



CLACKAMAS
COUNTY

2023 Partnership Review

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

April 18, 2024



CLIENT NAME

Meeting Agenda

Introduction

Member
Engagement

Plan/Utilization
Review

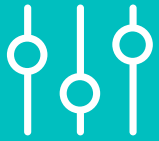
Our Prescription



Member Engagement



Innovative Ways to Engage



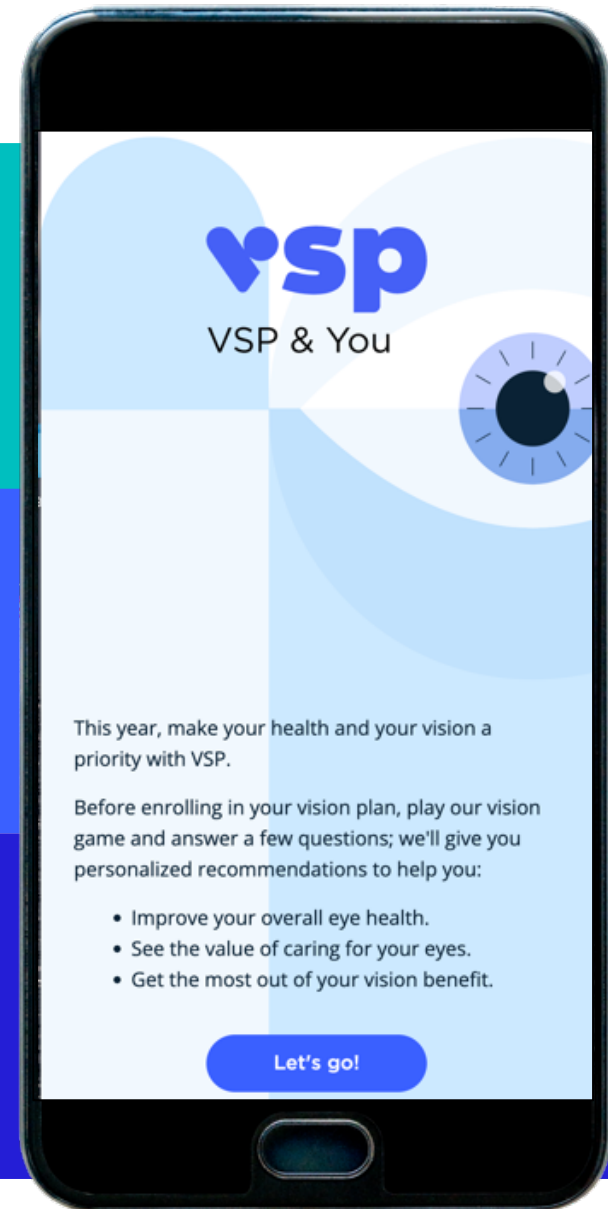
Personalized and interactive experience to engage prospective members during enrollment



