



**CLACKAMAS**  
C O U N T Y

# 2023 Partnership Review

Valerie Swyers, VSP Market Director  
Deborah Suchoski, VSP Account Manager

June 5, 2024

# CLACKAMAS COUNTY

## Meeting Agenda

Introduction

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Member  
Engagement

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2023 VSP Impact  
Report

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Plan/Utilization  
Review

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Our Prescription



# VSP Vision Impact Report

**vsp** social  
responsibility

# Our Purpose is a Call to Action

Our purpose and values are the driving forces that shape our identity and guide our business.

## Purpose

To empower human potential through sight.

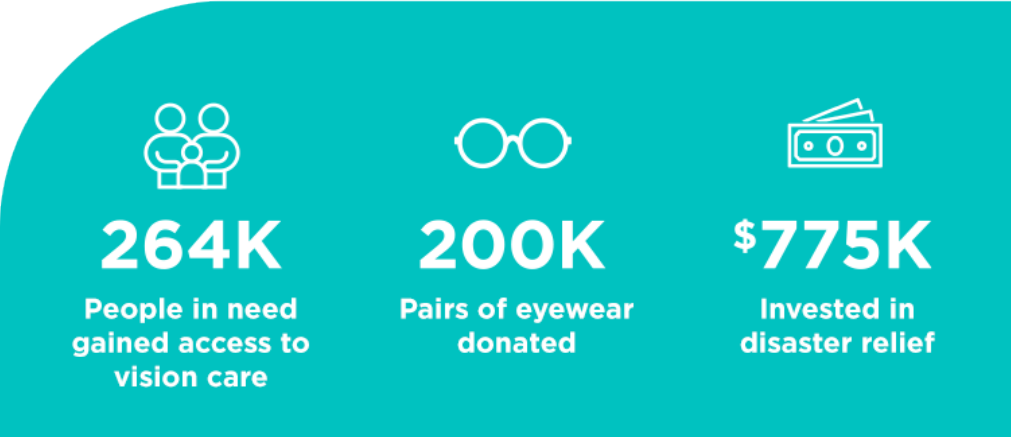
## Values

We care. We trust.  
We empower diversity.  
We are one team.

