



2023 Partnership Review

Clackamas County (General County)

Valerie Swyers, Market Director

Deborah Suchoski, Account Manager



Agenda

- VSP Corporate Social Impact & Market Trend
- Clackamas County 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

VSP Eyes of Hope: \$250M+ Invested

ForeSight

health + tech + trends

Let's Talk: Corporate Social Responsibility

Tuesday, June 6, 2023 / 8:30–9:30 a.m. PT

Featured Speakers:



Marvin Davenport

Vice President & Chief Diversity Officer
VSP Vision

Top 100 Diversity Officer for 2023, Diversity FIRST



Thomas Burkhardt

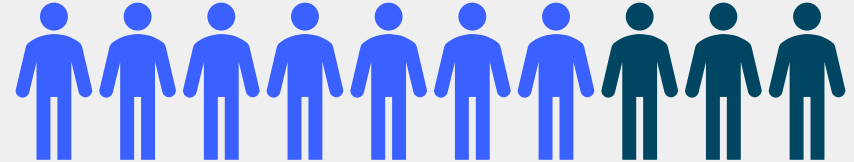
President
Marchon Eyewear, Inc.

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[®] and Eyeconic[®] deliver affordable quality care and eye wear in a simple way.



The Right Network



Maximize
Employee
Benefits

65%

Visionworks

National
Retail

27 Claims

eyeconic
a vsp vision company

Online
Retail

14 Claims

More Retail Chains,
including:



sam's club 



myeyedr.

EST. 1961
PEARLE VISION

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 months¹



Replacement within 12 months if their **Featured Frame Brand** selection is accidentally broken or damaged at no cost¹



Replacement within 100 days of purchase if they don't love their **Featured Frame Brand** selection¹



Optimizing Value with VSP PremierMax



Remove cost barriers to care while delivering the highest value:

Eye Care

\$0 copay for:

- ✓ WellVision Exam®
- ✓ Retinal Screening
- ✓ Essential Medical Eye Care Exam

Eyewear

Additional \$50
Featured
Frame Allowance

And it's all backed up by the VSP PremierMax Promise, a first-of-its-kind, worry-free eyewear guarantee with triple protection—the most comprehensive in the industry.



Clackamas County Savings with VSP

\$54K

VSP Benefit	Total Savings
Featured Frame Selection <i>Extra \$20 - \$40</i>	\$1.2K
Non-Covered Lens Enhancements Savings 38% off Retail	\$30K
Covered Lens Enhancements	\$23K

Clackamas County + VSP

Valued Partner Since

2015

Next Renewal

2025

Partnering with VSP Drives Positive Outcomes

2021

Added Vision Therapy

Advantages

Coverage for diagnosis and treatment of turned eye, eye teaming, lazy eye, eye focusing and general movement ability

Your Plan Design Today

	Frequency (E/L/F)	Copays	Frame Allowance	Contact Lenses	Covered Lens Enhancements	Essential Medical Eye Care
Choice Plan C	12/12/12 Calendar Year	\$10 Exam \$0 Glasses/ \$60 Contact Lens Exam	\$175 or \$95 Costco	\$175	Standard Progressives All Progressives- \$30 copay Impact-resistant for children Vision Therapy	\$20

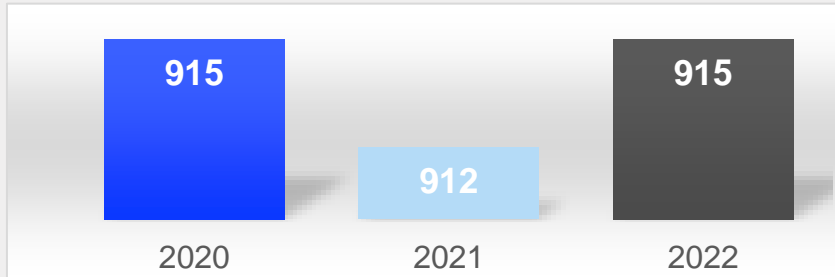
- **Vision Therapy:** Fully covered evaluation and 75% off approved therapy sessions up to \$750 annually in-network. Sessions cover diagnosis and treatment of turned eye, eye teaming, lazy eye, eye focusing and general eye movement.
- **Retinal Screening:** No more than \$39 copay
- **Glasses and Sunglasses:** 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 2022 Utilization Review

