

2022 PARTNERSHIP REVIEW





CLACKAMAS COUNTY

+ ®

VSP

VALUED PARTNERS
SINCE

2015

NEXT RENEWAL

January 2023



OUR MEMBERS' WELL-BEING IS AT THE HEART OF EVERYTHING WE DO.

We believe

...everyone deserves to see their world clearly.

...eye exams can save lives.

...quality care should be within reach for all.

...there is a connection between vision and overall health.

see well. be well.



17 HOURS A DAY

Americans now log more screen time than they spend sleeping.

4 IN 5

eye care professionals say blue light is impacting not only patients' eyes, but their overall physical and mental health

Source: One Poll survey, 2020 Classification: Confidential • 4



MORE CHOICES, MORE FREEDOM

PREFERRED PRIVATE PRACTICE, RETAIL, AND ONLINE IN-NETWORK CHOICES





YOUR PLAN DESIGN TODAY



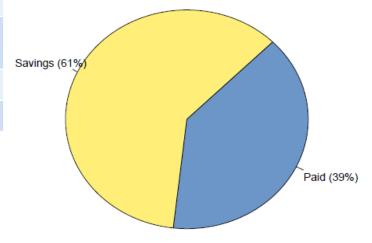


CLACKAMAS COUNTY ~ POA HISTORIC UTILIZATION

Year	Average # of Employees	Claim Count	Average Claim Cost	Claim Frequency	Cost Per Member
2019	333	318	\$93.17	80	\$9.63
2020	332	289	\$98.17	72	\$9.51
2021	332	310	\$98.36	78	\$8.95

PLAN SAVINGS

	Number of Services	Average Savings	Overall Savings %
Exams	192	\$141.84	68%
Single Vision Lenses	68	\$76.65	65%
Bi-Focal Lenses	42	\$90.61	54%
Tri-Focal Lens	None	None	None
Frames	104	\$31.91	34%



- 61% Total Savings
- \$39,570



LOOK GREAT, SPEND LESS

2021 Retail Frame Allowance	\$130
Covered-in-full Frames	18%
Average Out-of-pocket	\$61.96

EXTRA \$20 ON FEATURED FRAMES

CALVIN KLEIN	CALVIN KLEIN JEANS	Salvavore Verragamo		LACOSTE 🗲
LONGCHAMP	CONVERSE	DKNY	MCM	VICTORIA BECKHAM
ZEISS	MOALLISTER	CUTLER AND GROSS	Paul Smith EYEWEAR	DONNAKARAN NEWYORK
LANVIN	NINE WEST	JŒE	NAUTICA	⋄ Columbia
skaga sweden 1948	MARCHON NYC	@ DRAGON.	Otis© Piper	FLEXON
pure	COLE HAAN	DRAPER JAMES	bebe	SPYDER.
J O S E P H A B B O U D	ANNE KLEIN	ALTAIR	GENESIS	KILTER
ALTAIR SUNLITES	R LENTON & RUSBY			

29% 2021 selection rate

\$1,896.00 savings in 2021



NON-COVERED LENS OPTIONS WHAT ARE MEMBERS BUYING?







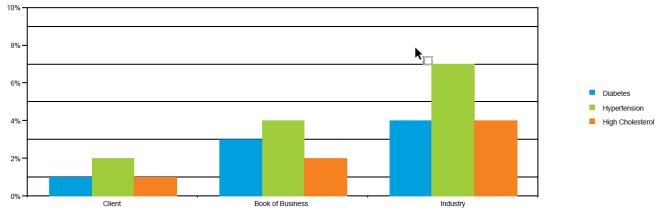
	Top Lens Enhancements Chosen by Members	Average Out-of-pocket	Average Savings
Anti-glare coating	71	\$80.61	\$59.24
High Index	31	\$82.67	\$20.67
UV Protection	22	\$9.33	\$13.25



YOUR VSP MEMBER HEALTH PROFILE

VSP Member Health

Health of your members compared to VSP's book of business and your industry.



32 members have diabetes.

35 members have high cholesterol.

70 members have hypertension.

142 members have at least one chronic condition.

Eye exams offer a greater chance of catching chronic illnesses early.

13

exam reminders sent in 2021

4

returned for an exam





EYES OF HOPE®

EYE CARE

No-cost access to eye care and glasses through a VSP doctor of optometry for those in need

EYEWEAR

In-kind donations to support eye care initiatives and doctor-led outreach events

DISASTER RELIEF

Care for community members and doctors affected by disaster



8.5K

VSP network doctors annually engaged

3.3M +

people in need gained access to no-cost vision care

123K

community members provided care following disasters



Our focus partners like you.