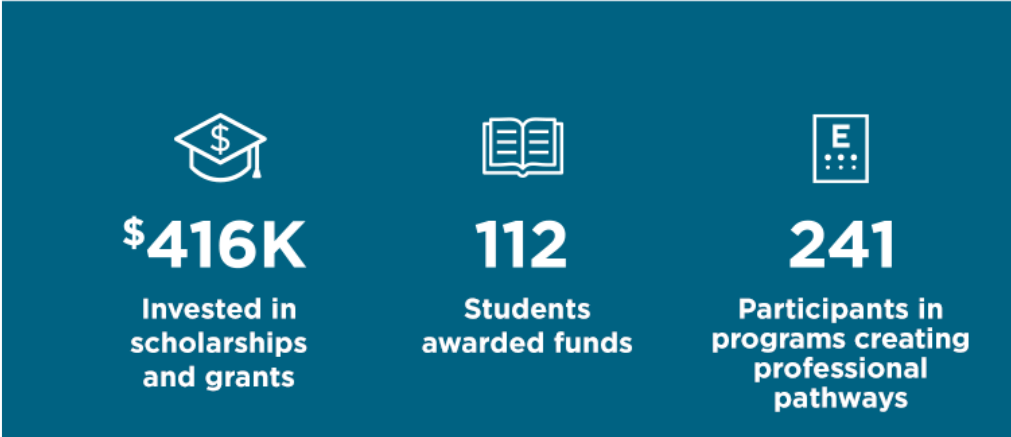


# Our 2023 Impact at a Glance

## Health Equity



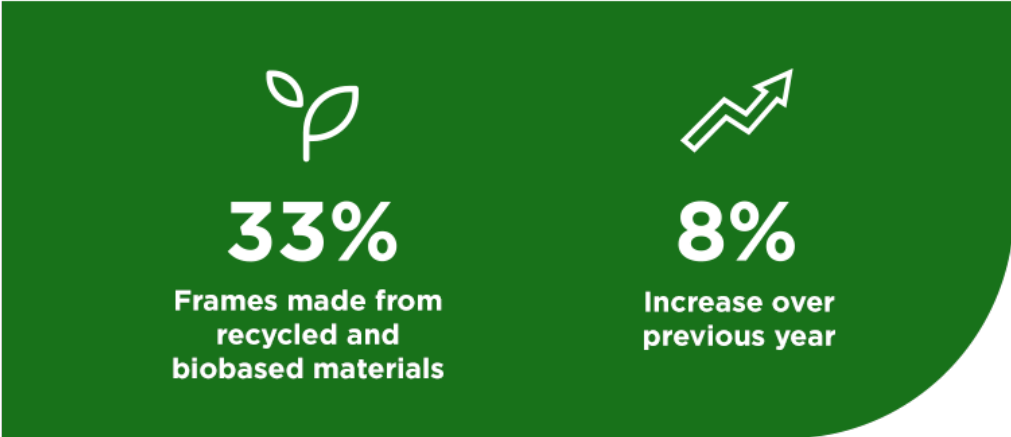
## Scholarships and Grants



## Employee Giving



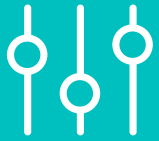
## Sustainable Frames



# Member Engagement



# Innovative Ways to Engage



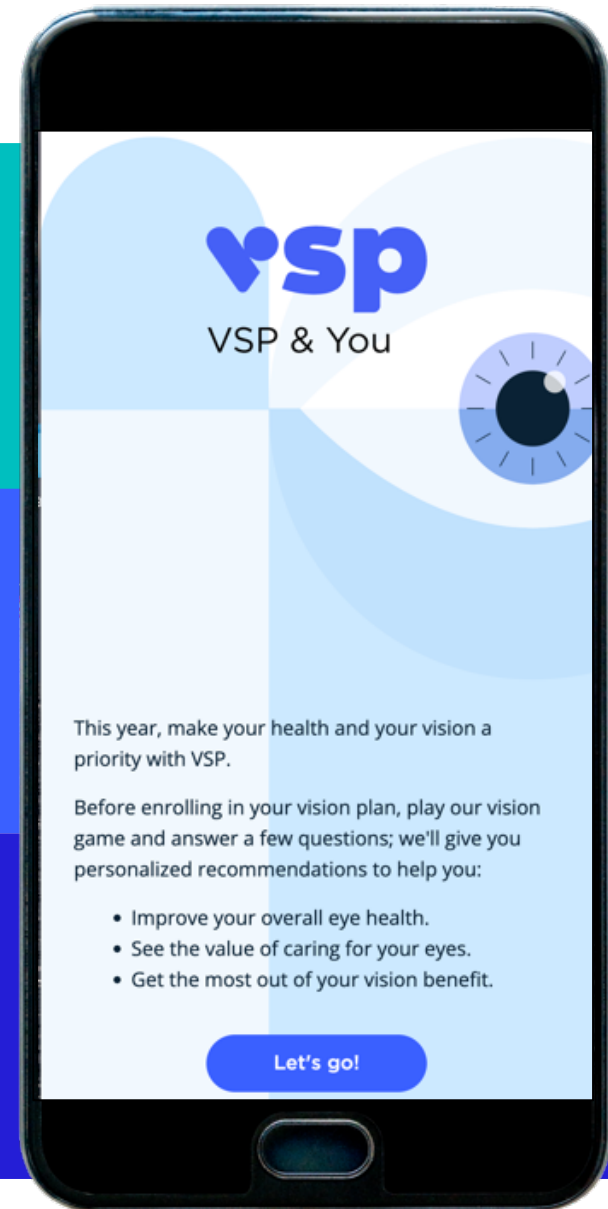
Personalized and interactive experience to engage prospective members during enrollment



