



2025 Partnership Review

Valerie Swyers, Market Director

Debborah Suchoski, Account Manager

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Meeting Goals

Clackamas County POA Business Updates

Innovative Vision Care for 70 years

Plan Performance

Network Update

Recommendations



Clackamas County POA + VSP®

Valued Partner Since

2015

Next Renewal

2026



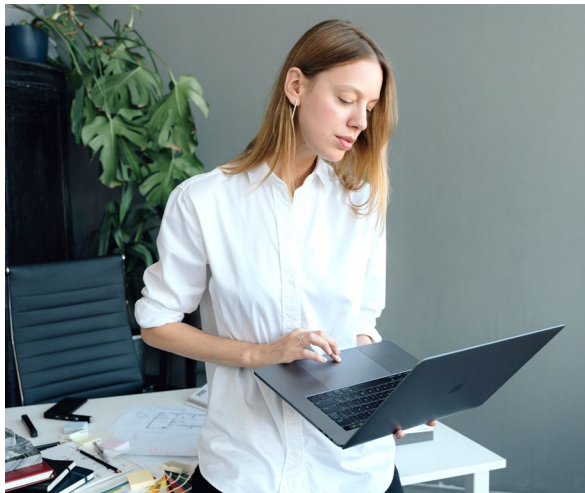


70 Years of
Celebrating Vision



New Online Rx Tool

1. Take the Online Test



2. Receive Your New Rx



3. See Visibly



Plan Performance



Your VSP Choice Plan Design

	Frequency (E/L/F) Calendar Year	Copays	Frame Allowance	Contact Lenses	Covered Lens Enhancements	Essential Medical Eye Care
Choice Plan	12/12/12 Calendar Year	\$10 Exam \$0 Frame/Lenses	\$175	\$175	Standard Progressives Premium and Custom Progressives-\$30 copay Impact-resistant lenses for Kids (polycarbonate) Up to 30% discount on non-covered lens enhancements	\$20

