

HEALTH WEALTH CAREER

# 2017 MEDICAL MARKETING UPDATE

## EVERETT SCHOOL EMPLOYEE BENEFIT TRUST

May 18, 2016

# AGENDA

- Carrier school district experience
- Impact of Kaiser acquisition on Group Health Cooperative
- Timing and next steps

# CARRIER SCHOOL DISTRICT EXPERIENCE



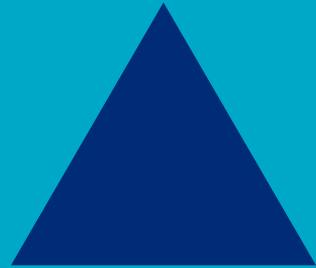
# CARRIER SCHOOL DISTRICT EXPERIENCE

- At the direction of the Trust, Mercer solicited information from the carrier market to gauge their level of experience working with school districts in Washington State
  - Mercer requested information from Aetna, CIGNA, Group Health Cooperative, and Regence
  - Information requested included:
    - Current school district clients
    - Former school district clients within the last three years
  - See summary of responses on the next page
  - The intended use for this information, as discussed at the April Trust meeting is for a member of the Everett benefit staff to reach out to several districts to ask about their carrier experience

# CARRIER SCHOOL DISTRICT EXPERIENCE

Carrier	Clients
<ul style="list-style-type: none"> <li>Aetna</li> </ul>	<p><b>Current clients</b></p> <ul style="list-style-type: none"> <li>Provided contact information for Snoqualmie Valley, Highline Classified, North Thurston, and Tukwila</li> </ul> <p><b>Former clients</b></p> <ul style="list-style-type: none"> <li>None</li> </ul>
<ul style="list-style-type: none"> <li>CIGNA</li> </ul>	<p><b>Current clients</b></p> <ul style="list-style-type: none"> <li>None in WA, they noted having experience in other states</li> </ul> <p><b>Former clients</b></p> <ul style="list-style-type: none"> <li>N/A</li> </ul>
<ul style="list-style-type: none"> <li>Group Health Cooperative</li> </ul>	<p><b>Current clients</b></p> <ul style="list-style-type: none"> <li>Provided contact information for Tacoma, Central Kitsap, Bremerton, and North Mason</li> </ul> <p><b>Former clients</b></p> <ul style="list-style-type: none"> <li>Group Health stated they will not be sharing information on former clients</li> </ul>
<ul style="list-style-type: none"> <li>Regence</li> </ul>	<p><b>Current clients</b></p> <ul style="list-style-type: none"> <li>Provided contact information for Puyallup, Northshore, and Yakima</li> </ul> <p><b>Former clients</b></p> <ul style="list-style-type: none"> <li>Reached out to one former school district employer, but their contact was no longer employed by the District</li> </ul>

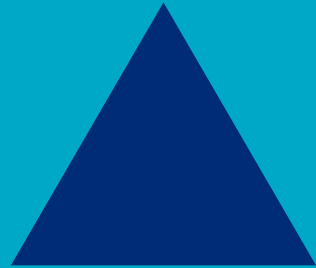
# IMPACT OF KAISER ACQUISITION ON GROUP HEALTH COOPERATIVE



## IMPACT OF KAISER ACQUISITION ON GROUP HEALTH COOPERATIVE

- At the direction of the Trust, Mercer requested official commentary from GHC on the expected impact of the Kaiser acquisition to patients and to employer clients
  - GHC's response is included below:
    - The Kaiser acquisition isn't expected to be approved by the OIC until after the November 2016 election
    - After that time it is a 12-18 month transition
    - We don't anticipate any changes to our member or client experiences
    - Given the timing of everything, it is status quo through 2017

# TIMING AND NEXT STEPS





## TIMING AND NEXT STEPS

- The renewal calendar following our traditional timing is included on the next page
- Given the interest in exploring other carriers, do we want to consider alternative timing?
  - For example:
    - Request insured quotes in May
    - Present results at the June meeting
    - If there is still interest in an alternative, hold carrier finalist meetings in July or August
    - Finalize carrier decision at the normally scheduled August meeting

# 2016 RENEWAL CALENDAR

January 2016	February 2016	March 2016	April 2016
		<ul style="list-style-type: none"> <li>Request employee census data from district</li> </ul>	<ul style="list-style-type: none"> <li>Renewal planning kickoff meeting on 4/8</li> <li>Discuss renewal strategy with trustees on 4/20</li> </ul>
May 2016	June 2016	July 2016	August 2016
<ul style="list-style-type: none"> <li>Issue renewal requests to carriers</li> <li>Receive vendor renewal offers by end of the month</li> </ul>	<ul style="list-style-type: none"> <li>Review and negotiate vendor renewals</li> </ul>	<ul style="list-style-type: none"> <li>Develop budget projections</li> </ul>	<ul style="list-style-type: none"> <li>Renewal review meeting including budget projections</li> <li>Finalize renewal decisions and issue renewal confirmation letters</li> </ul>
September 2016	October 2016	November 2016	December 2016
<ul style="list-style-type: none"> <li>Deliver final projections, employee contributions, and rate sheets</li> <li>Begin development of open enrollment communications</li> </ul>		<ul style="list-style-type: none"> <li>District holds open enrollment</li> </ul>	<ul style="list-style-type: none"> <li>Renewal effective date on 1/1/2017</li> </ul>

**MAKE**



**MERCER**

**TOMORROW,**

**TODAY**