Educates on importance of vision care by age and lifestyle



Delivers personalized recommendation to discuss with a VSP network doctor

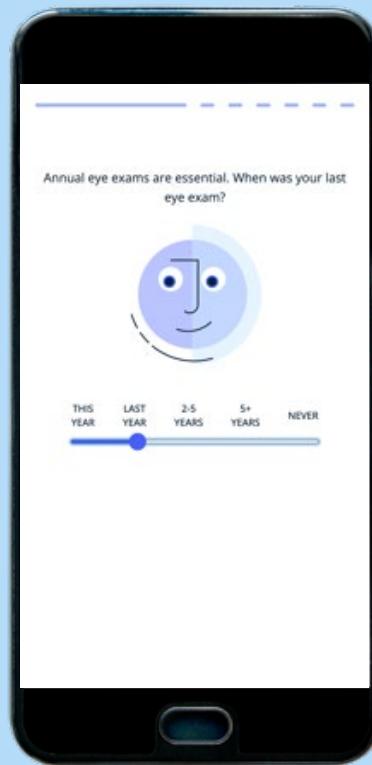


# The VSP & You Experience

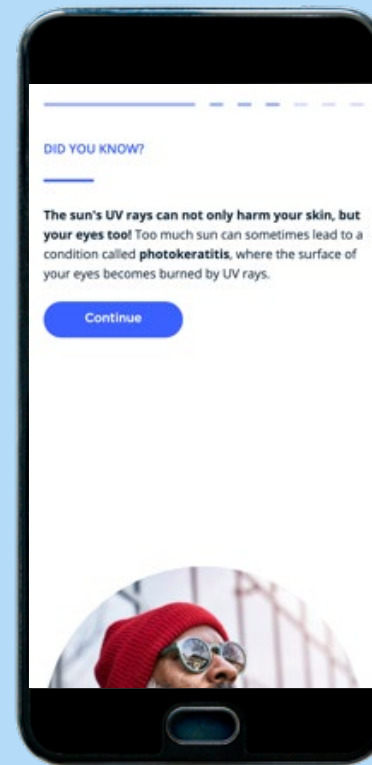
## Intro Game



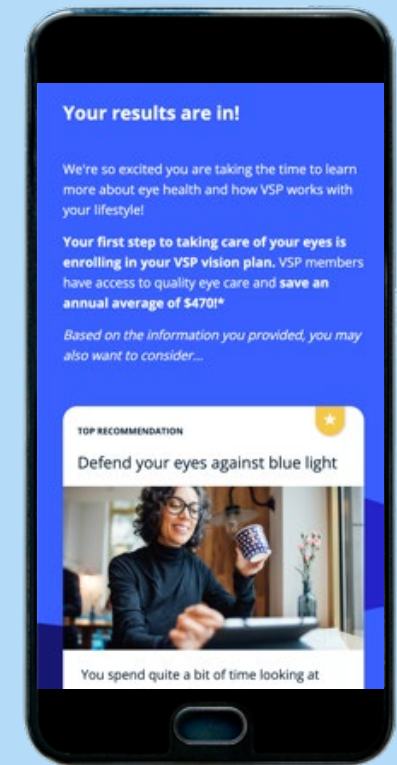
## Simple "Get-to-Know-You" Questions



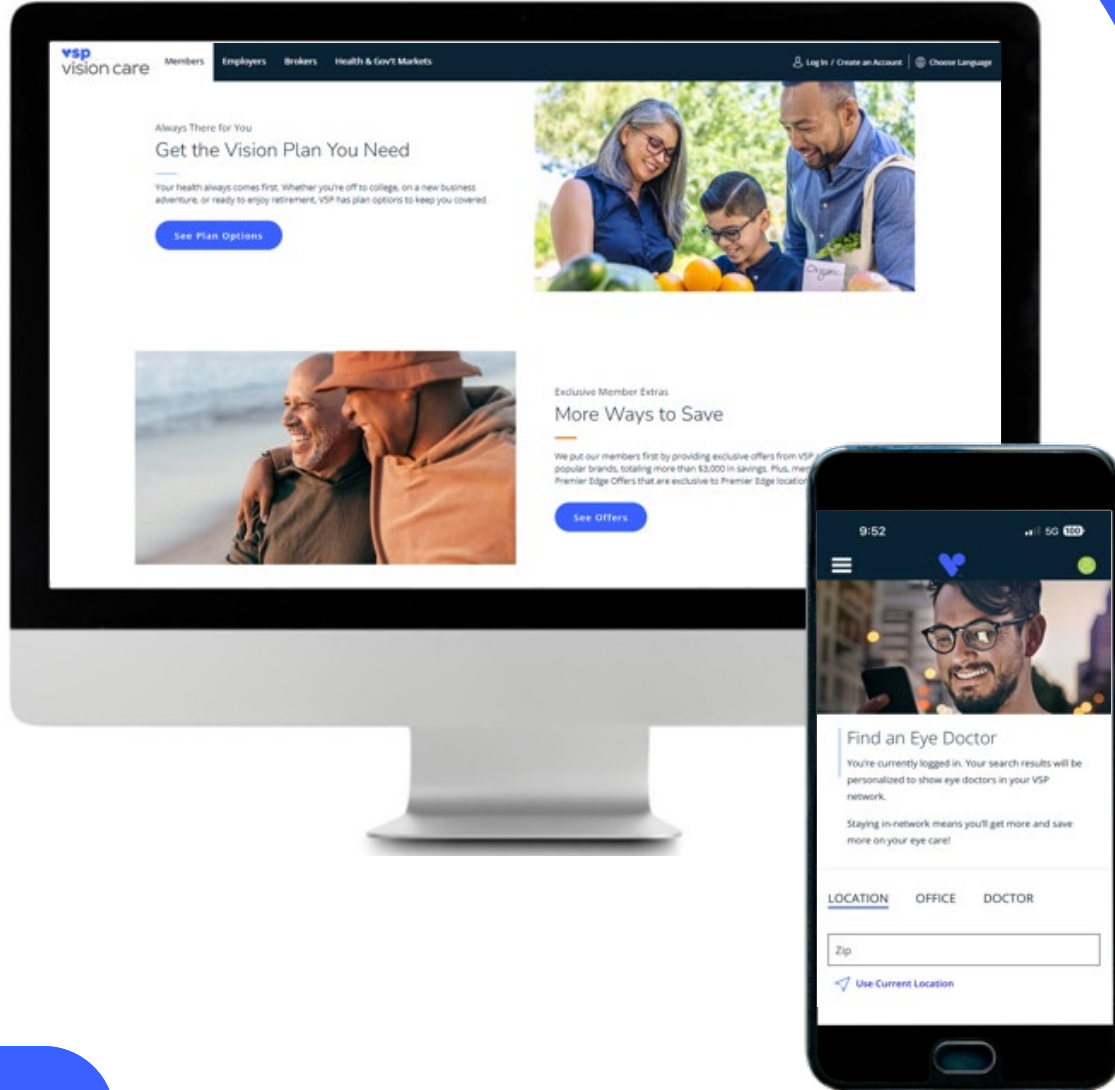
## Bite-sized Eye Health Facts



## Personalized Results and Recommendations





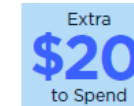


# Anytime, Anywhere... It's All About Your Members

- Find a VSP® network doctor
- Discover special offers and savings
- Access personalized dashboard
- View plan coverage
- Print member ID card
- Sign up for emails to maximize benefits
- Call or email Member Services

