     | 45.8%  | 54.2%  |
| ULCER/ACID REFLUX/GERD              | \$5,007   | \$1.86  | -58.9%  | 0.0%  | \$0.29   | 27        | 6             | 89     | -21    | 97.8%  | 2.2%   |
| SEIZURE DISORDERS                   | \$4,200   | \$1.56  | 8.2%    | 0.0%  | \$0.19   | 17        | 2             | 69     | 10     | 97.1%  | 2.9%   |
| ANTIVIRALS                          | \$3,815   | \$1.41  | 6.0%    | 0.0%  | \$0.09   | 31        | 7             | 36     | 6      | 91.7%  | 8.3%   |
| ALLERGIES                           | \$3,373   | \$1.25  | 26.7%   | 0.0%  | \$0.06   | 13        | -3            | 23     | 2      | 91.3%  | 8.7%   |
| ANTIBIOTICS                         | \$3,303   | \$1.23  | -17.9%  | 0.0%  | \$0.44   | 115       | 6             | 258    | 19     | 100.0% | 0.0%   |
| GENITOURINARY                       | \$3,139   | \$1.16  | 2296.1% | 0.0%  | \$0.04   | 3         | -3            | 6      | 0      | 33.3%  | 66.7%  |
| RECTAL PREPARATIONS                 | \$2,905   | \$1.08  | 154.8%  | 0.0%  | \$0.03   | 4         | 2             | 5      | 1      | 60.0%  | 40.0%  |
| MIGRAINE/PAIN RELIEF                | \$2,793   | \$1.04  | 332.5%  | 0.0%  | \$0.12   | 8         | 3             | 18     | 9      | 72.2%  | 0.0%   |
| GOUT                                | \$2,549   | \$0.95  | -24.1%  | 0.0%  | \$0.06   | 1         | 0             | 3      | -1     | 0.0%   | 100.0% |
| ANTI-INFECTIVES, MISC               | \$1,674   | \$0.62  | -52.0%  | 0.0%  | \$0.04   | 16        | 3             | 27     | -6     | 96.3%  | 3.7%   |
| MUSCLE RELAXANTS                    | \$1,650   | \$0.61  | 73.0%   | 0.0%  | \$0.13   | 30        | 12            | 80     | 24     | 100.0% | 0.0%   |
| THYROID REPLACEMENT                 | \$1,173   | \$0.43  | -14.7%  | 0.0%  | \$0.65   | 21        | -2            | 139    | 30     | 82.7%  | 14.4%  |
| NARCOTIC ANALGESICS                 | \$1,163   | \$0.43  | -45.3%  | 0.0%  | \$0.20   | 42        | -7            | 118    | 4      | 100.0% | 0.0%   |
| VACCINES                            | \$960     | \$0.36  | 5.4%    | 0.0%  | \$0.00   | 23        | 2             | 26     | 4      | 0.0%   | 100.0% |
| TOPICAL ANESTHETICS                 | \$956     | \$0.35  | -91.3%  | 0.0%  | \$0.00   | 1         | -1            | 1      | -7     | 100.0% | 0.0%   |
| OPTHALAMIC AGENTS                   | \$911     | \$0.34  | 27.8%   | 0.0%  | \$0.03   | 12        | 4             | 15     | 7      | 100.0% | 0.0%   |
| GLAUCOMA                            | \$910     | \$0.34  | -33.7%  | 0.0%  | \$0.04   | 1         | 0             | 2      | -5     | 0.0%   | 100.0% |
| SEVERE ALLERGIC REACTION            | \$881     | \$0.33  | -37.6%  | 0.0%  | \$0.02   | 2         | -1            | 2      | -1     | 0.0%   | 100.0% |
| ANTIFUNGALS                         | \$741     | \$0.27  | 266.9%  | 0.0%  | \$0.05   | 12        | -1            | 18     | 0      | 94.4%  | 5.6%   |
| PARKINSON'S DISEASE                 | \$686     | \$0.25  | 3092.1% | 0.0%  | \$0.03   | 3         | 2             | 12     | 7      | 100.0% | 0.0%   |
| URINARY TRACT INFECTIONS            | \$647     | \$0.24  | 28.7%   | 0.0%  | \$0.06   | 7         | -1            | 10     | -2     | 70.0%  | 0.0%   |
| EAR CONDITION                       | \$624     | \$0.23  | 217.7%  | 0.0%  | \$0.02   | 5         | 2             | 5      | 2      | 60.0%  | 40.0%  |
| BLOOD GLUCOSE MONITORING            | \$535     | \$0.20  | -90.3%  | 0.0%  | \$0.05   | 3         | 0             | 4      | -12    | 0.0%   | 100.0% |
| ANTI-INFLAMMATORY (STEROIDS)        | \$460     | \$0.17  | -11.8%  | 0.0%  | \$0.09   | 40        | 14            | 54     | 14     | 100.0% | 0.0%   |
| PROSTATIC HYPERTROPHY               | \$458     | \$0.17  | 79.9%   | 0.0%  | \$0.06   | 10        | 4             | 21     | 6      | 100.0% | 0.0%   |
| COUGH AND COLD                      | \$433     | \$0.16  | -42.3%  | 0.0%  | \$0.06   | 28        | -1            | 35     | -5     | 100.0% | 0.0%   |
|                                     |           |         |         |       |          |           |               |        |        |        |        |

