



The School District of Osceola County Employee Benefits Committee Meeting

Agenda

April 20, 2022

- I. **Welcome (2 minutes)**
 - a. Speaking order volunteer
 - b. Timekeeper volunteer

- II. **Reports (5 minutes)**
 - a. Highlights and committee questions on monthly reports and Health Plan Analysis

- III. **Opioid presentation (15 minutes)**

- IV. **Member concerns, tracking and brainstorming solutions (45 minutes)**

- V. **Other concerns and updates (18 minutes)**

The next meeting will be held on **May 18, 2022** at **4:30 pm** in the **Multipurpose Room** located at The Center for Employee Health 831 Simpson Road, in Kissimmee **or WebEx** (if needed).

Employee Benefits Committee Meeting

2021-2022 Membership

OCEA

Judi Crowell – St Cloud HS (v)
Kim Castro-Stevens – HTES(v)
April Isaacs – St. Cloud HS/VP (v)
Ruth Nelson – Osceola HS (v)
Lare Allen – OCEA/ESP Pres (v)
Vacant (Alternate)

Teamsters

Vacant (v)
Gary Conroy – Teamsters (v)

Provider Representatives

Kelly Johnson – Lincoln Financial Group
Mark Tafuri- VSP
Belinda Gonzalez – Humana (Dental)
Tom Remus - MetLife Life Ins.
Mayra Diaz – Aither Benefits Champion
Laura Hirsch – Aither Cofounder & co-CEO
Lisa True – Aither Cofounder & co-CEO
Melissa Fritz – Aither Director of Operations
Mohammad Abdallah – Aither Account Manager
Contance Crawford – Evolutions Healthcare
Jay Weingart – Trustmark

Risk & Benefits Management/SDOC

Lauren M. Haddox – Director
LaTasha Aponte – Employee Benefits Supervisor
Jack Achenbach – Wellness Specialist
Vanessa Louis - Secretary
Sarah Graber – Chief Business & Finance Officer
John Boyd – Chief Negotiator
Randy Shuttera – Chief Negotiator

Prof. Support Council

Felicia Bracy – School Operations (v)

ESP

Barb Gleason – OCSA (v)
Susan Compton – Custodial Servs. (v)

Retirees

Ray Lackey – Retired Teacher

Benefits Consultant

Ashley Bacot - ProvInsure
Carolyn Grant - ProvInsure
Barry Murphy – ProvInsure

Center for Employee Health

Kenneth Aldridge - RosenCare

Health Plan Analysis 04/01/2022

Summary

Plan	ENROLLMENT	TALLIES	Total	%
Healthy Essentials		1161	7456	15.57%
Healthy Essentials Wellness		2136	7456	28.65%
Healthy Advantage Plus		909	7456	12.19%
Healthy Advantage Plus Wellness		2325	7456	31.18%
Opt Out Credit Plan		921	7456	12.35%

PROJECTED REVENUE BASED ON CURRENT ENROLLMENT MINUS ADMIN FEES

Board Paid	\$50,150,622.00
Employee Premium	\$7,054,380.00
Retiree Premium	\$878,494.32
SubTotal	\$58,083,496.32
Administration Fees	(5,339,045.88)
Total	52,744,450.44