THANK YOU







Clackamas County - Peace Officers Association

2021 Annual Dental Review

Experience for January 1, 2021 - December 31, 2021 Prepared May 2022

Grace Shim Healthcare Data Analyst II

Michelle Taylor

Sr. Account Executive

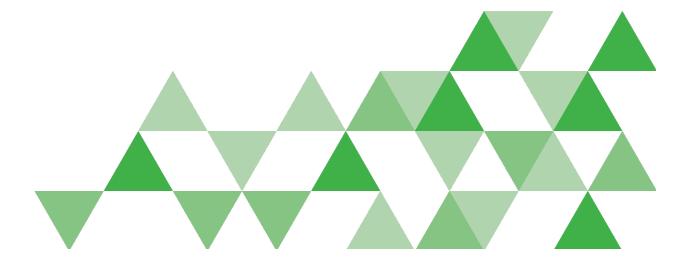


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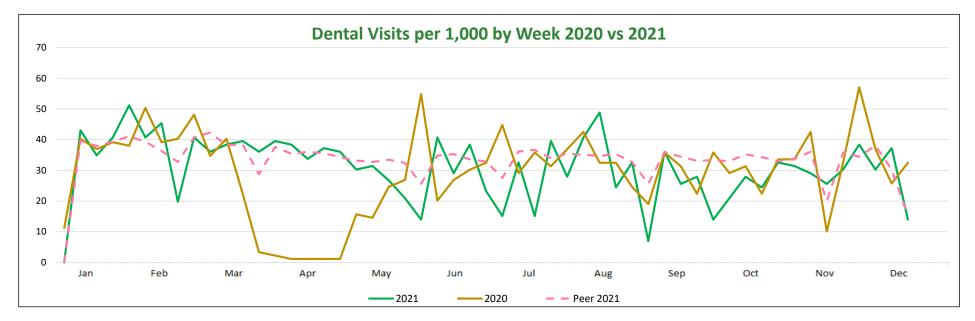
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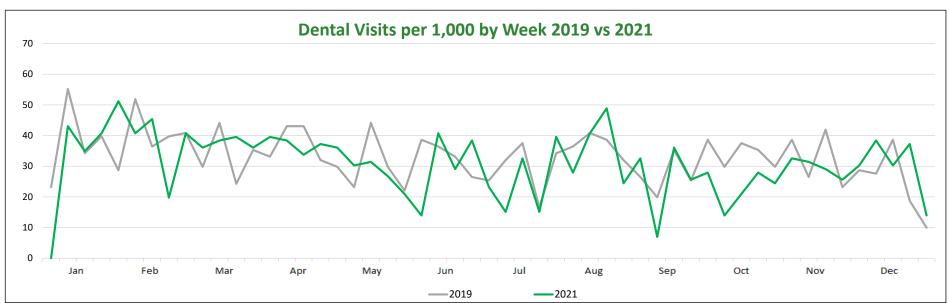
Gender Composition

COVID-19 Impact on Dental Utilization - Dental Visits per 1,000 Members by Week 2019 vs. 2020 vs. 2021

Clackamas County - POA

Services incurred 1/2019 - 12/2021 as of 3/2022





Dental Utilization Dashboard

Clackamas County - Peace Officers Association

Claims incurred January 2021 - December 2021 (excludes orthodontics)

Membership

Number of members with dental enrollment during the current period of Jan2021 - Dec2021:

923 (-1.5% change)

Continuously enrolled members in same period:

790 (86% of total enrolled)

Peer Comparison:

Large Group Public Peer

Member Treatment Levels

Preventive
44%

Peer Level = 41%

These members had preventive/diagnostic care only

402 members

Moderate

17%

Peer Level = 15%

139 members w/prev 18 members w/o prev

These members had preventive and/or basic dental treatment

Intensive

10%

Peer Level = 12%

71 members w/prev 19 members w/o prev

These members had more complex procedures/treatment

No Visits

30%

Peer Level = 32%

274 members

These members did not have a dental visit

Members Utilizing Dental Services

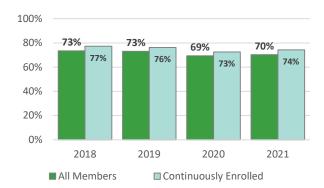
70.3% Dental Utilizers

+1.4% change

3.7% above peer

Dental Max

8.1% of members at dental maximum



\$41.89

\$40.53

\$35.90

Members with Preventive Cleanings

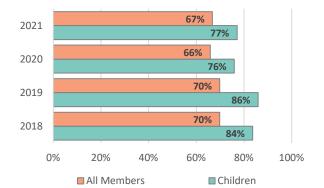
66.7%All Members
7.2% above peer

77.1%

Children*
5.8% above peer

* Children ages 2-12

5.575 d.5616 p.