### **Top-25 Specialties**

#### Summary

Plan Paid: \$53,636 PMPM: \$19.89

Trend: N/A

% Total SPEC: 100.0% ECS % Total Paid: 2.6% Paid per 30 DS: \$5,157.29

| Specialty Description   | Plan Paid | PMPM    | Trend | ECS PMPM | Utilizers Util | izers Chg Rx | Rx Chg | SSB |        |
|-------------------------|-----------|---------|-------|----------|----------------|--------------|--------|-----|--------|
| INFLAMMATORY CONDITIONS | \$53,636  | \$19.89 |       | \$0.50   | 1              | 1            | 9      | 9   | 100.0% |

#### **Top-40 Non-Specialty Drugs**

#### Summary

Plan Paid: \$151,123

PMPM: \$18.68

Trend: 37.4%

% Total: 59.1%

ECS % Total Paid: 6.9%

Paid per 30 DS: \$222.12

| Drug Name                      | Туре | Disease State                       | Plan Paid | PMPM   | Trend   | Paid 30DS  | ECS PMPM | Utilizers | Utilizers Chg | Rx Cnt | Rx Chg |
|--------------------------------|------|-------------------------------------|-----------|--------|---------|------------|----------|-----------|---------------|--------|--------|
| VICTOZA                        | В    | DIABETES                            | \$17,430  | \$3.23 | 76.1%   | \$792.29   | \$0.06   | 2         | 1             | 12     | 0      |
| JANUVIA                        | В    | DIABETES                            | \$9,322   | \$1.73 | 5141.3% | \$388.42   | \$0.08   | 2         | 1             | 10     | 9      |
| TRULICITY                      | В    | DIABETES                            | \$9,150   | \$1.70 | 1180.9% | \$741.88   | \$0.06   | 1         | 0             | 13     | 12     |
| TOUJEO SOLOSTAR                | В    | DIABETES                            | \$7,433   | \$1.38 | 29.6%   | \$470.47   | \$0.06   | 2         | 0             | 11     | 6      |
| CELECOXIB                      | G    | NON-NARCOTIC ANALGESICS             | \$6,538   | \$2.42 | 14.5%   | \$242.14   | \$0.03   | 4         | 1             | 19     | 1      |
| ZENPEP                         | В    | GASTROINTESTINAL, MISC              | \$6,220   | \$1.15 | 719.2%  | \$804.37   | \$0.01   | 1         | 0             | 10     | 7      |
| VYVANSE                        | В    | ADHD                                | \$5,768   | \$1.07 | 42.0%   | \$288.42   | \$0.09   | 3         | 1             | 20     | 5      |
| BYSTOLIC                       | В    | CARDIOVASCULAR                      | \$5,388   | \$1.00 | 1.8%    | \$101.66   | \$0.23   | 5         | 1             | 27     | -3     |
| JARDIANCE                      | В    | DIABETES                            | \$4,004   | \$0.74 | -25.1%  | \$444.87   | \$0.04   | 1         | 0             | 9      | -3     |
| DROSPIRENONE/ETHINYL ESTRADIOL | G    | CONTRACEPTION                       | \$3,998   | \$1.48 | 5.7%    | \$142.79   | \$0.00   | 3         | 0             | 28     | 5      |
| TRINTELLIX                     | В    | DEPRESSION                          | \$3,987   | \$0.74 | 1117.6% | \$332.22   | \$0.11   | 1         | 0             | 12     | 11     |
