



# 2023 Partnership Review

Clackamas County POA (POA)

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# Agenda

- VSP Corporate Social Impact & Market Trend
- Clackamas County POA 2022 Utilization Review
- Questions / Wrap-Up



# VSP Vision 2022 Impact Report

**vsp** social  
responsibility



Health Equity



Culture of  
Belonging



Sustainability



## Health Equity Impact to Date



**3.8+ million  
people**

in need gained  
vision care



**2.2+ million  
pairs**

of eyewear  
donated



**\$20 million  
invested**

in disaster  
relief



**\$3+ million  
funded**

in scholarships  
and grants

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**VSP Eyes of Hope: \$250M+ Invested**



# Focus on Sustainability

## 2022 Highlights

**25%**

of frames are made with sustainable materials

**100%**

recyclable sustainable packaging resulted in 65% reduction in materials use

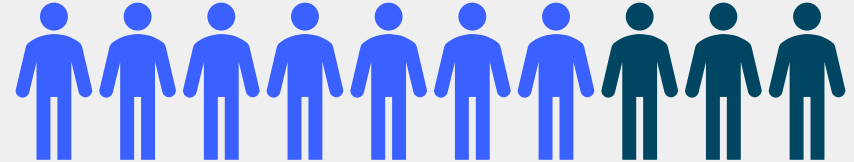


## NOTABLE TREND

Many Americans are increasingly financially vulnerable.

“7 IN 10

Americans live paycheck to  
paycheck.”



# VSP Exclusive Offerings Keep Member Budgets Under Control

## VSP Transparent Pricing

There will be no surprises on lens enhancements and retinal screenings

## Featured Frame Brands

Members get **up to** an additional \$20 to spend on frames purchased at a network location.

## Simplified Shopping Experience

PremierEdge, Visionworks<sup>®</sup> and Eyeconic<sup>®</sup> deliver affordable quality care and eye wear in a simple way.