Educates on importance of vision care by age and lifestyle

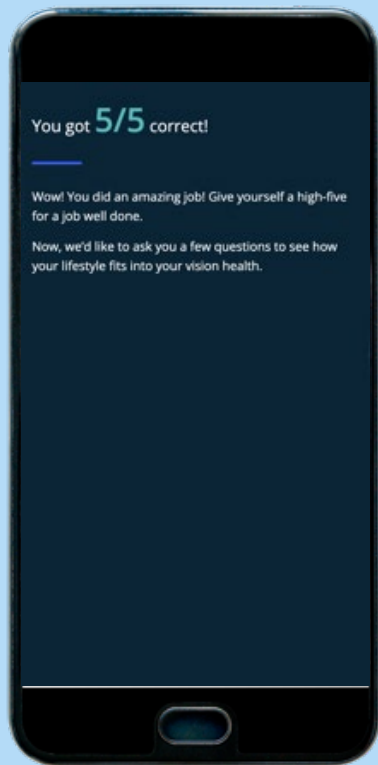


Delivers personalized recommendation to discuss with a VSP network doctor

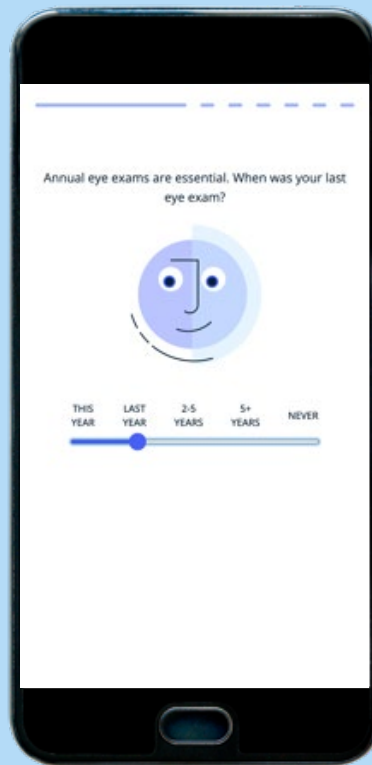


The VSP & You Experience

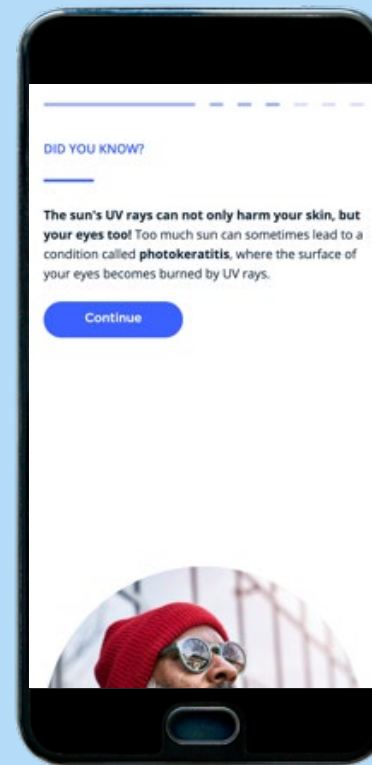