| ELIQUIS                        | В    | BLOOD CLOT/STROKE PREVENTION        | \$3,983   | \$0.74 | 133.6%  | \$331.92   | \$0.20   | 1         | 0             | 12     | 8      |
| BREO ELLIPTA                   | В    | ASTHMA / COPD                       | \$3,978   | \$0.74 | 28.2%   | \$305.99   | \$0.05   | 3         | 2             | 7      | 3      |
| ESOMEPRAZOLE MAGNESIUM         | G    | ULCER/ACID REFLUX/GERD              | \$3,920   | \$1.45 | -61.5%  | \$217.77   | \$0.07   | 3         | -3            | 18     | -15    |
| PREMARIN                       | В    | MALE AND FEMALE HORMONE REPLACEMENT | \$3,782   | \$0.70 | 11.6%   | \$148.31   | \$0.11   | 4         | 1             | 14     | 0      |
| JANUMET                        | В    | DIABETES                            | \$3,508   | \$0.65 | -26.8%  | \$389.80   | \$0.07   | 1         | 0             | 9      | -3     |
| METHOXSALEN                    | G    | INFLAMMATORY CONDITIONS             | \$3,501   | \$1.30 | -36.0%  | \$3,501.03 | \$0.00   | 1         | 0             | 1      | 0      |
| XARELTO                        | В    | BLOOD CLOT/STROKE PREVENTION        | \$3,463   | \$0.64 | 19.5%   | \$384.73   | \$0.06   | 1         | 0             | 9      | 6      |
| MYRBETRIQ                      | В    | OVERACTIVE BLADDER / INCONTINENCE   | \$3,443   | \$0.64 | 947.6%  | \$312.97   | \$0.07   | 1         | 0             | 9      | 8      |
| ELMIRON                        | В    | GENITOURINARY                       | \$3,122   | \$0.58 |         | \$780.53   | \$0.02   | 1         | 1             | 4      | 4      |
| OSELTAMIVIR PHOSPHATE          | G    | ANTIVIRALS                          | \$2,792   | \$1.04 | 9.0%    | \$598.20   | \$0.04   | 21        | 2             | 23     | 4      |
| DULOXETINE HCL                 | G    | DEPRESSION                          | \$2,671   | \$0.99 | 43.1%   | \$72.20    | \$0.07   | 4         | 0             | 37     | 11     |
| IMITREX                        | В    | MIGRAINE/PAIN RELIEF                | \$2,632   | \$0.49 | 385.1%  | \$526.48   | \$0.05   | 1         | 0             | 5      | 4      |
| FLOVENT HFA                    | В    | ASTHMA / COPD                       | \$2,630   | \$0.49 | 3.0%    | \$219.14   | \$0.04   | 1         | 0             | 4      | -3     |
| MOMETASONE FUROATE             | G    | ALLERGIES                           | \$2,590   | \$0.96 | 22.7%   | \$199.26   | \$0.02   | 3         | 0             | 9      | 4      |
| ULORIC                         | В    | GOUT                                | \$2,549   | \$0.47 | -24.1%  | \$283.24   | \$0.03   | 1         | 0             | 3      | -1     |
| HYDROCORTISONE ACETATE         | G    | RECTAL PREPARATIONS                 | \$2,541   | \$0.94 | 234.6%  | \$725.89   | \$0.01   | 1         | 0             | 2      | 1      |
| ROSUVASTATIN CALCIUM           | G    | CHOLESTEROL LOWERING AGENTS         | \$2,439   | \$0.90 | 44.1%   | \$51.89    | \$0.17   | 6         | 1             | 39     | 11     |