# Cost Transparency Across the Member Lifecycle

## During Open Enrollment

Savings Calculator

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## Before Visit

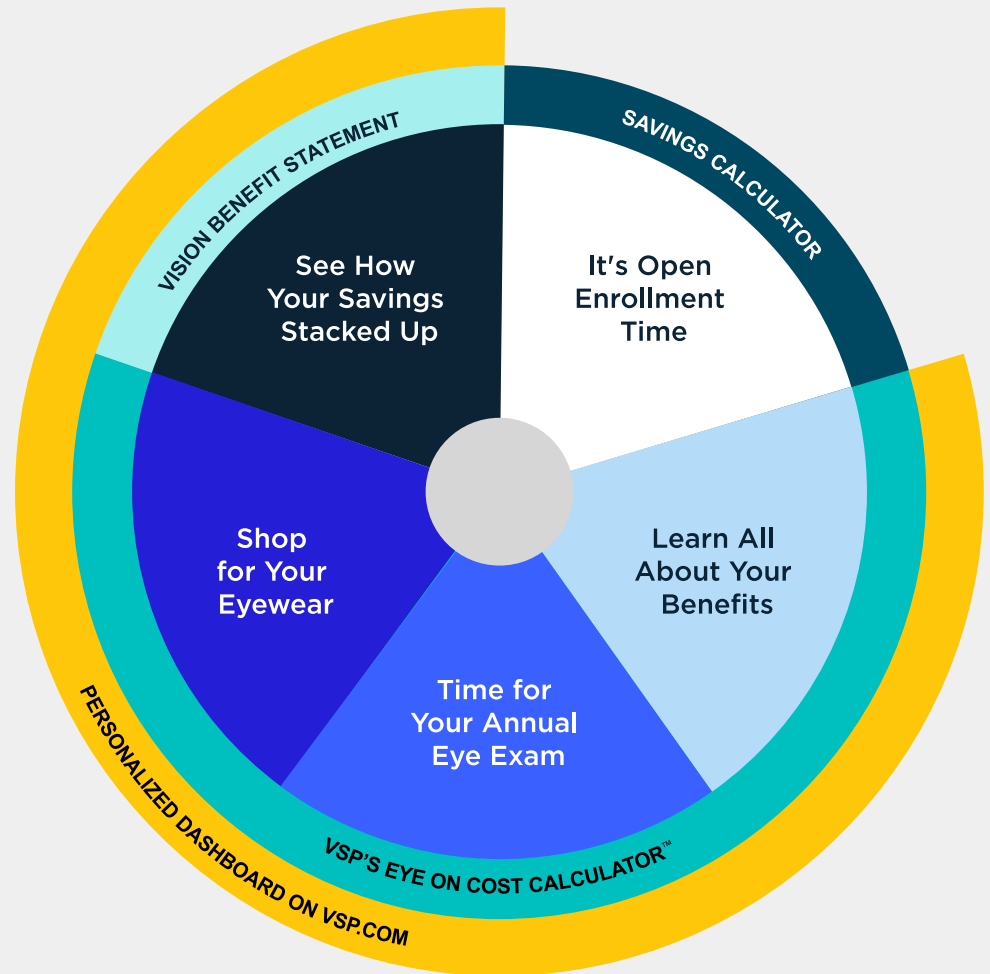
VSP's Eye on Cost Calculator™

Personalized Dashboard  
on **vsp.com**

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## After Visit

Vision Benefit Statement





# The Right Network



Maximize  
Employee  
Benefits

45%

**Visionworks**

National  
Retail

7 Claims

**eyeconic**  
a vsp vision company

Online  
Retail

0 Claims

More Retail Chains,  
including:



sam's club 



**myeyedr.**

EST. 1961  
**PEARLE OOVISION**

**SHOPKO**  
Optical

**sVs**  
VISION

# Premier Edge™ Promise



Employees enjoy a first-of-its-kind, worry-free eyewear guarantee with triple protection—the most comprehensive in the industry, at Premier Edge locations.



New exam and replacement lenses if their prescription changes within 12 months<sup>1</sup>



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



Replacement within 100 days of purchase if they don't love their **Featured Frame Brand** selection<sup>1</sup>



# Clackamas County POA Savings with VSP

\$11K

VSP Benefit	Total Savings
Featured Frame Selection <i>Extra \$20 - \$40</i>	\$1K
Non-Covered Lens Enhancements Savings 49% off Retail	\$8K
Covered Lens Enhancements	\$2K



# Clackamas County POA + VSP

Valued Partner Since

2015

Next Renewal

2025

# Partnering with VSP Drives Positive Outcomes

## 2023

Increased Plan Frequency from 12/24/24 to  
12/12/12 for Adults

Increased frame from \$150 to \$175

Increased Contacts from \$130 to \$175

Standard progressives covered in full

Custom/Premium Progressives covered with

\$30 copay

Vision Therapy

### **Advantages**

Increased member choice and savings



# Your Plan Design Today

	Frequency (E/L/F)	Copays	Frame Allowance	Contact Lenses	Covered Lens Enhancements	Essential Medical Eye Care
<b>Choice Plan</b>	12/12/12 Calendar Year	\$10 Exam and \$0 Glasses/ \$60 Contact Lens Exam	\$175	\$175	Standard Progressives Custom/Premium Progressives- Covered with \$30 copay Impact-resistant for children	\$20

- **Vision Therapy:** Fully covered evaluation and 75% off approved therapy sessions up to \$750 annually for diagnoses and treatment of turned eye, eye teaming, lazy eye, eye focusing and general eye movement.
- **Retinal Screening:** Not to exceed \$39 copay at VSP doctors
- **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.