Spend per Member per Month

2021

\$41.89 Allowed PMPM

+3.4% change 13.1% below peer



Network Utilization

Dental Premier Product

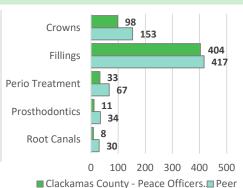
Premier 98%
OON 2%

Services per 1,000 Members

4,548.2

Total Services per 1,000 Members

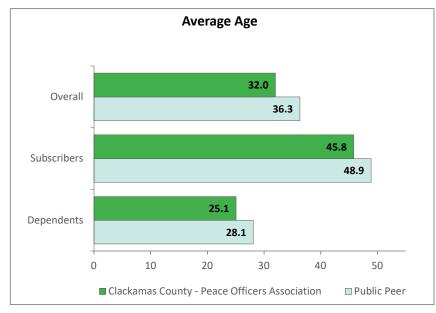
+3.1% change 2.8% below peer

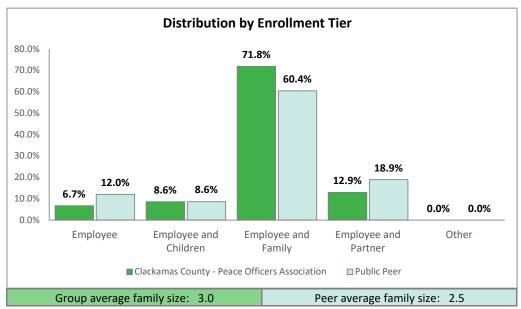


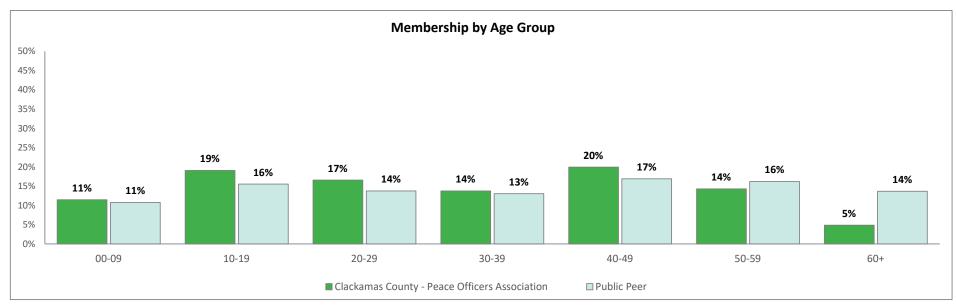
Dental Membership and Utilization

Membership Demographics Clackamas County - Peace Officers Association

Membership for 1/2021 - 12/2021 as of 3/2022







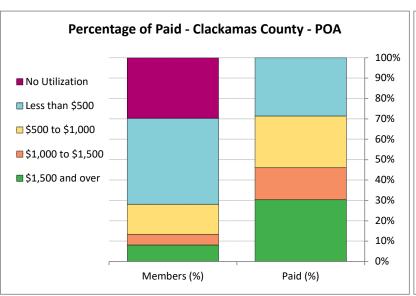
Distribution of Paid Dollars Clackamas County - Peace Officers Association

Dental Membership
Claims incurred 1/2021 - 12/2021 as of 3/2022
Excludes orthodontics