Routine Retinal Screening Up to \$39



Top 100 Clients With Most Engaged Members

70%

An exam, lenses,
and frame every 12
months

29%

Cover More Than
One Lens
Enhancement*

24%

\$180 or Higher
Frame Allowance

88%

\$10 or Less
Exam Copay*

* Clackamas County POA coverage currently includes

VSP data, October 2023 – September 2024

Executive Summary – 2024 vs. 2023

**Total
Premium**

\$75,126



Up 10%

**2024 Average
Enrollment**

376



Up 8%

**2024 Average Claim
Cost**

\$126.05



Up 3.6%

2024 Frame

\$54

Average OOP

30%

Covered in Full

Paid Frequency

79



Down 2%

**2023 Average
Enrollment**

347



Up 4%

**2023 Average Claim
Cost**

\$121.62



Up 25%

2023 Frame

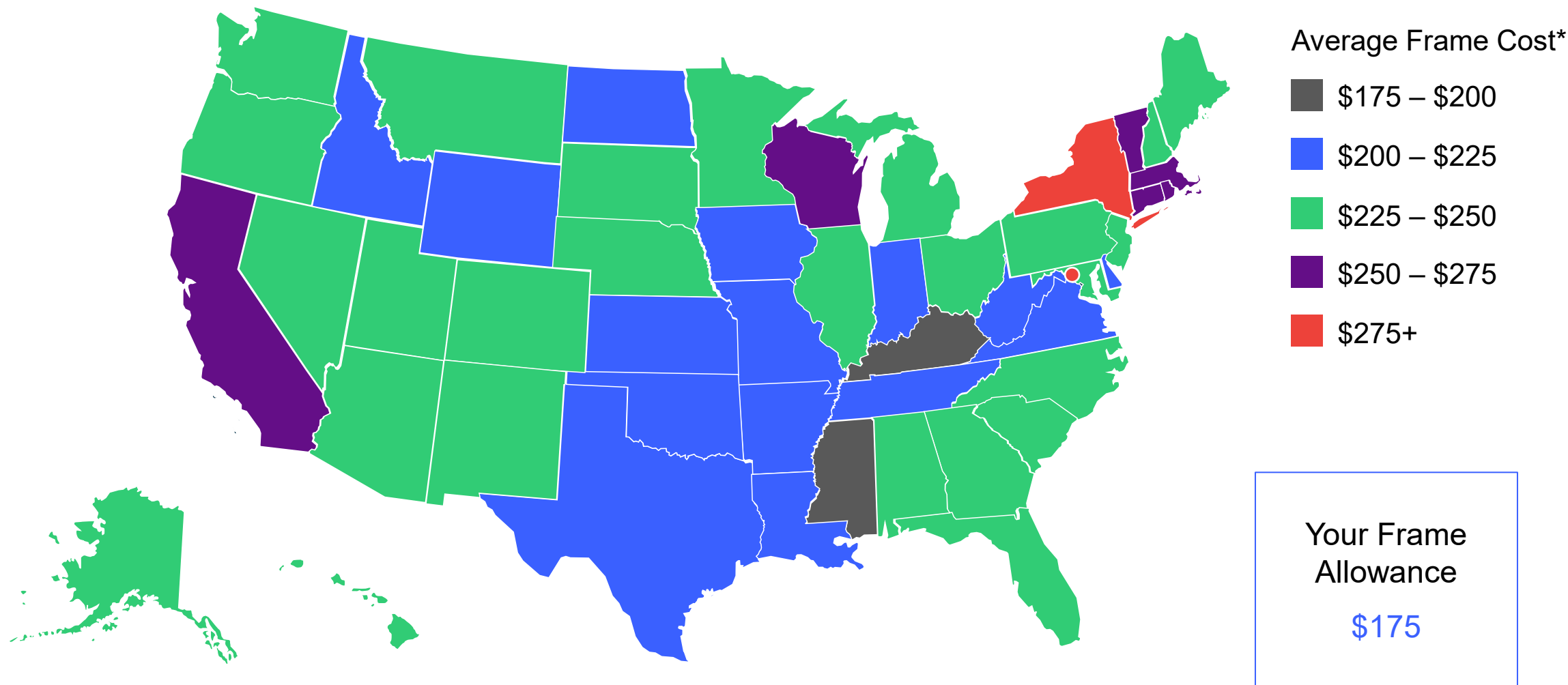
\$60

Average OOP

28%

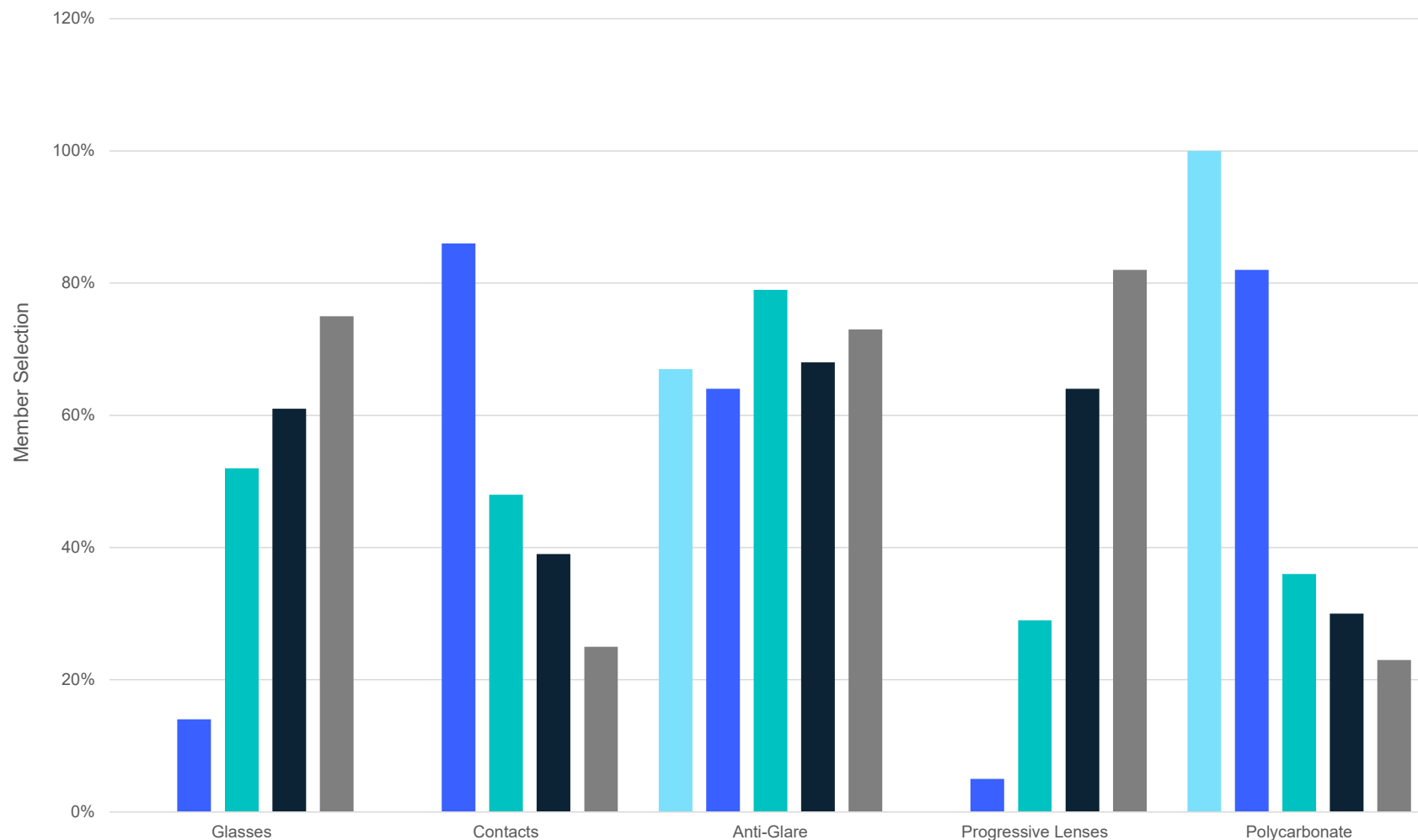
Covered in Full

What's Happening with Frame Costs?



*VSP claims data, March 2024

Eyewear At-a-Glance



Alpha Generation

2013 – Present

0.27%



Generation Z

1997 – 2012

8%



Millennial

1981 – 1996

35%



Generation X

1965 – 1980

44%



Baby Boomer

1946 – 1964

13%











Keeping Lens Costs Down

	Top Non-Covered Lens Enhancements	Average Out-of-Pocket ¹	Average Savings
Anti-Reflective Coating	75%	\$83	\$68
UV Protection	48%	\$10	\$17
High Index	31%	\$52	\$44
	Top Covered Lens Enhancements	Average Out-of-Pocket ¹	Average Savings