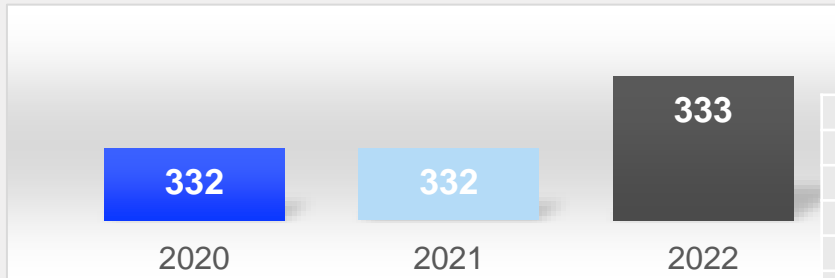


# Clackamas County POA 2022 Utilization Review

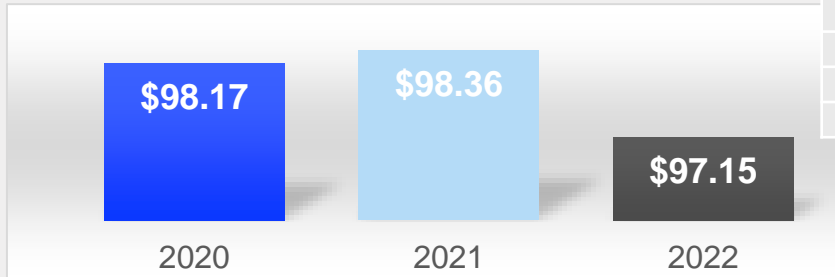


# Utilization Review Clackamas County POA

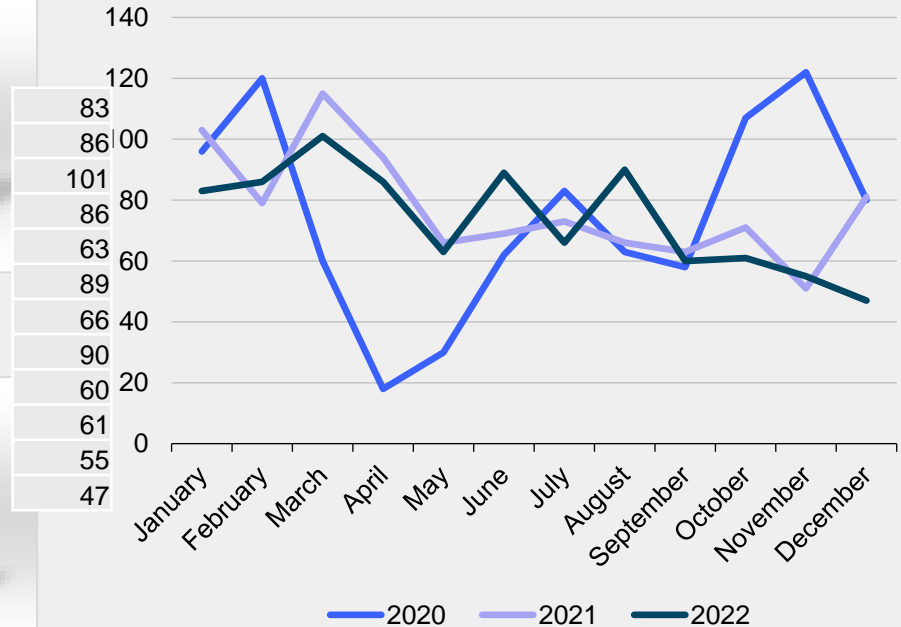
## Average Enrollment



## Average Claim Cost



## Rate of Utilization



# Eye Exams Can Save Lives



Generation Z



Millennial



Generation X



Baby Boomer

<b>Eye Exams</b>	38%	19%	27%	34%
<b>Vs. VSP Book of Business</b>	24%	30%	37%	37%
<b>Conditions Identified Early</b>	0.0%	1.0%	6%	7.4%
<b>vs. VSP Book of Business</b>	0.2%	1.5%	6.5%	15%

