

San Francisco HSS:

Trio Implementation & Provider Partners Update

January 2018 Board Meeting

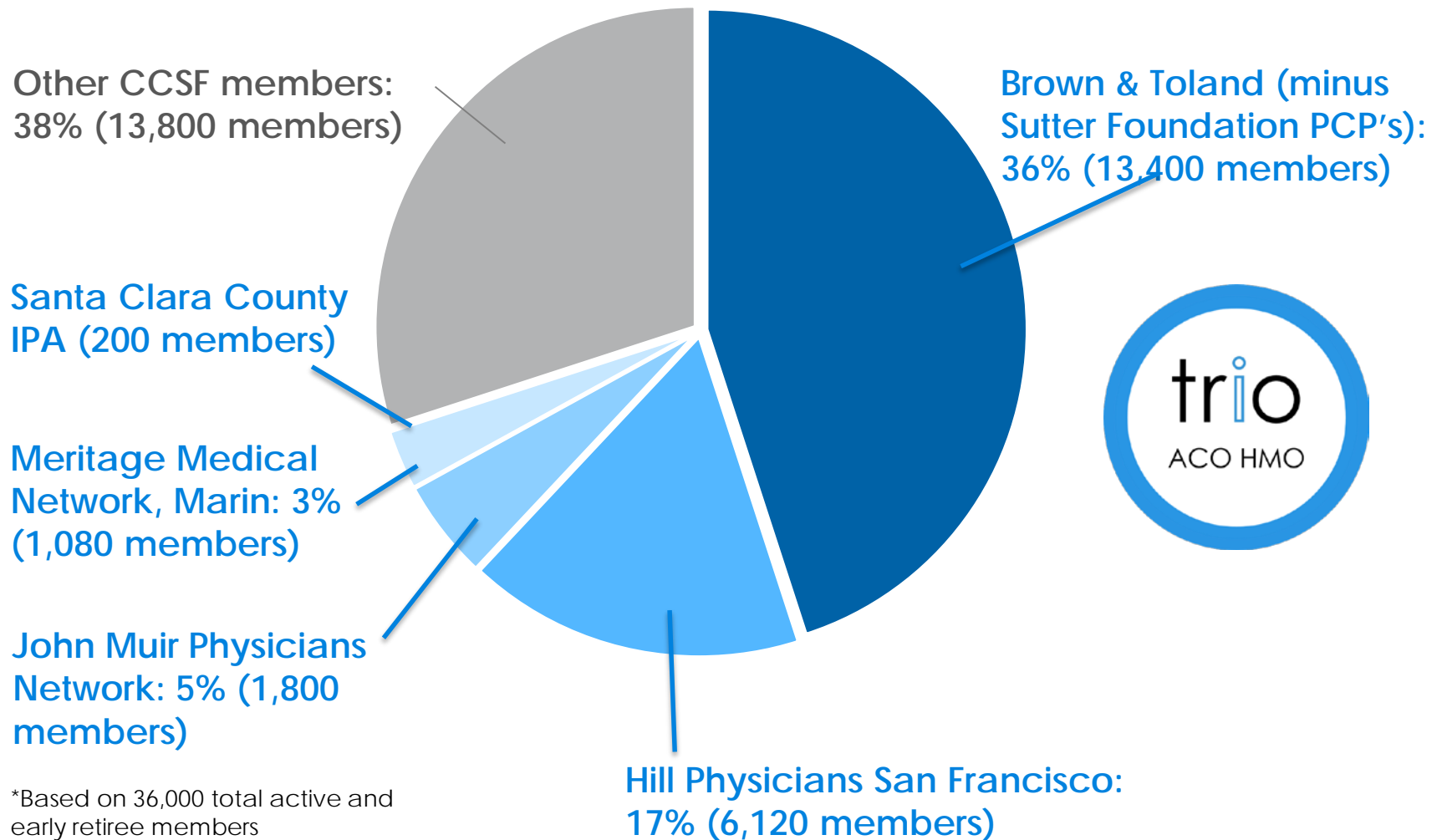
January 11, 2018

Objectives of Trio

- To provide a cost effective, alternative HMO
- Leverage Blue Shield's deep provider and HMO ACO partnerships
- Create competition in the marketplace
- Transform health care delivery
- To ensure everyone has access to high-quality care at an affordable price
- Trio Enrollment of 14,500 ~ \$13.5M SFHSS and Member Savings
- Continued enrollment into 2019, 2020 etc. will compound savings annually



62% (~22,500) membership currently using Trio
40% (~14,500) members *enrolled* in Trio 1/18



Provider Partner Updates

- Meritage Nuance Impacting 31 Employees
- Sutter Ambulatory Surgical Centers for Out Patient Services