	Clack	amas	Public Peer					
Distribution of Dollars	Total Members		Dollars	Members (%)	Paid (%)	Members (%)	Paid (%)	
No Utilization	274	\$	-	29.7%	0.0%	32.2%	0.0%	
Less than \$100	66	\$	1,725	7.2%	0.5%	4.8%	0.4%	
\$100 to \$250	106	\$	19,189	11.5%	5.2%	12.8%	5.6%	
\$250 to \$500	218	\$	84,758	23.6%	22.9%	22.7%	20.5%	
\$500 to \$750	96	\$	59,111	10.4%	16.0%	9.8%	14.2%	
\$750 to \$1,000	40	\$	34,922	4.3%	9.4%	4.8%	9.9%	
\$1,000 to \$1,250	32	\$	35,847	3.5%	9.7%	3.3%	8.8%	
\$1,250 to \$1,500	16	\$	22,141	1.7%	6.0%	2.5%	8.3%	
\$1,500 and over	75	\$	112,500	8.1%	30.4%	7.1%	32.4%	
Total	923	\$	370,191	100.0%	100.0%	100.0%	100.0%	
Dental Maximum	Total Mbrs	# at	t Maximum	% at Maximum				

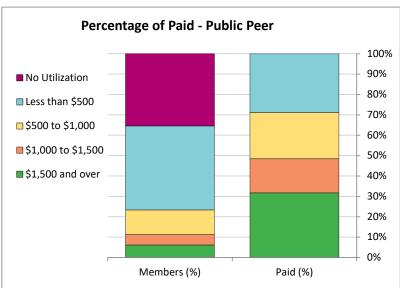
8.1%

75



\$1,500

923



Dental Service Report Clackamas County - Peace Officers Association

Claims incurred 1/2020 - 12/2020 and 1/2021 - 12/2021 as of 3/2022

		or Period				nt Perio			
	PMPN	(Allowed)	PMPM Change	е	PMPM	(Allowe	% of Sp	ending	
Coverage Class		POA	РОА		РОА		olic Peer	POA	Public Peer
Diagnostic & Preventive (Class I)	\$	20.71	14.6%	\$	23.73	\$	22.75	56.7%	47.2%
Basic Dental Services (Class II)	\$	12.64	-8.5%	\$	11.57	\$	14.22	27.6%	29.5%
Crowns & Prosthodontics (Class III)	\$	7.17	-8.2%	\$	6.58	\$	11.25	15.7%	23.3%
Total All Classes	\$	40.53	3.4%	\$	41.89	\$	48.22	100.0%	100.0%
Orthodontics	\$	5.86	49.2%	\$	8.74				
Preventive Cleanings			Prior Period	C	Change	Curr	ent Period	Public Peer	
Members with at least one cleaning	Total		65.8%		1%		66.7%	62.8%	
Members with two or more cleanings	two or more cleanings Total		30.2%		34%		40.4%	35.4%	
Children with Preventive Cleanings			Prior Period	C	Change	Curre	ent Period	Public Peer	
Children with at least one cleaning	Ages	2 - 12	75.9%		2%		77.1%	73.2%	
Children with two or more cleanings	Ages	2 - 12	36.9%		38%		50.7%	41.7%	

History of Costs by Month of Service Clackamas County - Peace Officers Association