DESCRIPTION	OPTION	TALLIES	Board Share		Employee Premium			Retiree Premium			
			Per Pay	Per Year	Per Pay	Per Year	Per Month	Per Year			
Healthy Advantage Plus	1	728	341.30	248,466.40	4,969,328.00	50.00	36,400.00	728,000.00			
Healthy Advantage Plus	2	16	341.30	5,460.80	109,216.00	435.00	6,960.00	139,200.00			
Healthy Advantage Plus	3	102	341.30	34,812.60	696,252.00	245.00	24,990.00	499,800.00			
Healthy Advantage Plus	4	15	341.30	5,119.50	102,390.00	580.00	8,700.00	174,000.00			
Healthy Advantage Plus	5	24	341.30	8,191.20	163,824.00	220.00	5,280.00	105,600.00			
Healthy Advantage Plus	6	24	341.30	8,191.20	163,824.00	0.00	0.00	0.00			
Healthy Advantage Plus Wellness	1	1719	341.30	586,694.70	11,733,894.00	25.00	42,975.00	859,500.00			
Healthy Advantage Plus Wellness	2	47	341.30	16,041.10	320,822.00	385.00	18,095.00	361,900.00			
Healthy Advantage Plus Wellness	3	278	341.30	94,881.40	1,897,628.00	195.00	54,210.00	1,084,200.00			
Healthy Advantage Plus Wellness	4	51	341.30	17,406.30	348,126.00	530.00	27,030.00	540,600.00			
Healthy Advantage Plus Wellness	5	69	341.30	23,549.70	470,994.00	170.00	11,730.00	234,600.00			
Healthy Advantage Plus Wellness	6	69	341.30	23,549.70	470,994.00	0.00	0.00	0.00			
Healthy Advantage Plus Wellness	7	1	341.30	341.30	6,826.00	385.00	385.00	7,700.00			
Healthy Advantage Plus Wellness	8	1	341.30	341.30	6,826.00	530.00	530.00	10,600.00			
Healthy Advantage Plus Wellness (JS)	1	0	170.65	0.00	0.00	195.65	0.00	0.00			
Healthy Advantage Plus Wellness Retiree	1	83							629.83	52,275.89	627,310.68
Healthy Advantage Plus Wellness Retiree	2	6							1,322.58	7,935.48	95,225.76
Healthy Advantage Plus Wellness Retiree	3	0							973.85	0.00	0.00
Healthy Advantage Plus Wellness Retiree	4	1							1,703.64	1,703.64	20,443.68
Healthy Essentials Wellness	1	1691	341.30	577,138.30	11,542,766.00	0.00	0.00	0.00			
Healthy Essentials Wellness	2	40	341.30	13,652.00	273,040.00	325.00	13,000.00	260,000.00			
Healthy Essentials Wellness	3	191	341.30	65,188.30	1,303,766.00	152.00	29,032.00	580,640.00			
Healthy Essentials Wellness	4	45	341.30	15,358.50	307,170.00	452.00	20,340.00	406,800.00			
Healthy Essentials Wellness	5	76	341.30	25,938.80	518,776.00	20.00	1,520.00	30,400.00			
Healthy Essentials Wellness	6	76	341.30	25,938.80	518,776.00	0.00	0.00	0.00			
Healthy Essentials Wellness	7	0	341.30	0.00	0.00	325.00	0.00	0.00			
Healthy Essentials	1	1035	341.30	353,245.50	7,064,910.00	25.00	25,875.00	517,500.00			
Healthy Essentials	2	19	341.30	6,484.70	129,694.00	375.00	7,125.00	142,500.00			
Healthy Essentials	3	60	341.30	20,478.00	409,560.00	202.00	12,120.00	242,400.00			
Healthy Essentials	4	11	341.30	3,754.30	75,086.00	502.00	5,522.00	110,440.00			
Healthy Essentials	5	18	341.30	6,143.40	122,868.00	50.00	900.00	18,000.00			
Healthy Essentials	6	18	341.30	6,143.40	122,868.00	0.00	0.00	0.00			
Healthy Essentials Wellness Retiree	1	15							588.17	8,822.55	105,870.60
Healthy Essentials Wellness Retiree	2	2							1,235.15	2,470.30	29,643.60
Healthy Essentials Wellness Retiree	3	0							906.57	0.00	0.00
Opt Out Credit Plan	1	921	341.30	314,337.30	6,286,746.00	0.00	0.00	0.00			
Job Share Declined Benefits	0	4	170.65	682.60	13,652.00						
FSA Extra \$250	1	1182	250.00		295,500.00						
Total Employees and Retirees		7456		2,507,531.10	50,150,622.00		352,719.00	7,054,380.00		73,207.86	878,494.32

Option Legend	
Single	1
Spouse	2
Child(ren)	3
Family	4
Half Family Primary	5
Half Family Secondary	6
Domestic Partner	7
Child(ren) +DP	8
DP +DP Child(ren)	9
Child(ren) + DP + DP Child(ren)	10

Revenue Totals Per Year

Board Paid	\$50,150,622.00
Employee Premium	\$7,054,380.00
Retiree Premium	\$878,494.32
Total	\$58,083,496.32

Center for Employee Health and Advisor **Update**

**Benefits
Committee
Monthly Update
April 2022**

Plan year: 10/1/2021 – 9/30/2022



People Helping People

Every Child, Every Chance, Every Day!



Every Child, Every Chance, Every Day!