Progressives	39%	\$30	\$273
Polycarbonate (kids)	24%	\$0	\$63

1. Does not include copay.

Members Save More on Featured Frame Brands

Calvin Klein	Calvin Klein Jeans	FERRAGAMO		LACOSTE 
LONGCHAMP PARIS	 CONVERSE	DKNY	KARL LAGERFELD	VICTORIA BECKHAM EYEWEAR
	 McALLISTER	CUTLER AND GROSS	Paul Smith EYEWEAR	DONNA KARAN NEW YORK
LINDA FARROW	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	R LENTON & RUSBY	ALTAIR GENESIS	AVIO

**30% Selection
Rate in 2024**

Additional \$20

To spend on
Featured Frame Brands at all
network locations, or on any
frame at Visionworks®

Look for the VSP® heart logo
when shopping in store.

**More frames,
covered-in-full**

Eye Exams Open the Doors to Health

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***

Source: Full Picture of Eye Health, American Optometric Association, March 2022

Chronic Conditions Are Common

122M

Americans have
hypertension¹

86M

Americans have
high cholesterol²

38M

Americans
have diabetes²
(1/5 don't know)

98M

Americans have
prediabetes²
(8/10 don't know)

1. The American Heart Association, 2017-2020 data
2. Centers for Disease Control and Prevention

Eye Exams Can Save Lives

2024

2024 Exams: 925

Conditions Reported		
25 Diabetes ¹	1 Diabetic Retinopathy	21 Glaucoma
55 Hypertension	26 High Cholesterol	3 Macular Degeneration