Dental PMPM

Claims incurred 7/2019 - 12/2021 as of 3/2022

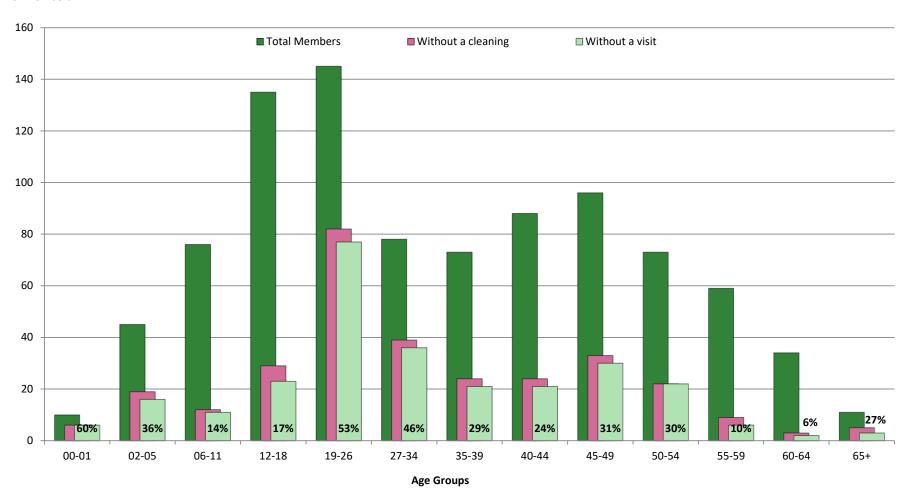
	 llowed	Paid		
July 2019	\$ 47.71	\$	39.16	
August 2019	\$ 60.83	\$	47.53	
September 2019	\$ 41.04	\$	34.49	
October 2019	\$ 46.18	\$	37.57	
November 2019	\$ 37.03	\$	30.32	
December 2019	\$ 37.88	\$	34.06	
January 2020	\$ 62.98	\$	52.83	
February 2020	\$ 62.10	\$	53.36	
March 2020	\$ 35.07	\$	29.19	
April 2020	\$ 1.72	\$	1.66	
May 2020	\$ 39.71	\$	28.08	
June 2020	\$ 46.42	\$	37.80	
July 2020	\$ 57.76	\$	47.58	
August 2020	\$ 46.10	\$	38.66	
September 2020	\$ 42.99	\$	33.23	
October 2020	\$ 41.62	\$	34.12	
November 2020	\$ 40.90	\$	34.94	
December 2020	\$ 80.27	\$	59.90	
January 2021	\$ 67.16	\$	61.67	
February 2021	\$ 43.97	\$	38.27	
March 2021	\$ 67.21	\$	53.03	
April 2021	\$ 57.09	\$	44.62	
May 2020	\$ 39.71	\$	28.08	
June 2020	\$ 46.42	\$	37.80	
July 2021	\$ 41.07	\$	31.07	
August 2021	\$ 47.95	\$	39.14	
September 2021	\$ 48.87	\$	36.00	
October 2021	\$ 26.48	\$	22.05	
November 2021	\$ 51.79	\$	38.04	
December 2021	\$ 54.76	\$	40.51	
Service Year Jan2021 - Dec2021	\$ 50.63	\$	40.24	

Members without Services Clackamas County - Peace Officers Association

Claims incurred 1/2021 - 12/2021 as of 3/2022 All enrolled members

Members without Services by Age Group

of members

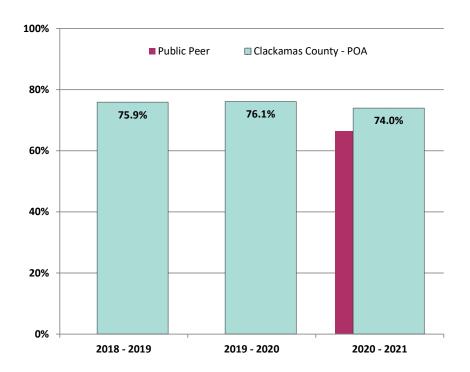


Members age 19-26: 89% are dependent children. 50% of the children ages 19-26 are without visits. 11% are employees and spouses. 75% of the adults ages 19-26 are without visits.

Members with Continuous Coverage Clackamas County - Peace Officers Association

Claims incurred 1/2020 - 12/2021 as of 3/2022

Percentage of members that were continuously enrolled over time (2 year periods)



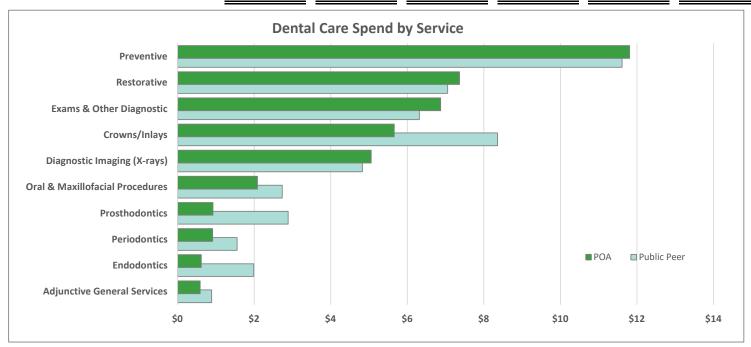
For POA's 2020 - 2021 continuously enrolled members:

	All dental services		Preventive cleanings
66.4%	Saw a dentist both years	62.3%	Had a cleaning both years
8.0%	Had no visits in prior year but saw a dentist in current year	8.9%	Had a cleaning in current year but none in prior year
7.1%	Saw a dentist in prior year but had no visits in current year	8.0%	Had a cleaning in prior year but none in current year
18.5%	Did not have a visit in either year	20.9%	Did not have a cleaning in either year