Health Center Update

“People Helping People”

Center for Employee Health

UTILIZATION OVERVIEW



Service Type	Scheduled	Late Cancel	No-Show	Completed Encounters	Unique Patients	Patients Per Day (Average)
Medical	1,246	10	80	1,156	792	48
Chiropractor	186	3	4	179	108	9
Physical Therapy	308	11	15	282	89	12
Wellness Coaching	126	0	1	125	108	8
Disease Management	4	0	0	4	4	1
Occupational Health	180	0	8	172	19	9
Workers Comp	68	0	7	61	17	3
Overall - Total	2,118	24	115	1,979		

February 1 –
February 28, 2022

**MAIN
LOCATION**

Individuals that have accessed the Center for Employee Health 1-2 times, 3-5, 6+ times in the selected time frame.

Service Type	1-2 Times	3-5 Times	6+ Times
Medical	720	69	3
Chiropractor	93	13	2
Physical Therapy	39	39	11
Wellness Coaching	106	2	0
Disease Management	4	0	0
Occupational Health	18	0	1
Workers Comp	9	3	5

Center for Employee Health



UTILIZATION OVERVIEW

February 1 – February 28, 2022

Service Type	Scheduled	Late Cancel	No-Show	Completed Encounters	Unique Patients	Patients Per Day (Average)
Medical	53	0	9	44	43	6
Disease Management	1	0	0	1	1	1
Overall - Total	54	0	9	45		

**POINCIANA
LOCATION**

Individuals that have accessed the Center for Employee Health 1-2 times, 3-5, 6+ times in the selected time frame.

Service Type	1-2 Times	3-5 Times	6+ Times
Medical	43	0	0
Disease Management	1	0	0

Center for Employee Health



February 1 – February 28, 2022

MAIN LOCATION: Medical

7am	19	22	25	16	20	
8am	17	22	31	20	28	12
9am	17	27	18	19	26	17
10am	20	26	22	22	29	15
11am	16	16	17	14	14	8
12pm	11	14	7	14	20	
1pm	11	12	17	14	13	
2pm	16	14	22	22	18	
3pm	22	25	28	23	19	
4pm	31	24	21	21	23	
5pm	24	20	14	12	20	
6pm	8	8	2	5	6	
	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

POINCIANA LOCATION: Medical

7am	8	
8am	4	
9am	3	
10am	6	
11am	3	
1pm		2
2pm		4
3pm		3
4pm		5
5pm		3
6pm		3
	Monday	Friday

Center for Employee Health



February 1 – February 28, 2022

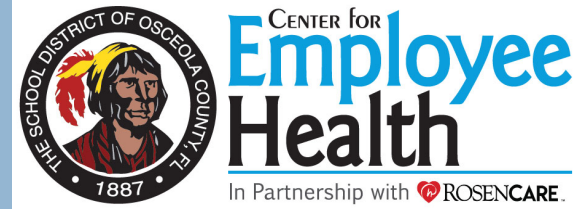
MAIN LOCATION: Chiropractor

7am		8			6	
8am		7			5	1
9am	5	4	5	3	3	1
10am	4	5	5	1	4	2
11am	5	7	3	7	4	1
12pm	3	2	1	2	2	
1pm	4	4	5	3	1	
2pm	5	5	3	3		
3pm	7		6	5		
4pm	6		6	5		
5pm			5			
	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

Physical Therapy

7am	4	10	4	13	1	
8am	3	9	5	5	3	2
9am	3	9		9	5	2
10am	2	7	4	7	2	3
11am	1	7	4	8		3
12pm		2	1		2	
1pm	6	4	2	2	2	
2pm	2	8	7	5	1	
3pm	6	13	13	12	2	
4pm	3	11	10	10	3	
5pm	3	7		5	2	
6pm		2		1		
	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