| EPIDUO FORTE                   | В    | MISC SKIN CONDITION                 | \$2,267   | \$0.42 | -4.4%   | \$453.33   | \$0.05   | 1         | 0             | 5      | 0      |
| NUVARING                       | В    | CONTRACEPTION                       | \$2,203   | \$0.41 | 47.1%   | \$166.03   | \$0.00   | 2         | 1             | 14     | 6      |
| ANGELIQ                        | В    | MALE AND FEMALE HORMONE REPLACEMENT | \$1,989   | \$0.37 | 33.4%   | \$142.10   | \$0.09   | 1         | 0             | 5      | 1      |
| CARBAMAZEPINE ER               | G    | SEIZURE DISORDERS                   | \$1,826   | \$0.68 | -22.3%  | \$152.17   | \$0.01   | 1         | -1            | 4      | -2     |
| BRILINTA                       | В    | BLOOD CLOT/STROKE PREVENTION        | \$1,635   | \$0.30 | 382.2%  | \$326.96   | \$0.03   | 2         | 1             | 5      | 4      |
| LYRICA                         | В    | SEIZURE DISORDERS                   | \$1,301   | \$0.24 | 99.2%   | \$650.39   | \$0.01   | 1         | 0             | 2      | 1      |
| CLOBETASOL PROPIONATE          | G    | MISC SKIN CONDITION                 | \$1,296   | \$0.48 | -78.7%  | \$192.52   | \$0.01   | 4         | -1            | 6      | -6     |
| TIZANIDINE HCL                 |      | MUSCLE RELAXANTS                    | \$1,249   | \$0.46 | 49.4%   | \$56.44    | \$0.05   | 10        | 4             | 26     | 9      |
| ESTRADIOL                      |      | MALE AND FEMALE HORMONE REPLACEMENT | \$1,218   | \$0.45 | -24.2%  | \$12.96    | \$0.16   | 12        | 1             | 57     | 8      |
| ESTERIFIED ESTROGENS/METHYLTES | G    | MALE AND FEMALE HORMONE REPLACEMENT | \$1,147   | \$0.43 | 57.4%   | \$104.26   | \$0.05   | 1         | 0             | 11     | 9      |
| PROGESTERONE                   | G    | MALE AND FEMALE HORMONE REPLACEMENT | \$1,111   | \$0.41 | -43.2%  | \$101.58   | \$0.01   | 3         | 1             | 11     | -6     |
| AZITHROMYCIN                   |      | ANTIBIOTICS                         | \$1,100   | \$0.41 | 12.7%   | \$55.65    | \$0.17   | 56        | 17            | 93     | 25     |

#### **Top-40 Specialty Drugs**

Summary

Plan Paid: \$53,636 PMPM: \$9.95

Trend: N/A

% Total SPEC: 100.0% ECS % Total Paid: 2.6% Paid per 30 DS: \$5,157.29

| Drug Name                   | Type Specialty Description | Plan Paid | PMPM    | Trend | Paid 30DS EC | S PMPM Uti | izers Utilizer | rs Chg | Rx Cnt | Rx Chg |
|-----------------------------|----------------------------|-----------|---------|-------|--------------|------------|----------------|--------|--------|--------|
| HUMIRA PEN                  | B INFLAMMATORY CONDITIONS  | \$38,790  | \$14.39 |       | \$5,195.05   | \$0.45     | 1              | 1      | 8      | 8      |
| HUMIRA PEN-CD/UC/HS STARTER | B INFLAMMATORY CONDITIONS  | \$14,846  | \$5.51  | 1,272 | \$15,906.58  | \$0.06     | 1              | 1      | 1      | 1      |