Dental Service Summary Report Clackamas County - Peace Officers Association

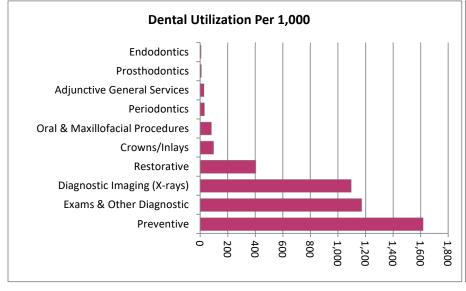
Claims incurred 1/2020 - 12/2020 and 1/2021 - 12/2021 as of 3/2022 Excludes orthodontics

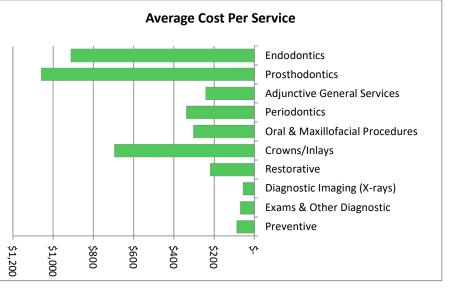
		Prior Period PMPM (Allowed) PMPM Change			Curren PMPM (-	Current Period % of Spending		
General Service Category	POA		POA		POA		olic Peer	POA	Public Peer	
Preventive	\$	10.36	14.0%	\$	11.81	\$	11.61	28.2%	24.1%	
Restorative	\$	8.19	-10.1%	\$	7.36	\$	7.06	17.6%	14.6%	
Exams & Other Diagnostic	\$	6.00	14.5%	\$	6.87	6.87 \$ 6.32		16.4%	13.1%	
Crowns/Inlays	\$	6.32	-10.4%	\$	5.66	\$	8.36	13.5%	17.3%	
Diagnostic Imaging (X-rays)	\$	4.36	16.1%	\$	5.06	\$	4.83	12.1%	10.0%	
Oral & Maxillofacial Procedures	\$	1.99	5.0%	\$	2.08	\$	2.73	5.0%	5.7%	
Prosthodontics	\$	0.85	8.1%	\$	0.92	\$	2.89	2.2%	6.0%	
Periodontics	\$	0.95	-3.5%	\$	0.92	\$	1.55	2.2%	3.2%	
Endodontics	\$	0.97	-36.2%	\$	0.62	\$	1.99	1.5%	4.1%	
Adjunctive General Services	\$	0.55	7.2%	\$	0.59	\$	0.89	1.4%	1.8%	
Total All Services	\$	40.53	3.3%	\$	41.89 \$ 48.22		48.22	100.0%	100.0%	



Dental Cost and Utilization Detail Clackamas County - Peace Officers Association

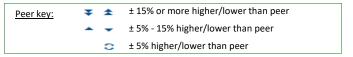
	Prior Period							Current Period						
General Service Category	Prior Period Average C Services/1,000 Per Service		ŭ			% Change Services/1,000	% Change Avg Cost	Current Period Services/1,000	Svcs vs. Peer		Average Cost Per Service *		llowed PMPM	
Preventive	1,660.4	\$	74.88	\$	10.36	-2.6%	17.0%	1,617.7	C	\$	87.59	\$	11.81	
Exams & Other Diagnostic	1,041.2	\$	69.13	\$	6.00	12.4%	1.9%	1,170.8	0	\$	70.41	\$	6.87	
Diagnostic Imaging (X-rays)	952.8	\$	54.86	\$	4.36	14.9%	1.0%	1,095.1	0	\$	55.41	\$	5.06	
Restorative	445.6	\$	220.57	\$	8.19	-9.4%	-0.8%	403.8	0	\$	218.78	\$	7.36	
Crowns/Inlays	125.4	\$	604.44	\$	6.32	-22.0%	14.9%	97.8	*	\$	694.55	\$	5.66	
Oral & Maxillofacial Procedures	82.9	\$	287.50	\$	1.99	-0.3%	5.3%	82.6	*	\$	302.68	\$	2.08	
Periodontics	43.7	\$	260.77	\$	0.95	-25.4%	29.4%	32.6	*	\$	337.36	\$	0.92	
Adjunctive General Services	28.0	\$	234.81	\$	0.55	4.0%	3.1%	29.1	*	\$	242.16	\$	0.59	
Prosthodontics	11.2	\$	914.98	\$	0.85	-6.5%	15.6%	10.5	*	\$	1,057.93	\$	0.92	
Endodontics	19.0	\$	612.41	\$	0.97	-57.2%	49.0%	8.2	*	\$	912.71	\$	0.62	
	4,410.2			\$	40.53	3.1%		4,548.2	c			\$	41.89	





^{*} Average cost per service is sensitive to benefit design and range of services within the category.