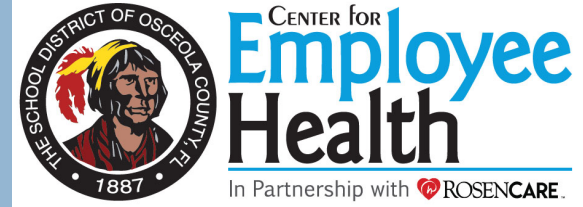
Center for Employee Health



TRENDING INFORMATION: February 1, 2021 – February 28, 2022

Completed Encounters	Medical Encounters												Total	
	2021						2022							
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	
CON	9	4												13
EAP 60	35	41	24	16	15	16	8	7	6					168
EAP EST							12	5	4					21
EYE EXAM	23	33	18	26	12	45	16	14		25	41	12	20	285
MED EST	316	412	298	277	345	337	257	291	350	359	316	266	262	4,086
MED EST 60	221	223	167	140	218	184	161	144	141	149	130	98	150	2,126
MED NEW	73	67	58	39	43	41	42	41	45	37	41	36	38	601
MED URGEST	104	100	75	48	69	74	78	86	60	45	59	37	48	883
MED URGNEW	34	36	24	3	18	15	14	21	16	15	22	14	17	249
MNTLHEALTH					7	64	47	67	80	91	82	86	98	622
NV LAB	242	276	264	173	240	268	208	218	210	248	239	184	209	2,979
TELEHEALTH	124	150	147	168	156	134	213	184	194	224	243	331	227	2,495
TeleVisit	21	20	10	9	3	3	6	4	4	9	5	12	5	111
X-Ray 30	124	131	100	73	134	99	115	134	114	90	90	99	82	1,385
Total	1,326	1,493	1,185	972	1,260	1,280	1,177	1,216	1,224	1,292	1,268	1,175	1,156	16,024

Center for Employee Health



TRENDING INFORMATION: February 1, 2021 – February 28, 2022

Completed Encounters	Physical Therapy												Total	
	2021													2022
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	
PT ESTPT	193	255	190	181	151	181	144	217	159	161	244	188	237	2,501
PT ESTPT45			2	12	16	15	1	3	8	6	6	2	4	75
PT NEWPT	47	43	47	37	61	38	42	39	32	39	48	33	41	547
Total	240	298	239	230	228	234	187	259	199	206	298	223	282	3,123

Completed Encounters	Wellness Coaching												Total	
	2021													2022
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	
COACH GRP	6	3	8	5				1	3	1		1		28
NUTR EST	5	5	12	6	14	17	24	36	27	32	44	15	33	270
NUTR NEW	10	13	14	11	20	25	20	27	22	23	28	9	17	239
NUTRTELEST	91	100	98	88	97	72	58	82	77	50	60	89	64	1,026
NUTRTELNEW	21	27	19	24	22	14	8	7	7	7	11	14	11	192
Total	133	148	151	134	153	128	110	153	136	113	143	128	125	1,755

Center for Employee Health



TRENDING INFORMATION: February 1, 2021 – February 28, 2022

Completed Encounters	Workers Compensation												Total	
	2021													2022
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	
MED WCEST					7	22	53	84	81	75	58			380
MED WCNEW					6	15	41	57	73	51	23			266
PT WCEST	34	43	40	44	32	67	71	93	104	115	119	63	52	877
PT WCNEW	5	3	10	12	9	8	10	15	17	23	16	1	9	138
WC Chiro45									2	2	1	1		6
WC ChPT								10	5	6	9	2		32
Total	39	46	50	56	54	112	175	259	282	272	226	67	61	1,699

Count	Telephone Interaction												Total	
	2021													2022
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	
DM - Outreach							1							1
Lab Results	183	198	181	101	96	108	82	51	30	29	36	43	60	1,198
Medical - Outreach			7	15	9	8	3	6	2	9	10	6	7	82
Professional Collaboration	16	12	25	18	13	21	35	26	34	42	54	47	77	420
Question for Provider	15	15	19	20	18	17	21	12	16	15	26	14	28	236
Rx	88	115	98	67	67	68	69	54	57	60	59	52	55	909
Total	302	340	330	221	203	222	211	149	139	155	185	162	227	2,846

Center for Employee Health



TRENDING INFORMATION: February 1, 2021 – February 28, 2022

Completed Encounters	2021					Occupational Health						2022		Total
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	
OCC	146	121	102	65	125	318	353	227	264	177	134	174	172	2,378
OCC 60						11	17	14	10	18	15			85
Total	146	121	102	65	125	329	370	241	274	195	149	174	172	2,463

Completed Encounters	2021					Chiropractor						2022		Total
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	
CHPT EST	190	194	181	160	201	173	149	139	148	144	151	110	155	2,095
CHPT NP	27	34	29	27	32	11	22	25	30	31	38	17	24	347
CHPT URG								1						1
Total	217	228	210	187	233	184	171	165	178	175	189	127	179	2,443

Satisfaction Survey for December 2021:

4.87 / 5



663 surveys completed **February 2022:**

Average score since 10/2019:

4.77

Number of surveys completed in past months

Dec 20	Jan 21	Feb 21	Mar 21	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Jan 22	Feb 22
406	385	388	559	652	643	799	718	715	776	788	760	794	635	663

Every Child, Every Chance, Every Day!