# Exclusive Member Extras

## Glasses & Sunglasses



## Contacts

## Lasik



## Home & Financial Well-Being

## Health & Wellness

## Leisure & Lifestyle



# 2023 Plan/Utilization Review



# Your VSP Choice Plan<sup>®</sup> Design

	Benefit Frequencies	Copays	Frame Allowance	Contact Lens Allowance	Plan Enhancements
<b>Choice Plan</b>	Exam, Lenses, Frame <i>Every Calendar Year</i>	\$10 Exam \$0 Glasses \$60 Contact Lens Exam \$20 Essential Medical Eye Care	\$175	\$175	Polycarbonate for children Standard Progressives \$0 copay Premium/Custom Progressives \$30 copay

Vision Therapy: Fully covered evaluation and 75% off approved therapy sessions up to \$750 annually.  
**Retinal Screening:** Copay \$39  
**Glasses and Sunglasses:** 20% savings on additional glasses and sunglasses from any VSP provider within 12 months of last WellVision Exam.  
**Laser Vision Correction:** Average of 15% off the regular price; discounts only available from contracted facilities.



# In-Network Utilization

In-Network Utilization

95%

Private Practice

90%

Retail + Online

10%

VSP Premier Edge™

70%

# Personalized Network

## 119K Access Points



Largest Network of Independent Providers



Maximized Savings + Worry-Free Guarantee



National Retail



Online Retail

More National and Regional Retailers Near You



# Premier Edge Promise



Replacement within 12 months if their Featured Frame Brand selection is accidentally broken or damaged at no cost<sup>1</sup>



New exam and replacement lenses if their prescription changes within 12 months<sup>2</sup>



Replacement within 100 days of purchase if they don't love their Featured Frame Brand selection<sup>3</sup>

Only at Premier Edge locations. Premier Edge is not available for some members in the State of Texas.

1. \$40 processing fee applies to replacement lenses if needed
2. \$40 processing fee applies to replace lenses (minimum Rx change required)
3. \$40 processing fee applies



# eyeconic

a vsp vision company

## Online Shopping with Benefits

- Save up to \$250 or 20% off additional eyewear
- Transparent pricing
- Virtual try-on
- Free shipping and returns