Claims incurred 1/2020 - 12/2020 and 1/2021 - 12/2021 as of 3/2022 Excludes orthodontics.

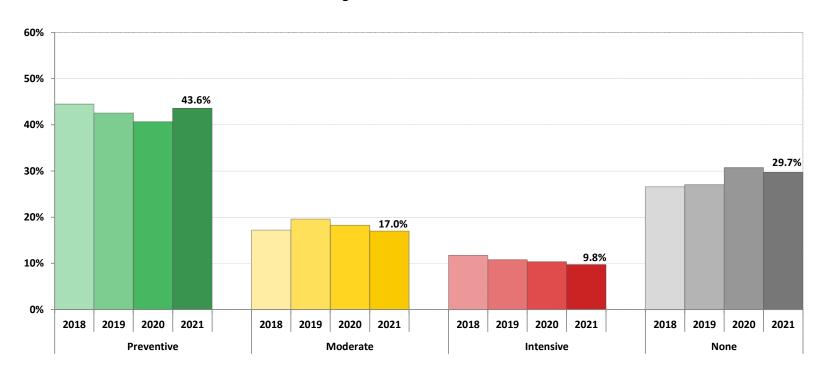


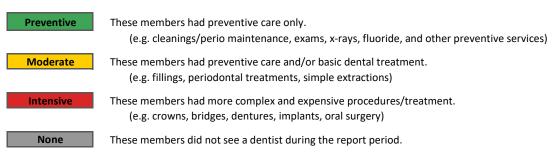
Member Treatment Levels Over Time

Clackamas County - Peace Officers Association

Claims incurred 1/2018 - 12/2021 as of 3/2022
All enrolled members

Percentage of members in treatment levels





Dental Service Detail Report Clackamas County - Peace Officers Association

Claims incurred 1/2021 - 12/2021 as of 3/2022 Excludes orthodontics

			Svcs / 1,000		PMPM (Allowed)				% of Spending		
Coverage Class	General Service	Service Detail	POA	Svcs		POA	Public Pe		РОА	Public Peer	
Diagnostic & Preventive (Class I)	Exams & Other Diagnostic	Exams & Other Diagnostic	1,170.8	0	\$	6.87	\$	6.32	16.4%	13.1%	
	Diagnostic Imaging (X-rays)	Bitewing X-rays	466.7	0	\$	2.67	\$	2.51	6.4%	5.2%	
		X-rays (including full mouth)	628.5	C	\$	2.39	\$	2.32	5.7%	4.8%	
		Total Diagnostic Imaging	1,095.1	C	\$	5.06	\$	4.83	12.1%	10.0%	
	Preventive	Other Preventive Services	119.9	•	\$	0.60	\$	0.57	1.4%	1.2%	
		Periodontal Maintenance	93.1	*	\$	1.55	\$	2.31	3.7%	4.8%	
		Prophylaxis Services, adult	800.7	C	\$	6.73	\$	6.35	16.1%	13.2%	
		Prophylaxis Services, child	235.1	±	\$	1.50	\$	1.17	3.6%	2.4%	
		Fluoride Treatment	368.9	•	\$	1.43	\$	1.20	3.4%	2.5%	
		Total Preventive	1,617.7	C	\$	11.81	\$	11.61	28.2%	24.1%	
Davis Davis Comings (Class III)	Total Diagnostic & Preventive (C	3,883.6	0	\$	23.73	\$	22.75	56.7%	47.2%		
Basic Dental Services (Class II)	Adjunctive General Services	Adjunctive General Services	29.1	*	\$	0.59	\$	0.89	1.4%	1.8%	
	Endodontics	Endodontics	8.1	*	\$	0.62	\$	1.99	1.5%	4.1%	
	Oral & Maxillofacial Procedures	Oral & Maxillofacial Surgery	55.9	*	\$	1.70	\$	2.26	4.1%	4.7%	
		Simple Extractions	26.8	*	\$	0.38	\$	0.47	0.9%	1.0%	
		Total Oral & Maxillofacial Procedures	82.6	*	\$	2.08	\$	2.73	5.0%	5.7%	
	Periodontics	Periodontic Surgery	3.5	*	\$	0.32	\$	0.41	0.8%	0.8%	
		Periodontic Treatment	29.1	*	\$	0.60	\$	1.15	1.4%	2.4%	
		Total Periodontics	32.6	*	\$	0.92	\$	1.55	2.2%	3.2%	