Intro Game



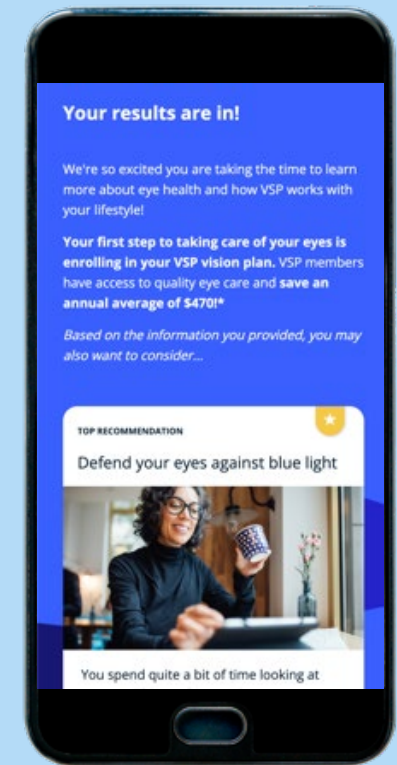
Simple "Get-to-Know-You" Questions

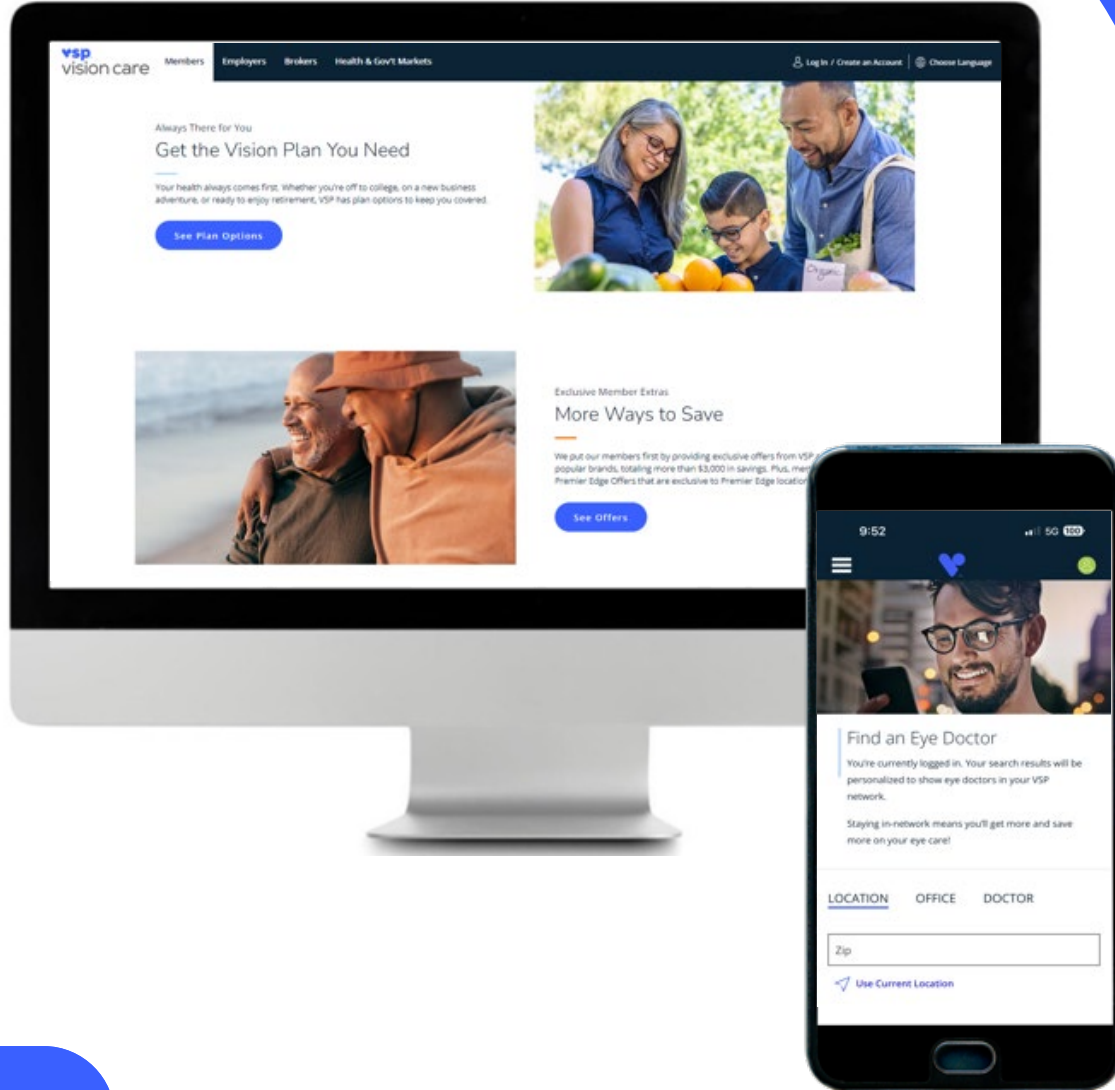


Bite-sized Eye Health Facts



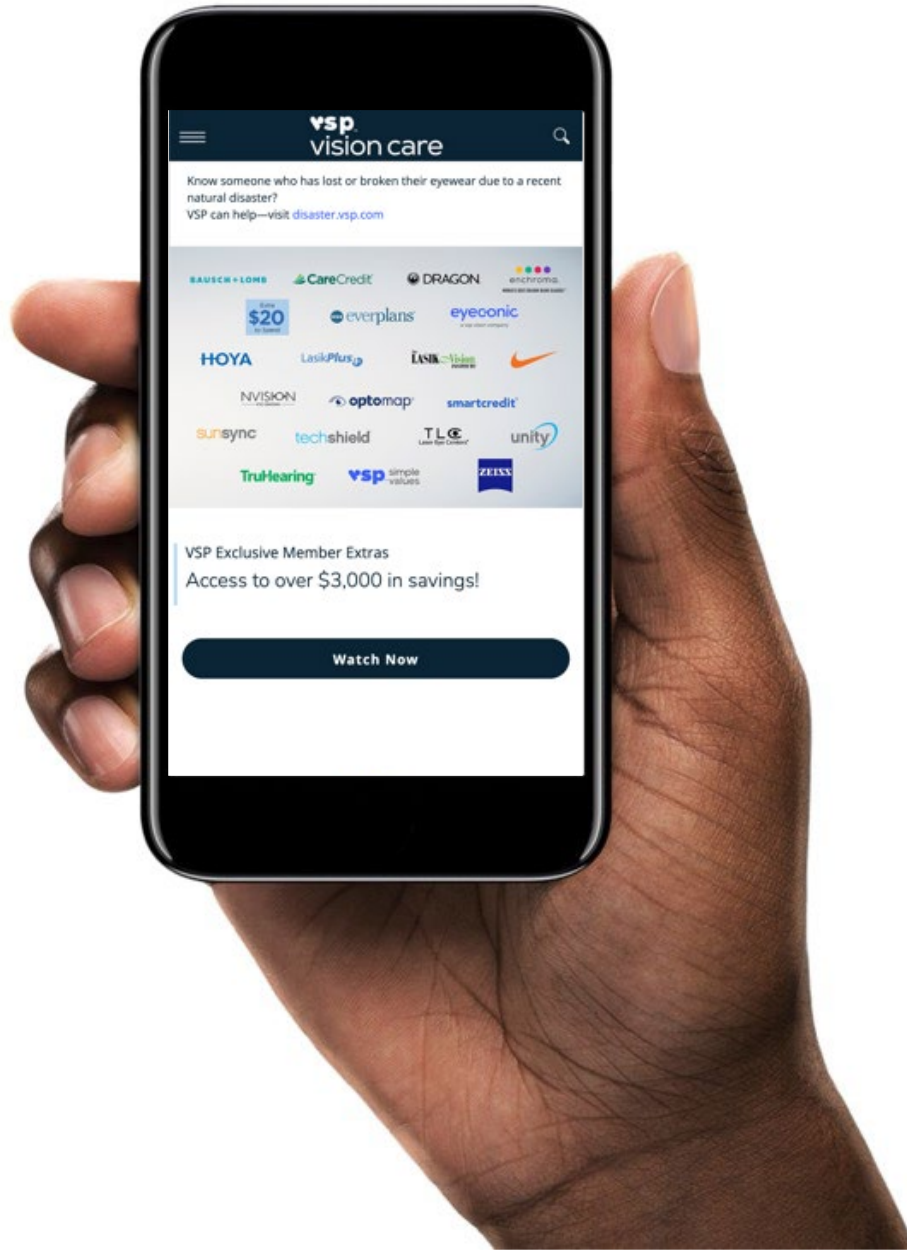
Personalized Results and Recommendations