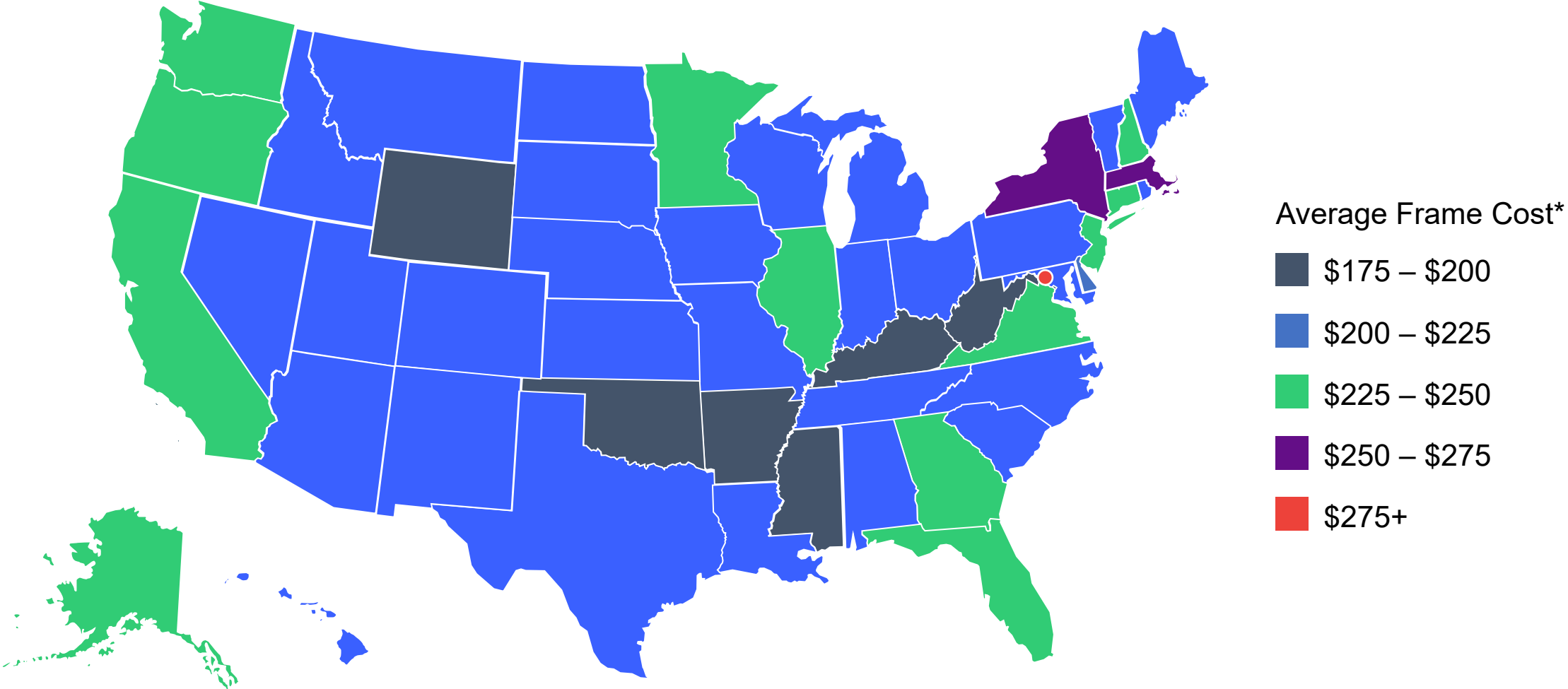


# Spend Less On Frames

Choice Plan	Average Out-of-Pocket
Frame Allowance <b>\$175</b>	2021 <b>\$61.96</b>
Covered in Full <b>28%</b>	2022 <b>\$76.65</b>
Covered Frames Available <b>46%</b>	2023 <b>\$60.01</b>

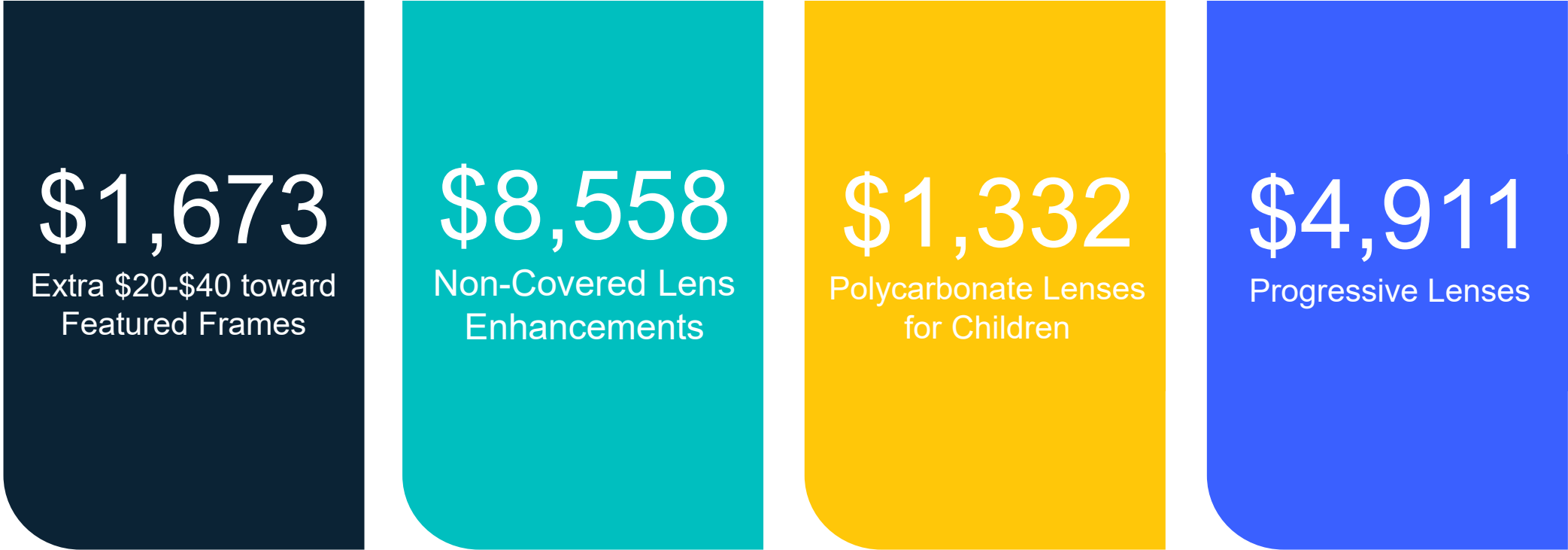


# What's Happening with Frame Costs?










\*VSP claims data, January 2022.