Advisor / Financial Update



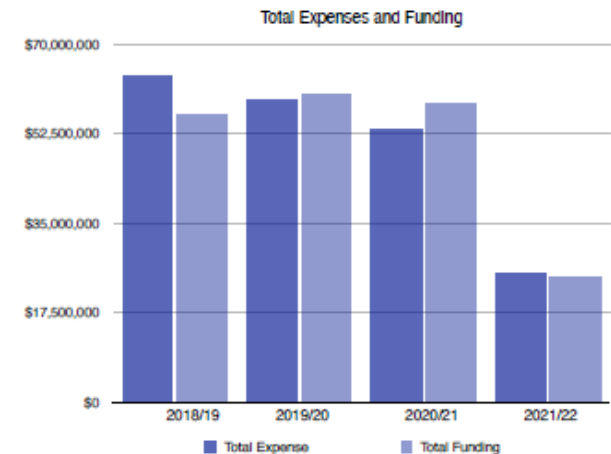
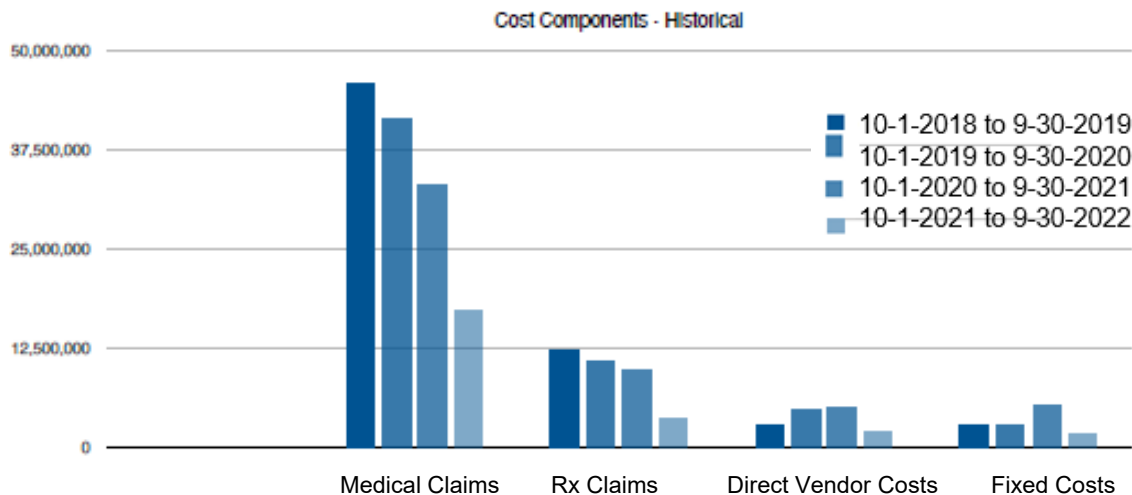
Financial Dashboard

Historical Costs / Plan Year

School District of Osceola County

Date Range: (10-1-18 to 9-30-19) (10-1-19 to 9-30-20) (10-1-20 to 9-30-21) (10-1-21 to 2-28-22)

Cost Component	2018/19 Plan	2019/20 Plan	2020/21 Plan	2021/22 Plan
Medical Claims	\$45,967,272	\$41,566,112	\$33,140,969	\$17,476,594
Rx Claims	\$12,307,935	\$11,049,021	\$9,844,133	\$3,610,065
Direct Contract Vendors	\$3,000,000	\$4,835,823	\$4,916,176	\$2,211,228
Fixed Costs	\$2,906,857	\$2,860,047	\$5,347,984	\$1,813,530
Claims over Specific Stop Loss	(\$328,850)	(\$1,418,812)	(\$212)	(\$62,006)
Total Expenses	\$63,853,214	\$58,992,191	\$53,249,050	\$25,049,411
Average Medical Enrollment	6,563	6,464	6,330	6,178
PEPM Total Expenses	\$811	\$761	\$701	\$811
%PEPM Claims vs. Previous Year	105%	94%	92%	116%
Medical Claims PEPM	\$584	\$536	\$436	\$566
Rx Claims PEPM	\$156	\$142	\$130	\$117
Direct Contract Vendors PEPM	\$38	\$62	\$65	\$72
Fixed Costs PEPM	\$37	\$37	\$70	\$59
Total Funding	\$56,092,962	\$60,116,719	\$58,205,032	\$24,468,198
Additional Funding	\$10,000,000	\$0	\$0	\$0