Eye exams offer a greater chance of catching chronic illnesses

# 14

Exam reminders sent in 2022  
(3 received exam)  
21% effectiveness rate

# Look Great, Spend Less

## 2022 Frame

Frame Allowance

\$150

Covered-In-Full Frames

9%

## Average Out-of-Pocket

2020

\$89.57

2021

\$61.96

2022

\$76.65





# Look Great, Spend Less

## 2023 Frame

Frame Allowance

\$175

Covered-In-Full Frames

19%

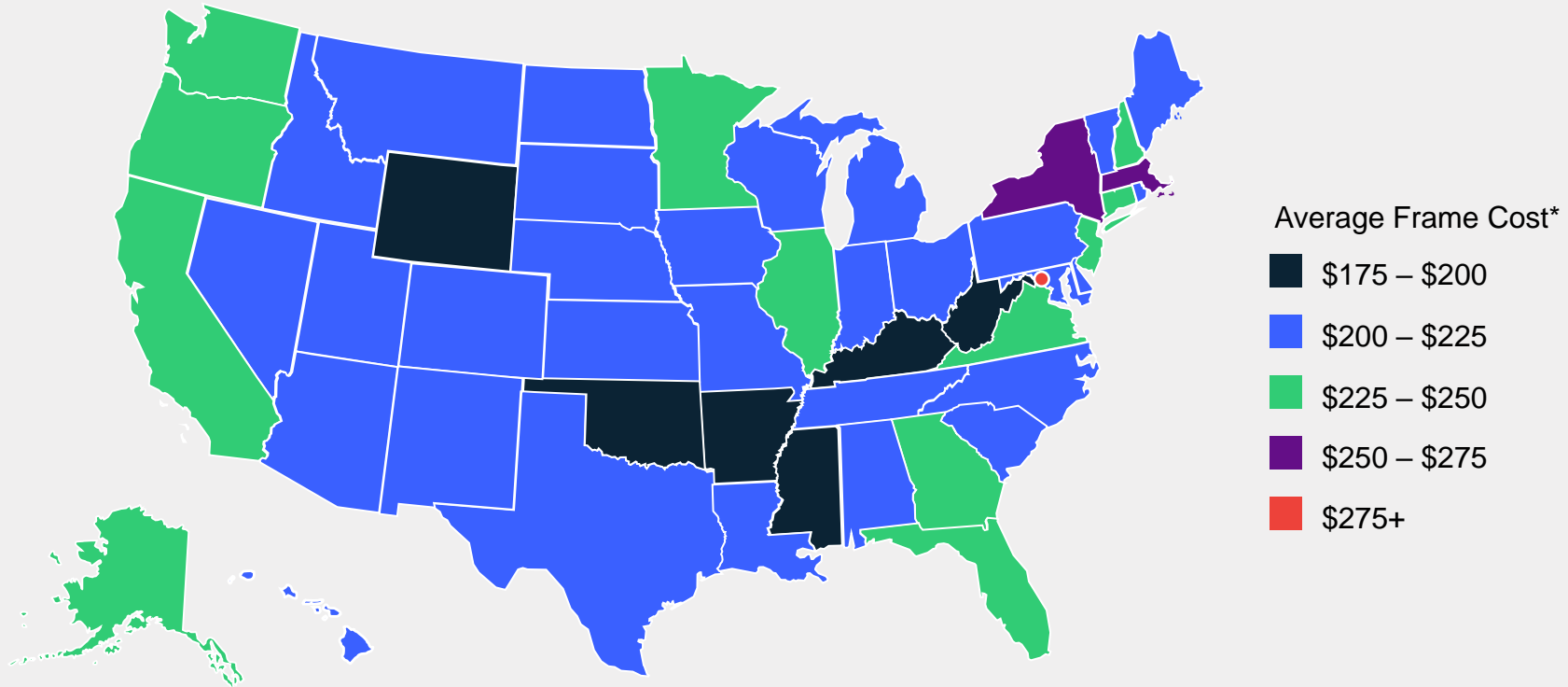
## Average Out-of-Pocket

2023

\$65.08



# What's Happening with Frame Costs?



# 2022 Non-Covered Lens Options

	Top Lens Enhancements	Average Out-of-Pocket	Average Savings
<b>Anti-Glare Coating</b>	64%	\$80.00	\$62.98
<b>Progressives</b>	30%	\$128.88	\$81.34
<b>High Index</b>	23%	\$80.71	\$20.18