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



Savings Beyond the Expected

Vision | Health | Lifestyle

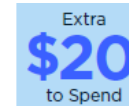
Employees have access to
more than **\$3,000** in savings with
Exclusive Member Extras





Exclusive Member Extras

Glasses & Sunglasses



Contacts

Lasik



Home & Financial Well-Being

Health & Wellness

Leisure & Lifestyle



2023 Plan/Utilization Review



Your VSP Choice Plan[®] Design

	Benefit Frequencies	Copays	Frame Allowance	Contact Lens Allowance	Plan Enhancements
Choice Plan	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

83%

Retail + Online

17%

VSP Premier Edge™

64%

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 cost¹



New exam and replacement lenses if their prescription changes within 12 months²



Replacement within 100 days of purchase if they don't love their Featured Frame Brand selection³

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

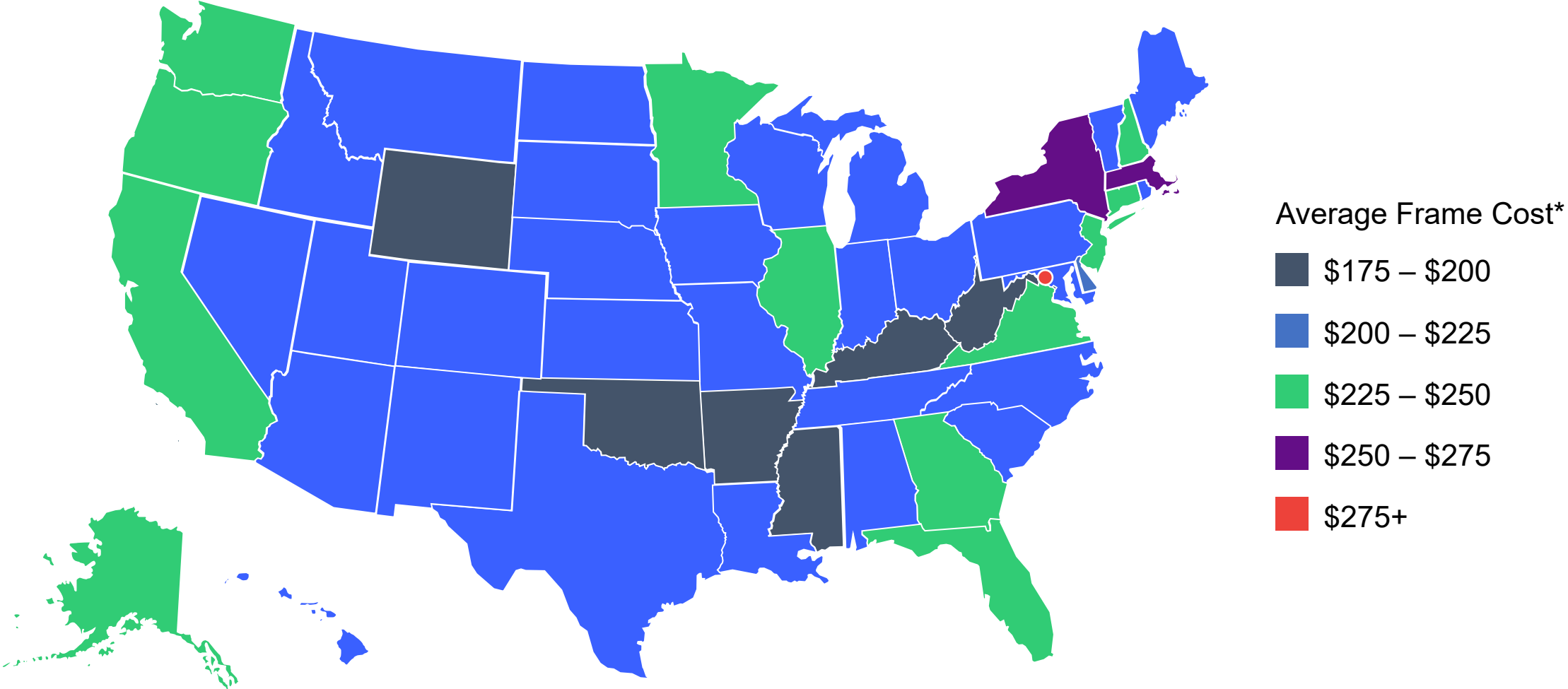


Spend Less On Frames

Choice Plan	Average Out-of-Pocket
Frame Allowance \$175	2021 \$89.79
Covered in Full 32%	2022 \$64.64
Covered Frames Available 46%	2023 \$62.95

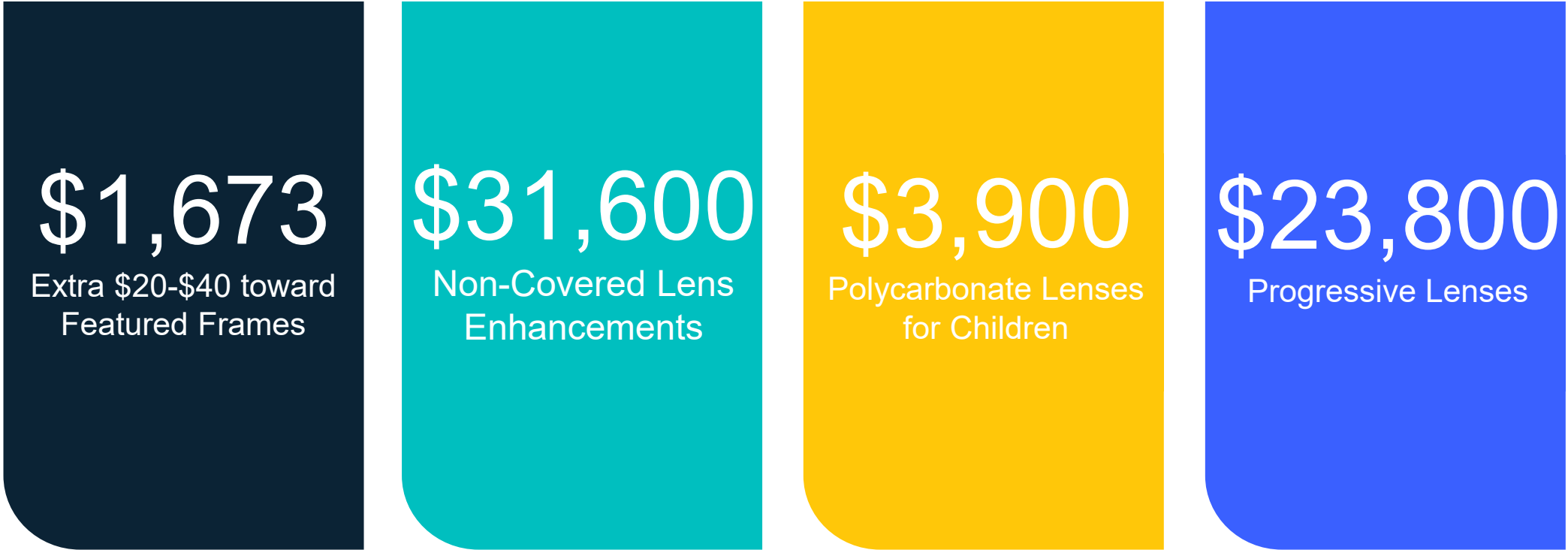


What's Happening with Frame Costs?










*VSP claims data, January 2022.