# Savings for Clackamas County Employees



# Members Save More on Featured Frame Brands

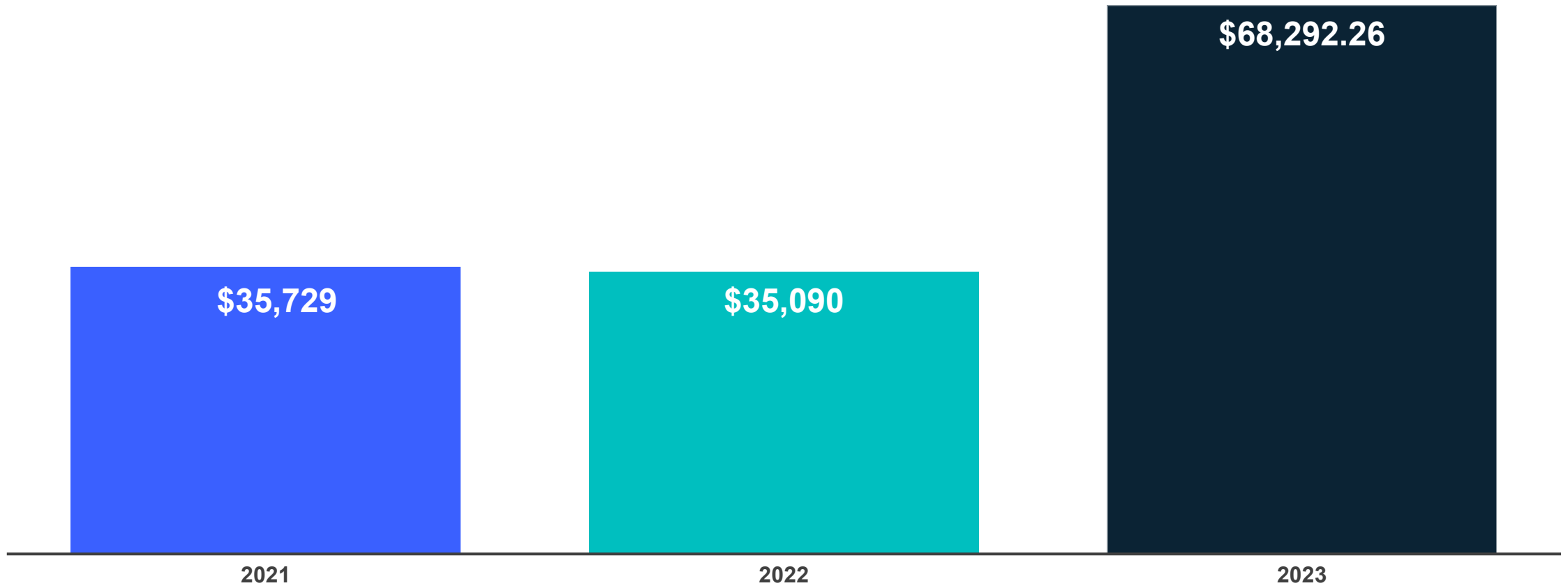
Calvin Klein	Calvin Klein Jeans	FERRAGAMO	LACOSTE 	<b>SHINOLA</b> DETROIT
LONGCHAMP PARIS	 CONVERSE	DKNY	KARL LAGERFELD	VICTORIA BECKHAM EYEWEAR
	 McALLISTER	GUTLER AND GROSS	Paul Smith EYEWEAR	DONNA KARAN NEW YORK
LANVIN PARIS	NINE WEST	JOE JOSEPH ABOUD	NAUTICA	 Columbia
skaga sweden 1948	MARCHON NYC	 DRAGON.	Otis & Piper	FLEXON EYEWEAR
pure	COLE HAAN	DRAPER JAMES	bebe	 SPYDER.
JOSEPH ABBOUD	ANNE KLEIN	<b>ALTAIR</b>	ALTAIR GENESIS	ALTAIR KILTER
	ALTAIR SUNLITES	R LENTON & RUSBY		

Extra \$20

To spend on top of your allowance on a wide selection of Featured Frame Brands at network locations

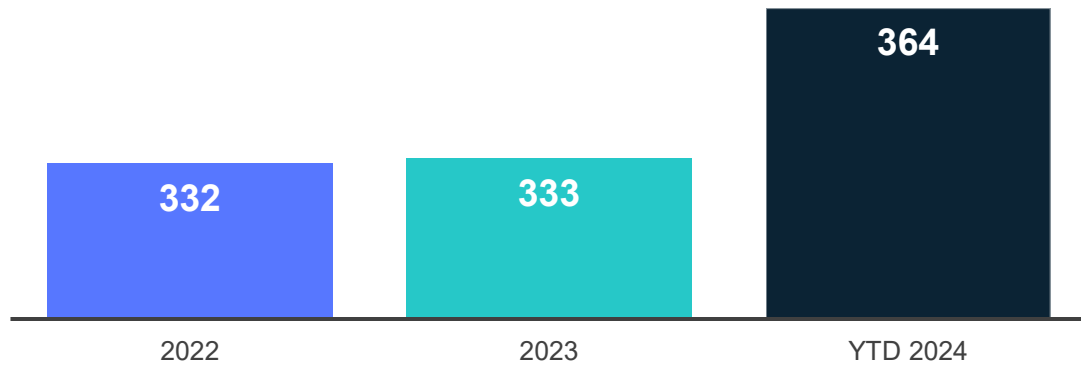
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Everyday value to reduce member out-of-pocket costs