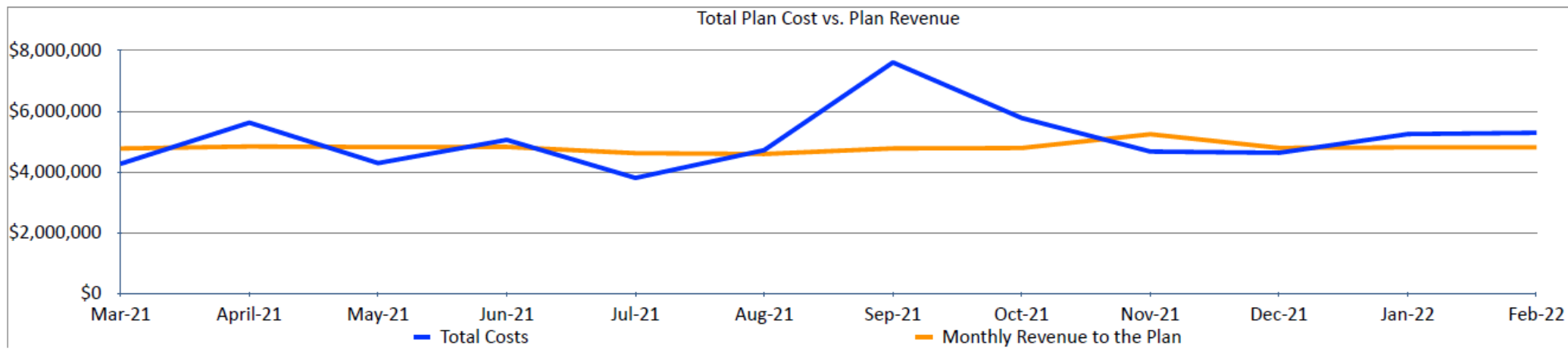


School District of Osceola County: Plan Year 2021-2022 – Medical Plan



Rolling 12 months – Medical Plan Expenses vs Budget/Revenue

Month	Enrolled Employees and Retirees	Medical Claims	Rx Claims	Health Center Cost	International Rx	Green Imaging	Paid Claims	Fixed Costs	Total Costs	Monthly Revenue to the Plan	Board Contribution	Opt out Subsidy	Employee and Retiree Contribution	Budget Ratio
Mar-21	6,290	\$2,130,771	\$926,522	\$482,172	\$70,392	\$161,910	\$3,771,767	\$431,103	\$4,202,870	\$4,778,572	\$3,559,419	\$515,932	\$703,221	88%
Apr-21	6,312	\$3,733,780	\$663,802	\$414,278	\$114,220	\$163,275	\$5,089,355	\$425,836	\$5,515,191	\$4,843,211	\$3,624,606	\$525,602	\$693,003	114%
May-21	6,285	\$2,559,398	\$690,798	\$360,062	\$68,871	\$132,490	\$3,811,619	\$415,204	\$4,226,823	\$4,824,755	\$3,609,248	\$525,662	\$689,845	88%
Jun-21	6,294	\$3,238,152	\$699,735	\$360,062	\$116,526	\$132,165	\$4,546,640	\$398,673	\$4,945,313	\$4,829,948	\$3,631,432	\$509,106	\$689,410	102%
Jul-21	5,928	\$1,862,960	\$743,133	\$412,323	\$102,005	\$198,600	\$3,319,021	\$385,655	\$3,704,676	\$4,622,763	\$3,496,618	\$463,030	\$663,115	80%
Aug-21	5,918	\$2,953,351	\$698,801	\$450,479	\$93,004	\$135,300	\$4,330,935	\$299,180	\$4,630,115	\$4,596,583	\$3,471,021	\$462,462	\$663,100	101%
Sep-21	6,455	\$5,839,195	\$621,769	\$452,888	\$116,921	\$107,640	\$7,138,413	\$359,572	\$7,497,985	\$4,780,355	\$3,609,816	\$508,537	\$662,002	157%
Oct-21	6,153	\$4,003,171	\$650,472	\$452,738	\$93,317	\$124,956	\$5,324,654	\$365,030	\$5,689,684	\$4,794,095	\$3,590,476	\$511,950	\$691,669	119%
Nov-21	6,128	\$2,870,145	\$619,415	\$444,546	\$135,175	\$114,404	\$4,183,685	\$357,736	\$4,541,421	\$5,247,516	\$4,045,316	\$519,913	\$682,287	87%
Dec-21	6,189	\$2,882,113	\$676,541	\$458,656	\$64,756	\$128,325	\$4,210,391	\$360,482	\$4,570,873	\$4,798,133	\$3,612,661	\$521,617	\$663,855	95%
Jan-22	6,210	\$3,534,318	\$595,478	\$436,543	\$97,725	\$121,010	\$4,785,074	\$369,609	\$5,154,683	\$4,814,228	\$3,634,846	\$513,088	\$666,294	107%
Feb-22	6,210	\$3,565,877	\$547,153	\$418,745	\$130,033	\$142,275	\$4,804,083	\$360,673	\$5,164,756	\$4,814,226	\$3,634,845	\$513,087	\$666,294	107%
YTD	74,372	\$39,173,231	\$8,133,619	\$5,143,492	\$1,202,945	\$1,662,350	\$55,315,637	\$4,528,753	\$59,844,390	\$57,744,385	\$43,520,304	\$6,089,986	\$8,134,095	104%