Dental Service Detail Report Clackamas County - Peace Officers Association

Claims incurred 1/2021 - 12/2021 as of 3/2022 Excludes orthodontics

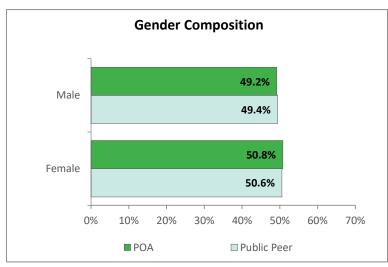
			Svcs / 1,000	vs. Peer	PMPM (Allowed)			ed)	% of Spending	
Coverage Class	General Service	Service Detail	РОА	Svcs		POA	Pul	olic Peer	POA	Public Peer
	Restorative	Restorative, Amalgam	10.5	*	\$	0.16	\$	0.66	0.4%	1.4%
		Restorative, Composite, Anterior	86.1	0	\$	1.46	\$	1.47	3.5%	3.1%
		Restorative, Composite, Posterior	307.2	•	\$	5.74	\$	4.92	13.7%	10.2%
		Total Restorative	403.8	0	\$	7.36	\$	7.06	17.6%	14.6%
	Total Basic Dental Services (556.3	*	\$	11.57	\$	14.22	27.6%	29.5%	
Crowns & Prosthodontics (Class III)					_					
	Crowns/Inlays	Crowns/Inlays, metallic	45.4	_	\$	3.03	\$	3.79	7.2%	7.9%
		Crowns/Inlays, other	25.6	*	\$	0.46	\$	1.02	1.1%	2.1%
		Crowns/Inlays, porcelain	26.8	¥	\$	2.17	\$	3.55	5.2%	7.4%
		Total Crowns/Inlays	97.8	*	\$	5.66	\$	8.36	13.5%	17.3%
	Prosthodontics	Implant Services	9.3	¥	\$	0.91	\$	2.06	2.2%	4.3%
		Prosthodontics, removable	0.0	*	\$	-	\$	0.35	0.0%	0.7%
		Prosthodontics, fixed	1.2	*	\$	0.02	\$	0.48	0.0%	1.0%
		Total Prosthodontics	10.5	¥	\$	0.92	\$	2.89	2.2%	6.0%
	Total Crown & Prosthodonti	108.2	*	\$	6.58	\$	11.25	15.7%	23.3%	
Total Dental Services			4,548.2	c	\$	41.89	\$	48.22	100.0%	100.0%

Appendix

Group Composition and Preventive Cleanings Clackamas County - Peace Officers Association

Membership for 1/2021 - 12/2021 as of 3/2022

Gender Composition



Preventive Cleanings with Gender Breakout

Preventive Cleanings		Prior Period	Change	Current Period	Public Peer
Members with at least one cleaning	Total	65.8%	1%	66.7%	62.8%
	Male	65.1%	2%	66.1%	60.0%
		66.6%	1%	67.4%	65.5%
Members with two or more cleanings	Total	30.2%	34%	40.4%	35.4%
	Male	29.1%	32%	38.3%	34.1%
	Female	31.3%	36%	42.4%	36.7%
Children with Preventive Cleanings		Prior Period	Change	Current Period	Public Peer
Children with at least one cleaning	Ages 2 - 12	75.9%	2%	77.1%	73.2%
Children with two or more cleanings	Ages 2 - 12	36.9%	38%	50.7%	41.7%

Considerations

Dental Appointment Postcard mailers



△ DELTA DENTAL

Dental care is good for your family's overall health

Studies show that problems in your mouth, like a tooth infection, can cause you to get sick. It's important to make sure you receive your routine dental exams and cleanings to help you and your family stay healthy.

Schedule a dental visit today

If you or your family members had any delay in routine procedures or a lapse in preventive care, it's time to see your dentist. Don't put it off. Call your dentist and schedule a visit today.

Need help finding a dentist?

We can help! If you have questions or need to find a dentist, log in to Member Dashboard or call our dental customer service at 888-217-2365 (TTY users, please dial 711).

DeltaDentalOR.com

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Dental plans in Oregon provided by Oregon Dental Service, dba Delta Dental Plan of Oregon. 0261 (7/20).



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