21
Exam reminders sent

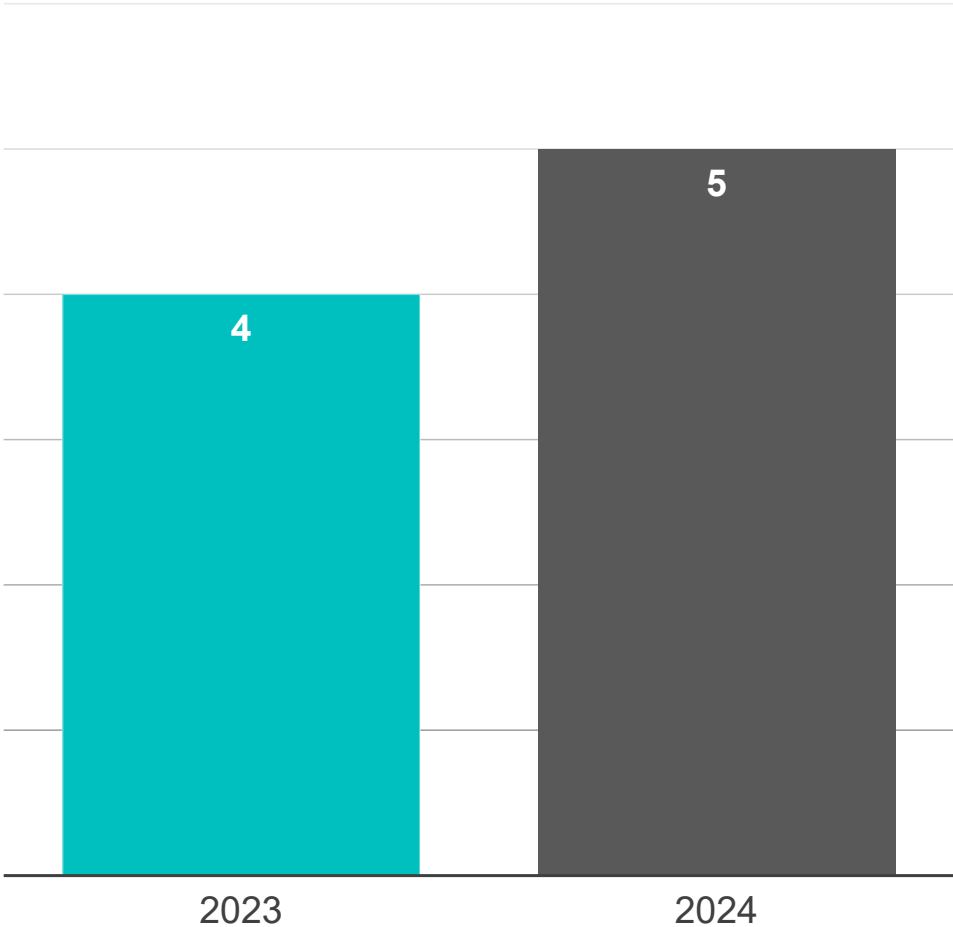
4
Exams in 180 days

19%
effectiveness

Essential Medical EyeCare Utilization

Condition	# of Claims	% of Claims
Conjunctivitis	0	0%
Diabetes	3	30%
Diabetic Retinopathy	0	0%
Dry Eye Disease	0	0%
Glaucoma	2	20%
Macular Degeneration	0	0%

Paid Claim Counts



Network Update



In-Network Utilization

In-Network Utilization

96%

Private Practice

89%

VSP Premier Edge™

72%

Retail

11%

Online

.29%

Top In-Network
Retailers

Costco

27 claims

Visionworks

4 claims

Sam's Club

1 claim

Premier Edge is not available for some members in the State of Texas

Big on Access

137,000 Access Points Nationwide



Largest Network of
Independent Providers



Maximized Savings +
Worry-Free Guarantee



Wide Selection of
Retail Locations



Online
Shopping

More National and Regional Retailers Near You



Premier Edge is not available for some members in the State of Texas

Get Glasses in a Blink



Rated **4.8** out of 5 stars

80% of glasses finished
in **under an hour**



Frames for
every budget

**EYEMART
E>XPRESS**

**VISION
4>LESS**

**EYEWEAR
E>XPRESS**

**VISIONMART
E>XPRESS**

Check out Visionworks

Simplifying Eye Care

- Easy scheduling
- Organized shopping experience
- Pricing made simple

Member Value

- 100-day guarantee
- 50% off second pair
- More choice
- Retinal screenings

Visionworks®



eyeconic

a vsp vision company

Online Shopping with Benefits

- Save up to **\$250** or **20%** off additional eyewear
- Seamless benefit integration
- Virtual try-on
- Free shipping/returns
- 60+ top brands
- 1 Claim in 2024 for POA



Your Personalized Vision Care Solution

Designed for Eye Health

Vision Awareness Month

May-Healthy Vision Month

August-Childrens Vision and
Learning Month

November-American Diabetes
Awareness

Big on Access, Not on Costs

Upgrade Options

Increase Frame/Contact Lens
Allowance
Easy Options

Just What Your Employees Need

Network Promotion

Eyeconic.com
Visionworks
Exclusive Member Extras

Thank You.



See Well. Be Well.®