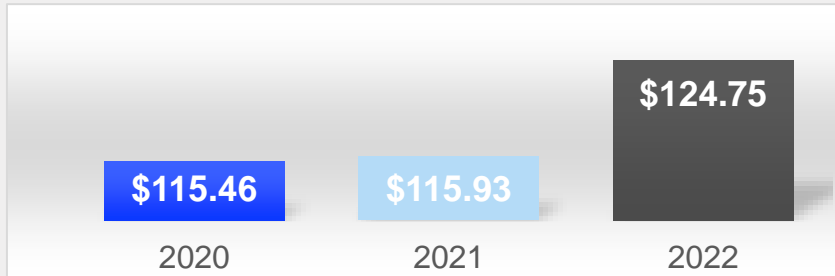


Utilization Review Clackamas County – General County

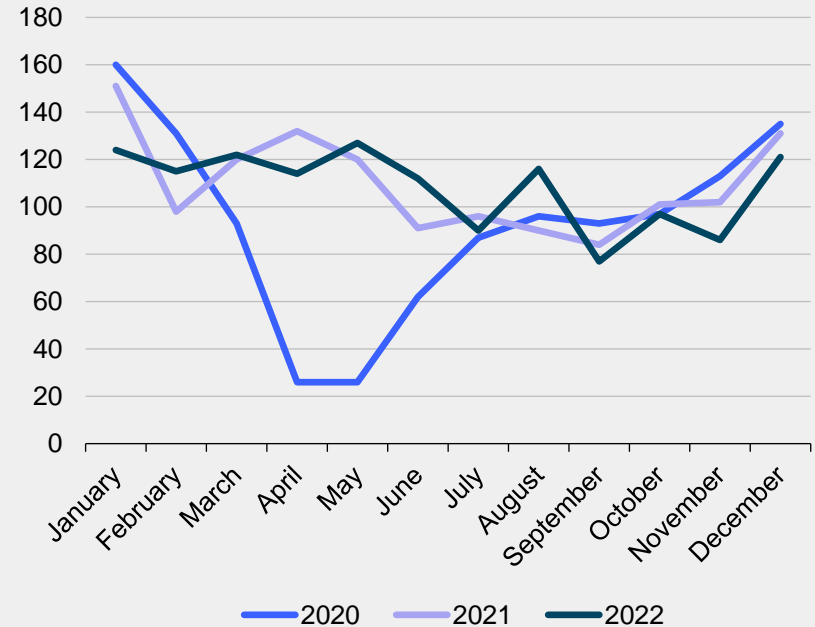
Average Enrollment



Average Claim Cost



Rate of Utilization



Eye Exams Can Save Lives



Generation Z



Millennial



Generation X



Baby Boomer

Eye Exams	6%	31%	33%	42%
Vs. VSP Book of Business	24%	36%	37%	37%
Conditions Identified Early	0.9%	0.5%	5.4%	7.4%
vs. VSP Book of Business	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