# Historical Plan Trends: Premium

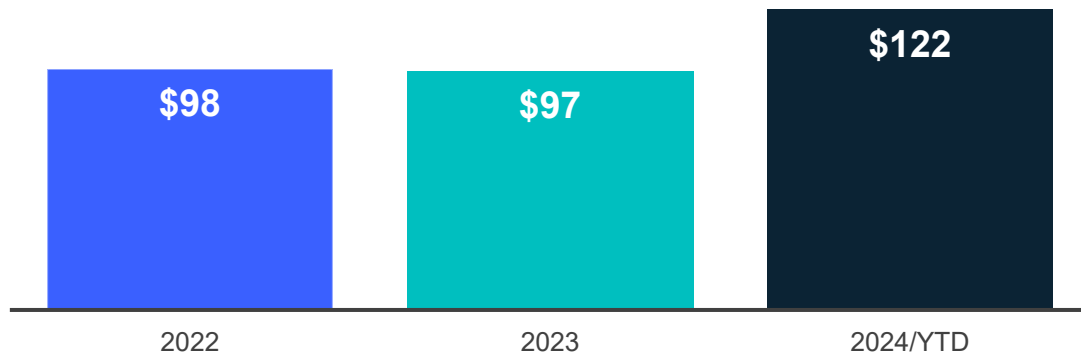


# Utilization Review

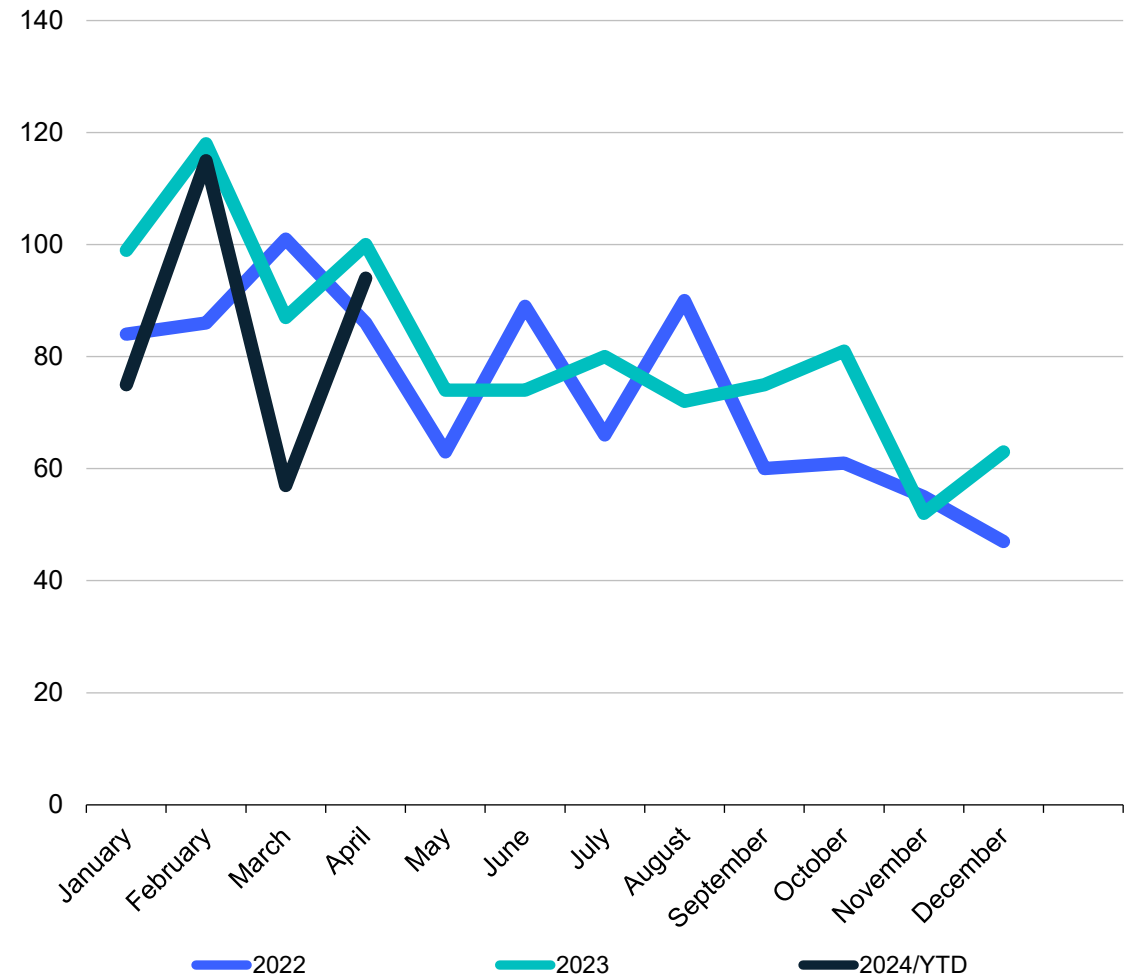
### Average Enrollment



### Average Claim Cost



### Rate of Utilization



# Benefits At-A-Glance – Choice Plan



1997-2012



1981-1996



1965-1980



1946-1964

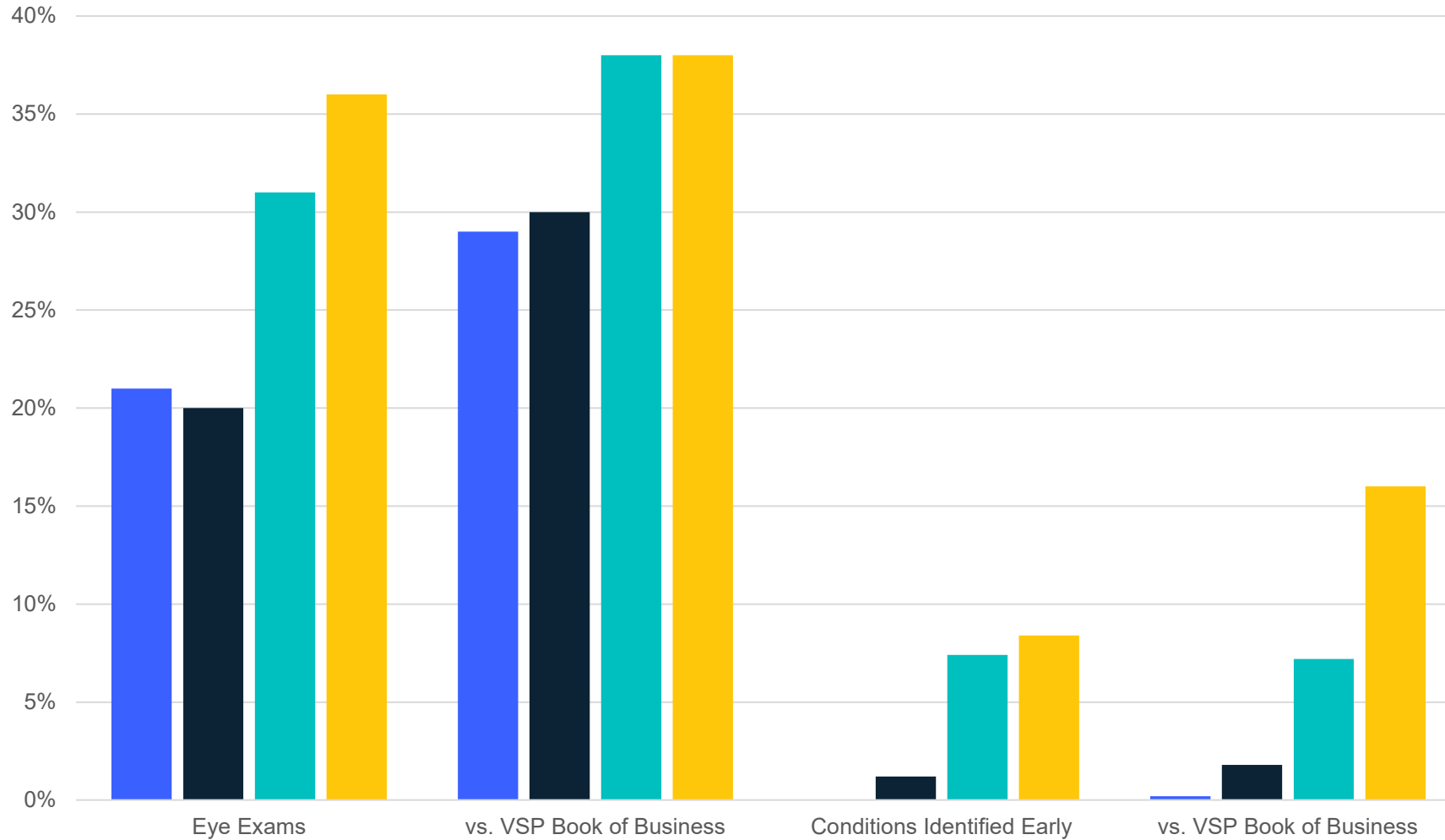
	<b>Gen Z</b> 27%	<b>Millennial</b> 23%	<b>Gen X</b> 28%	<b>Boomers</b> 9%
<b>Enrollment</b>				
<b>Exams</b>	21%	20%	31%	36%
<b>Glasses</b>	47%	50%	73%	65%
<b>Contacts</b>	53%	50%	27%	35%
<b>Lens Enhancement</b>	86% Polycarbonate — 67% Anti-Reflective — 38% UV Protection	90% Anti-Reflective — 60% UV Protection — 40% Polycarbonate	82% Anti-Reflective — 56% Progressives — 33% UV Protection	76% Progressives — 71% Anti-Reflective — 35% UV Protection

An eye exam is the **only non-invasive** way to view blood vessels in the body, helping eye doctors detect signs of **over 270 health conditions\***

# Eye Exams Open the Doors to Health



# Eye Exams Can Save Lives



Generation Z  
1997 – 2012



Millennial  
1981 – 1996



Generation X  
1965 – 1980



Baby Boomer  
1946 – 1964



# Our Prescription for Clackamas County

## People-First Features

### Member Engagement

VSP & You Quiz

## Forward-Thinking Solutions

### Increased Value

Increase Frame Allowance  
Cover Anti-Reflective Coating

## Health-Focused Initiatives

### Vision Awareness

May: Healthy Vision  
June: UV Awareness  
Nov: Diabetes Prevention

# Thank You.



See Well. Be Well.®