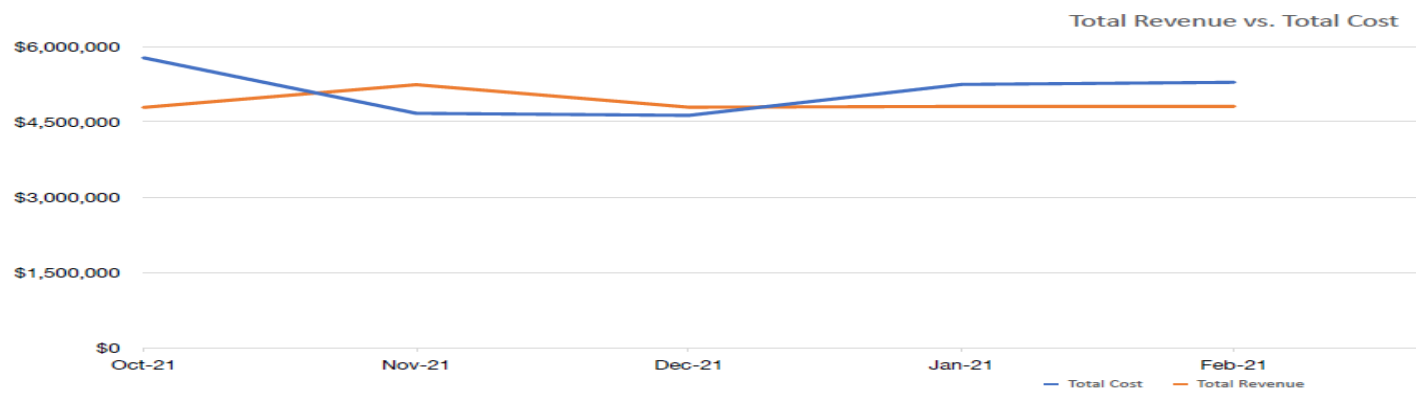
School District of Osceola County: Plan Year 2021-2022 – Medical Plan

Plan Year to Date – Medical Plan Expenses vs Budget/Revenue

Plan Year: 10/1/2021 – 9/30/2022



Month	Enrolled Employees and Retirees	Medical Claims	Rx Claims	Health Center Cost	International Rx	Green Imaging	Paid Claims	Fixed Costs	Total Costs	Monthly Revenue to the Plan	Board Contribution	Opt out Subsidy	Employee and Retiree Contribution	Budget Ratio
Oct-21	6,153	\$4,003,171	\$650,472	\$452,738	\$93,317	\$124,956	\$5,324,654	\$365,030	\$5,689,684	\$4,794,095	\$3,590,476	\$511,950	\$691,669	119%
Nov-21	6,128	\$2,870,145	\$619,415	\$444,546	\$135,175	\$114,404	\$4,183,685	\$357,736	\$4,541,421	\$5,247,516	\$4,045,316	\$519,913	\$682,287	87%
Dec-21	6,189	\$2,882,113	\$676,541	\$458,656	\$64,756	\$128,325	\$4,210,391	\$360,482	\$4,570,873	\$4,798,133	\$3,612,661	\$521,617	\$663,855	95%
Jan-22	6,210	\$3,534,318	\$595,478	\$436,543	\$97,725	\$121,010	\$4,785,074	\$369,609	\$5,154,683	\$4,814,228	\$3,634,846	\$513,088	\$666,294	107%
Feb-22	6,210	\$3,565,877	\$547,153	\$418,745	\$130,033	\$142,275	\$4,804,083	\$360,673	\$5,164,756	\$4,814,226	\$3,634,845	\$513,087	\$666,294	107%
YTD	30,890	\$16,855,624	\$3,089,059	\$2,211,228	\$521,006	\$630,970	\$23,307,887	\$1,813,530	\$25,121,417	\$24,468,198	\$18,518,144	\$2,579,655	\$3,370,399	103%