General County

Frame Allowance

\$175

Covered-In-Full Frames

33%

Average Out-of-Pocket

2020

\$84.47

2021

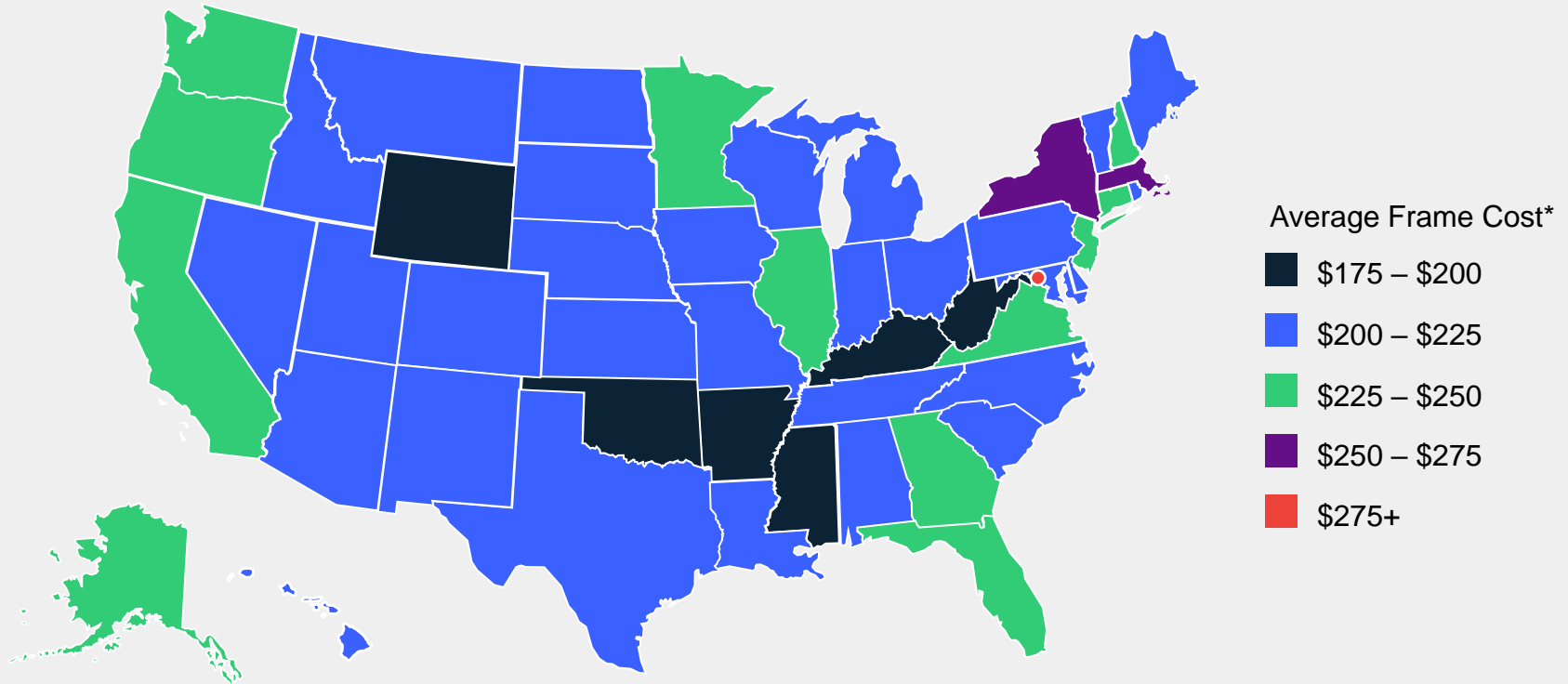
\$89.79

2022

\$64.54



What's Happening with Frame Costs?



Non-Covered Lens Options (General County)

	Top Lens Enhancements	Average Out-of-Pocket	Average Savings
Anti-Glare Coating	62%	\$82.87	\$62.53
High Index	23%	\$81.89	\$20.47
UV Protection	21%	\$9.53	\$13.57

Covered Lens Options (General County)

	Top Lens Enhancements	Average Out-of-Pocket	Average Savings
Progressive	40%	\$25	\$107.03
Polycarbonate for Children	13%	\$0	\$59.22

Our Prescription for Clackamas County

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.

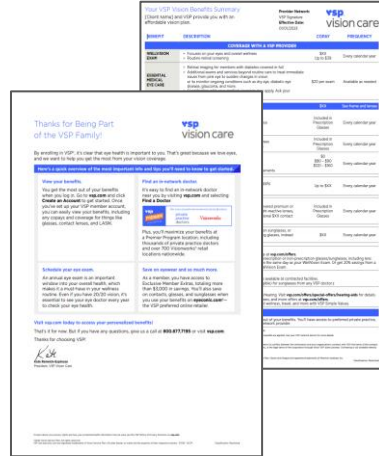
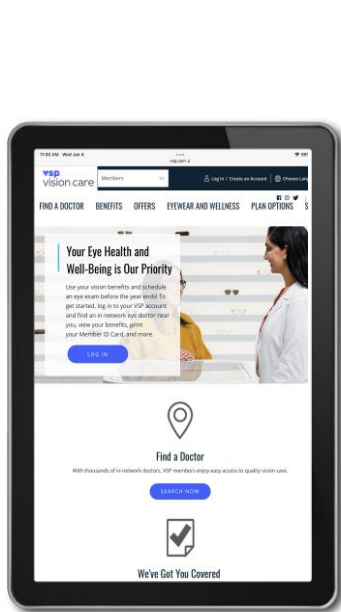
Our Focus – Partners Like You.

vsp[™]
vision care

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Employee Communications



MONTHLY CONTENT

<p>January</p> <p>INFORMATION ></p> <p>DOWNLOAD ></p>	<p>February</p> <p>INFORMATION ></p> <p>DOWNLOAD ></p>	<p>March</p> <p>INFORMATION ></p> <p>DOWNLOAD ></p>	<p>April</p> <p>INFORMATION ></p> <p>DOWNLOAD ></p>
<p>May</p> <p>INFORMATION ></p> <p>DOWNLOAD ></p>	<p>June</p> <p>INFORMATION ></p> <p>DOWNLOAD ></p>	<p>July</p> <p>INFORMATION ></p> <p>DOWNLOAD ></p>	<p>August</p> <p>INFORMATION ></p> <p>DOWNLOAD ></p>

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

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
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 to sign up.

VSP Open Care
P.O. Box
PO Box 987100
Sacramento CA 95898-7100

PAID

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A Vision Plan Tailored to You.

VSP vision care

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 (XXX)	XXX (XXX)
Plan Type	XXX	XXX (XXX)	XXX (XXX)
Plan Vision Levels	XXX	XXX (XXX)	XXX (XXX)
Plan Plan Costing	XXX	XXX	XXX
Plan Member Levels	XXX	XXX	XXX
Construction Annual Contribution	XXX	XXX (XXX)	XXX (XXX)
TOTAL	XXXX	XXXX	XXXX

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

Options to benefit from your savings include:

- Higher Frame Allowance
- Higher Contact Lens Allowance
- Higher Eyeglass Allowance
- Higher Contact Lens Allowance

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 Healthcare at primary practice locations and more than 500+ agents.

Open enrollment visit client.vspinfo.com

Email Communications

Sign in to see your vision benefits.