# 2022 Covered Lens Options

	Top Lens Enhancements	Average Out-of-Pocket	Average Savings
<b>Polycarbonate for children</b>	56%	\$0	\$58.90
<b>UV Protection for children</b>	7%	\$0	\$18.18
<b>Standard Progressives</b>	6%	\$18	\$100.93

# Our Prescription for Clackamas County POA

## People-First Features

### Member Engagement

- Exclusive Member Extras
- Personalized Cost Calculator

## Forward-Thinking Solutions

### Open Enrollment

- OE Dates
- Virtual Benefit Fair

## Health-Focused Initiatives

### Vision Awareness

- Vision Awareness month



# Thank You.

## Our Focus – Partners Like You.

**vsp**<sup>™</sup>  
vision care

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# Direct Mailer

## Personalized Microsite

**ENROLLMENT DATES**  
October 1 - October 31, 2021

### Taking care of your eyes is easy with Holt Healthcare and VSP® Vision Care.

With VSP EasyOptions, you and each member on your plan can choose the benefits you'll use and love, like a higher frame allowance or one of the other available options.

**WATCH THE VIDEO TO FIND OUT WHY.**

VIEW YOUR PLAN

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ENROLL NOW

▼  
Scroll

You deserve access to personalized eye care and to experience your life in focus.

As a member, you'll experience:

\$

Value and Savings

📍

Choice of Providers

🕶️

Great Eyewear

Open Enrollment is [date range].

Enroll in VSP during open enrollment to take care of your eyes and overall health. Choose the one with VSP EasyOptions and each member gets to choose an eyewear, contacts, vision therapy and a VSP network doctor.

Eye Care is Healthcare.  
visit [client.vspinfo.com](http://client.vspinfo.com)  
or look inside to compare plans that.

It's Time to Enroll!

Enroll in Client2 vision coverage by XX/XX/XXXX.

visit [client.vspinfo.com](http://client.vspinfo.com) to sign up.

VSP Open Care  
PO BOX  
PO BOX 987100  
Sacramento CA 95899-7100

Medicare  
PAID  
BY  
VSP

A Vision Plan Tailored to You.

Get the Savings You Want.

Choose VSP for convenient access to eye care and great savings on eyewear.

	WITHOUT VSP	WITH VSP (EASYOPTIONS PLAN NAME)	WITH VSP (EASYOPTIONS PLAN NAME)
Plan Name	XXX	XXX (EYES)	XXX (EYES)
Plan Type	XXX	XXX (EYES)	XXX (EYES)
Plan Vision Level	XXX	XXX (EYES)	XXX (EYES)
Plan Plan Costing	XXX	XXX	XXX
Plan Member Limit	XXX	XXX	XXX
Co-insurance Annual Contribution	XXX	XXX (EYES)	XXX (EYES)
<b>TOTAL</b>	<b>XXXX</b>	<b>XXXX</b>	<b>XXXX</b>

Plus, you can save an additional \$XX - \$XX with VSP EasyOptions.

Choose to benefit from an additional \$XXX-XXX

And Eyewear You'll Love.

With VSP EasyOptions, everyone on your plan gets to personalize their eyewear experience.

They chose a higher frame allowance.

They chose prescription contacts.

Choose your VSP EasyOptions Upgrade

An Additional \$XX Frame Allowance  
OR  
Fully Covered Progressive Lenses  
OR  
Fully Covered Light-Resistant Lenses  
OR  
Fully Covered Anti-Glare Coatings  
OR  
An Additional \$XX Contact Lens Allowance

See Well. Be Well.®

Enroll in VSP today to access the quality eye care you need to help stay healthy with the value and savings you deserve.

Maximize your coverage with bonus offers and savings that are available to member plan types only, including HSA/MSA, at primary practice locations and more than 500+ agents.

Open enrollment visit [client.vsp](http://client.vsp)

## Email Communications

### Sign in to see your vision benefits.