Savings for Clackamas County Employees



Members Save More on Featured Frame Brands

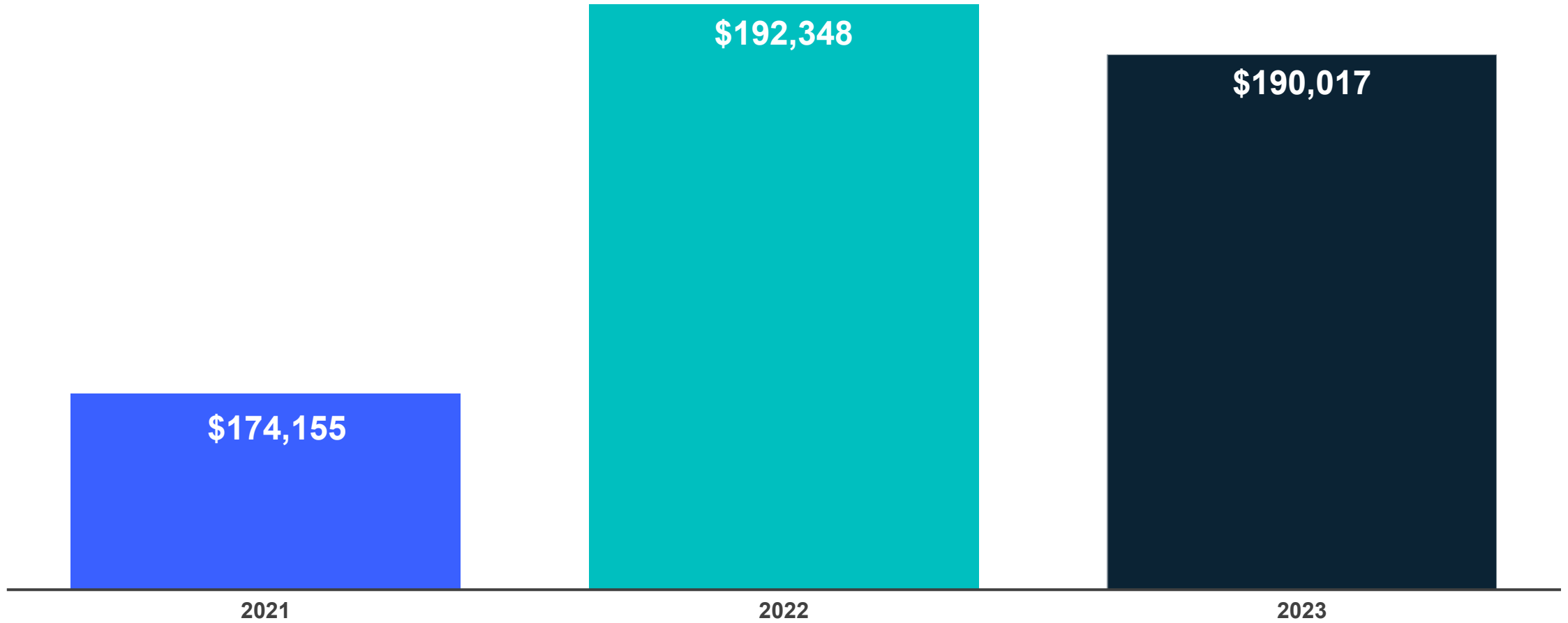
Calvin Klein	Calvin Klein Jeans	FERRAGAMO	LACOSTE 	SHINOLA DETROIT
LONGCHAMP PARIS	 CONVERSE	DKNY	KARL LAGERFELD	VICTORIA BECKHAM EYEWEAR
	 McALLISTER	GUTLER AND GROSS	Paul Smith EYEWEAR	DONNA KARAN NEW YORK
LANVIN PARIS	NINE WEST	JOE JOSEPH ABOUD	NAUTICA	 Columbia
skaga sweden 1948	MARCHON NYC	 DRAGON.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

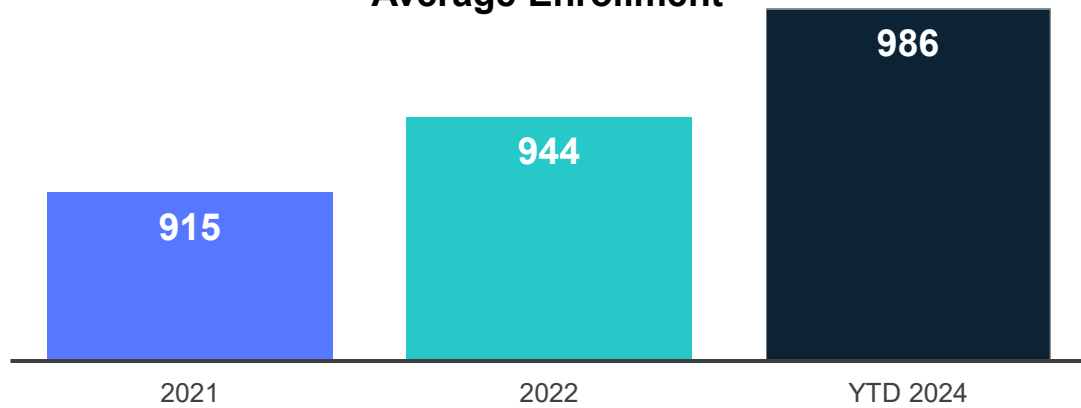
—
Everyday value to reduce member out-of-pocket costs