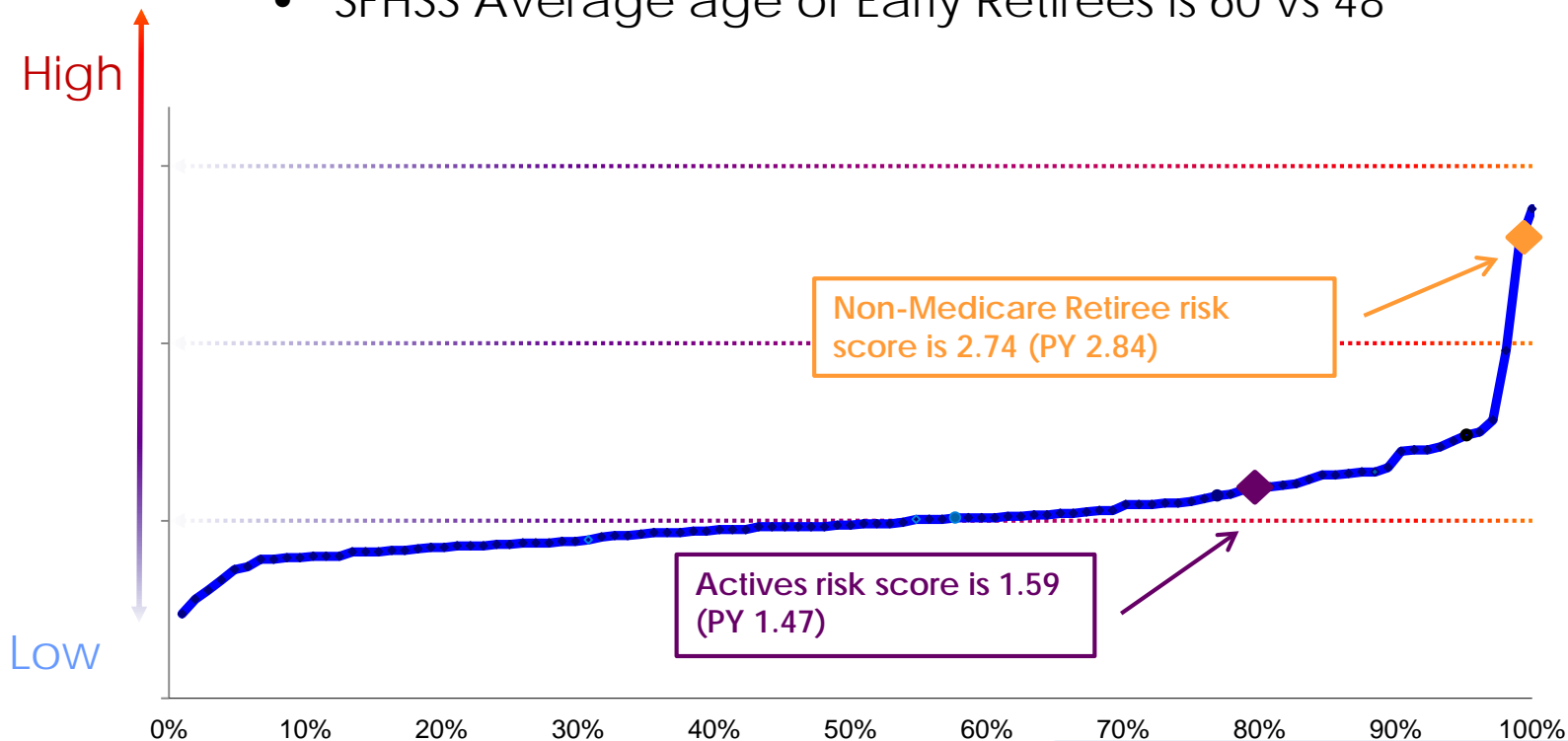
SF: Presidio Surgery Center
 SF Endoscopy Center
 Golden Gate Endoscopy Center

Alameda: Alta Bates (All 3 Campuses – All Services)
 Eden Medical Center (All Services)
 East Bay Endoscopy Center
 San Leandro Surgery Center
 Surgery Center at Alta Bates Medical Center

C. Costa: Walnut Creek Endoscopy Center

Provider Partner Updates (Cont'd)

- BSC SFHSS risk has increased and is higher compared to Blue Shield's Book of Business
- SFHSS Membership continues to shift to Kaiser, increasing risk
- SFHSS Average age of Early Retirees is 60 vs 48



What is DxCG?
DxCG is a predictive modeling tool that uses age/gender & medical diagnoses to understand the health status of a population by calculating a risk score.

Provider Partner Updates (Cont'd)

- BSC SFHSS Medical Trend: 1.3%
National Medical Trend: 7.5%
- BSC SFHSS Rx Trend: 3.5% for Actives
-1.7% Early Retirees
National Rx Trend: 12%
- 62% of SFHSS Membership have been using Trio Partners
- These 1 year trends have produced over \$22M annual savings to SFHSS Members
- These trends are testament to the ACO Partnerships

Thank you