School District of Osceola County: Plan Year 2021-2022 – Medical Plan
Plan Year to Date – Large Claimants: Medical / Rx Claims > \$200,000
Re-Insurance Specific Deductible: \$1,500,000 + \$135,000 Aggregating Deductible



Relationship	Diagnosis	Medical Claims Paid	Rx Claims Paid	Total Paid
Employee	Dermatopolymyositis - rare disease causing rashes and progressive muscular weakness	\$1,015,715	\$7	\$1,015,722
Employee	COVID-19 Virus/Pneumonia	\$680,521	\$1,363	\$681,884
Spouse	Thyrotoxicosis with Diffuse Goiter, Vertical Strabismus, Left Eye	\$510,629	\$0	\$510,629
Employee	Colon Cancer	\$476,545	\$346	\$476,891
Employee	Sepsis - Bone Cancer	\$331,907	\$0	\$331,907
Employee	Sepsis - Staphylococcus Aureus/COVID	\$328,982	\$38	\$329,020
Employee	Sepsis from Staphylococcus Aureus /Mitral Valve Insufficiency	\$292,029	\$84	\$292,113
Child -Termed	Hemophilia	\$271,411	\$0	\$271,411
Employee	Lung Cancer/Cerebral Occlusion	\$252,060	\$2,781	\$254,841
Child	Fracture of Lateral Orbital Wall	\$230,912	\$22	\$230,934
Spouse	Crohn's Disease	\$244,260	\$5,820	\$250,080
Employee - Termed	Colon Cancer	\$221,897	\$346	\$222,243
Total		\$3,160,632	\$9,437	\$4,867,675

Every Child, Every Chance, Every Day!



Questions / Comments

Opioid Clinical Management, Inc.



www.OpioidCM.com

OPIOID PROJECT OVERVIEW

SAVE MONEY. SAVE LIVES.

- **“Patent pending” OPCM solution spiders through paid pharmaceutical (Rx) claims, identifying unnecessary medical condition patterns linked to opioid withdrawal.**
- **OPCM Solution identifies these medical condition patterns and OPCM RPh’s. intervene with the provider reducing cost and reducing opioid risk - without ever identifying or contacting the patient;**
- **Withdrawal Patterns – body’s response to not having an opioid – physiological (illness)**
- **Addiction Patterns – pursuit of opioids with total disregard for consequences – pathological (behavioral)**
- **OPCM introduces CDC opioid “Best Practice” to provider network (when identified) and verifies patient teaching for risk of opioid’s.**



SDOC Q3' 2019 vs. Q3' 2020



Health Care Encounters: 54% ↓ (898 vs 1,674)	Members ORx Cohort: 61% ↓ (149 vs 59)	Reduced Cost: 46% ↓ (\$820,00 vs \$442,159)
Emergency Room Visits: 37% ↓ (262 vs 424)	Providers Conforming: 98% ↑	Savings: \$377,882 - \$1,511,527
Dr. Visits: 41% ↓ (518 vs 1,058)		
Hospitalizations: 39% ↓		





School District of Osceola County



- 'Q4 2020 vs 'Q4 2021 saw reduction to 38 members identified vs 59 members impacted by their opioid prescription in 2020;
- That difference also eliminates the health care encounters of those 21 members @ an average of \$15,000 each (\$315,000);
- There were 254 members identified annually when the project started, – if you average 'Q4 of 2021;
- There are now at 152 annually – improvement of 102 @ \$15,000 in reduced encounters (\$1.5M)

***SAVE MONEY.
SAVE LIVES.***

Questions?

**Mike Vasquez
515-865-5664
mike@opioidcm.com**