Historical Plan Trends: Premium

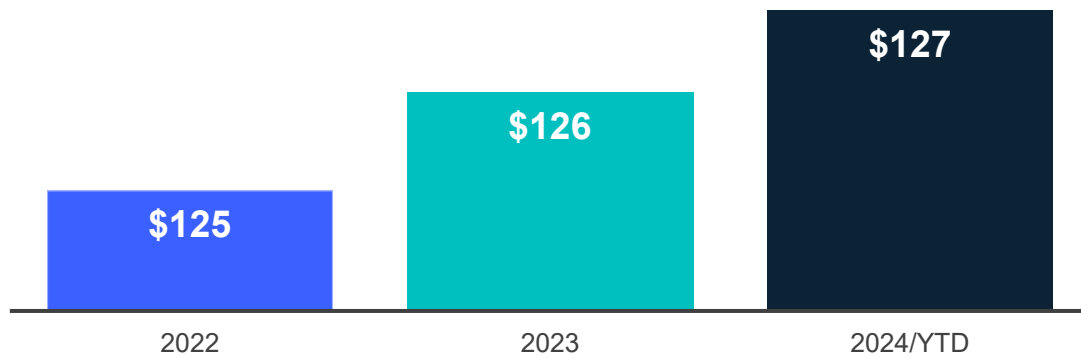


Utilization Review

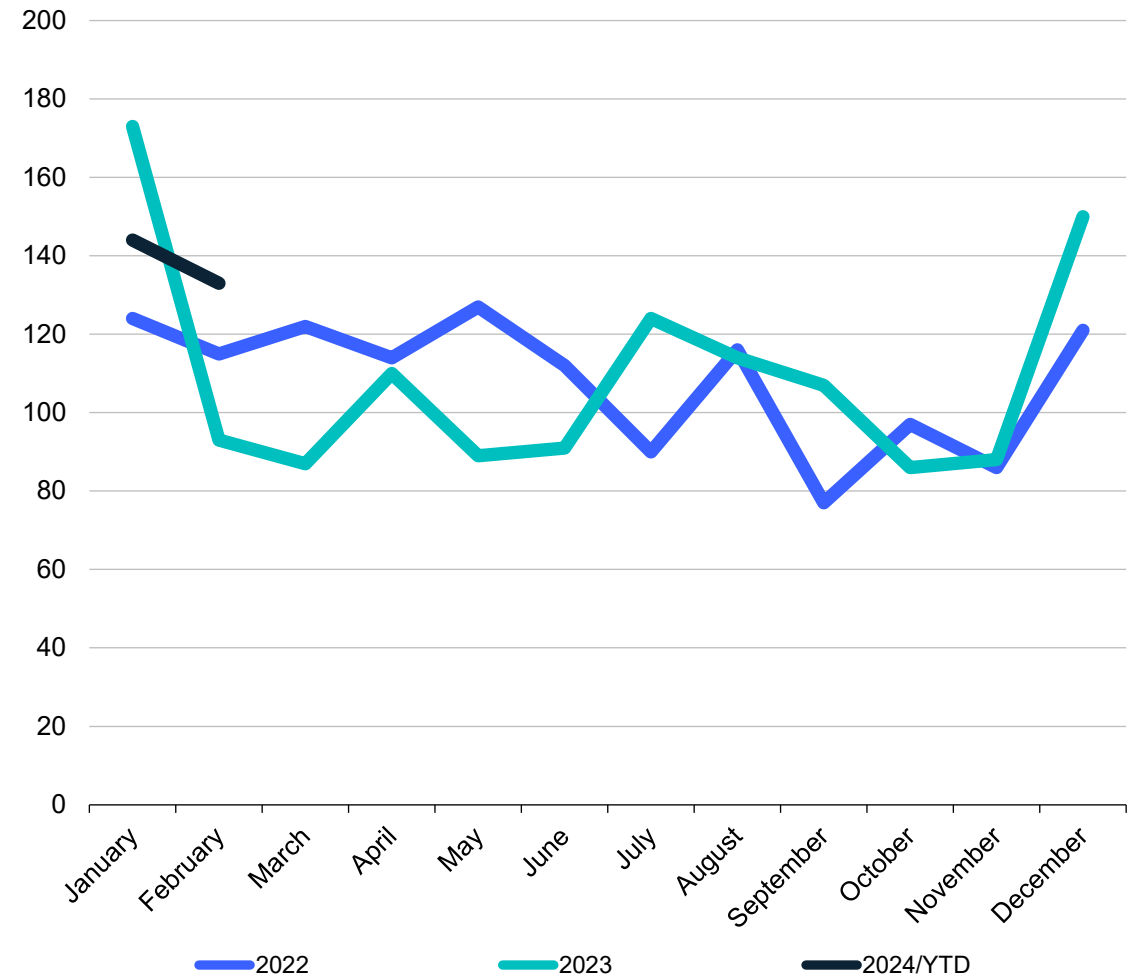
Average Enrollment



Average Claim Cost



Rate of Utilization



Benefits At-A-Glance – Choice Plan



1997-2012



1981-1996



1965-1980



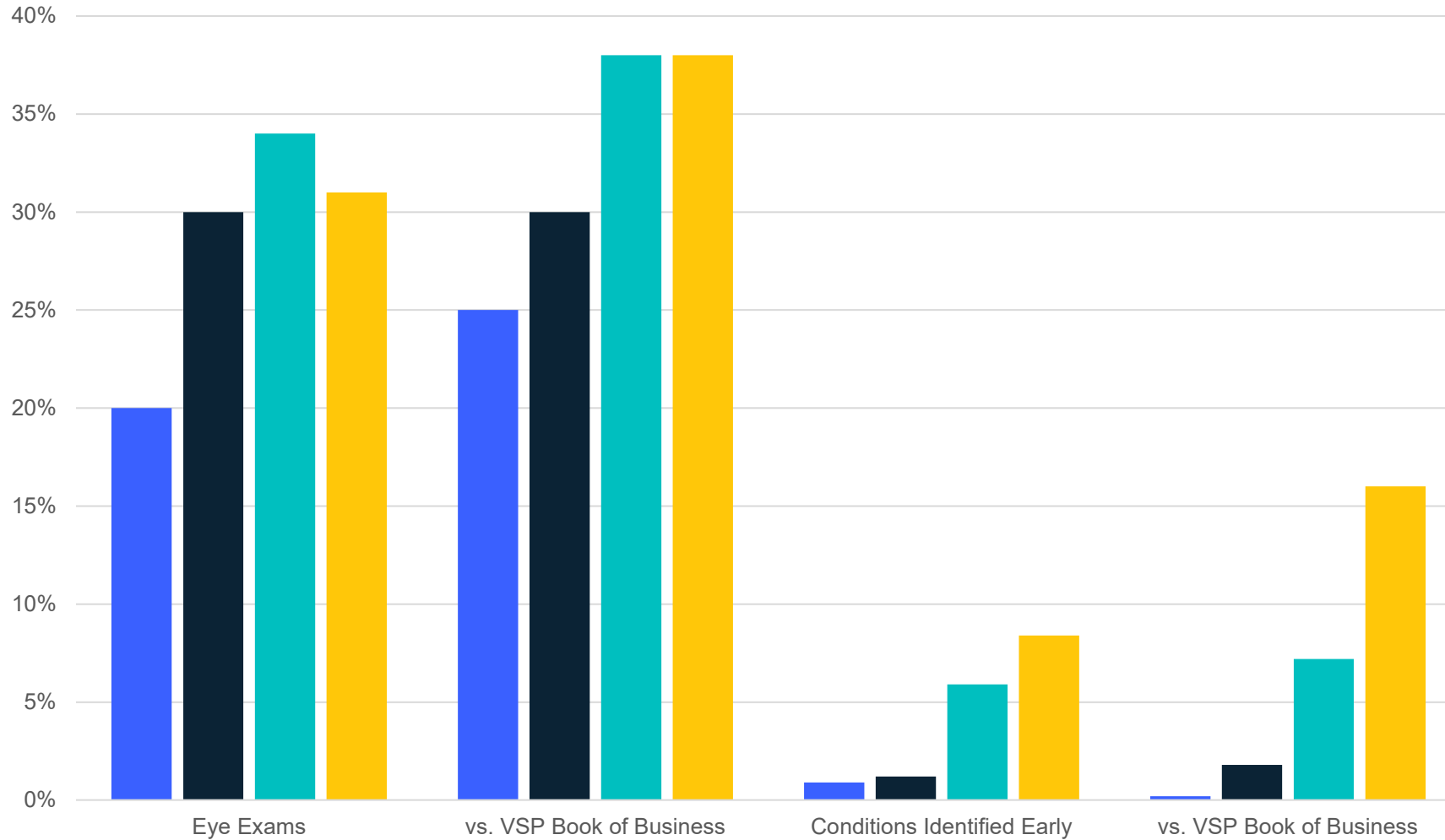
1946-1964

	Gen Z 40%	Millennial 17%	Gen X 31%	Boomers 12%
Enrollment				
Exams	20%	30%	34%	31%
Glasses	61%	55%	70%	76%
Contacts	39%	45%	30%	24%
Lens Enhancement	86% Polycarbonate — 66% Anti-Reflective — 23% Ultraviolet	90% Anti-Reflective — 37% UV Protection — 23% Polycarbonate	79% Anti-Reflective — 61% Progressives — 34% UV Protection	76% Progressives — 67% Anti-Reflective — 38% 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.®