

Center for Collaborative Solutions/ The CECHCR Project

Presenters:

Aja Simpson, MBA, MPH
Health Benefits Consultant
J. Glynn & Company

John Glynn
President of J. Glynn & Company





Presentation Overview

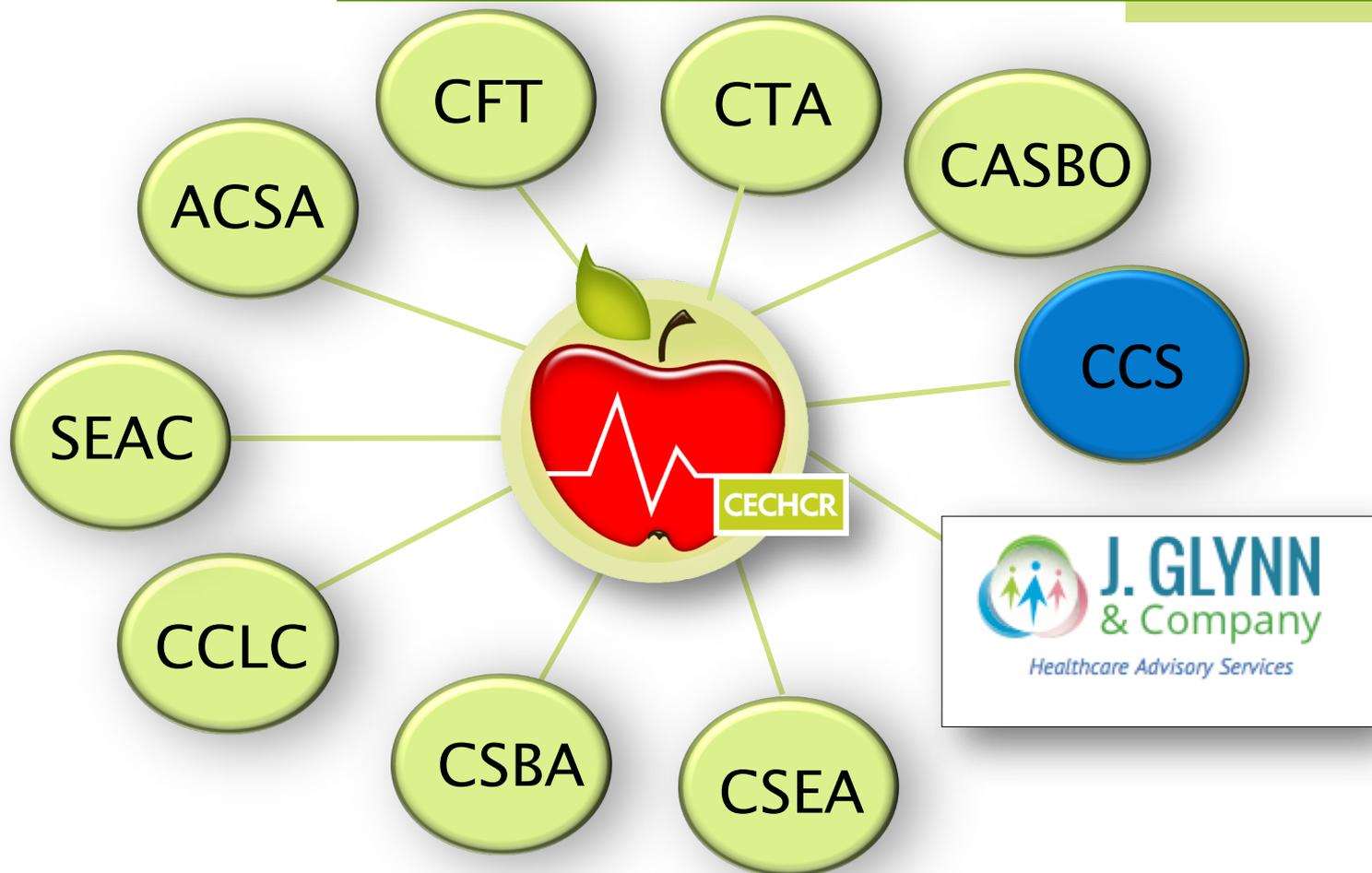


- ◆ Who We Are
- ◆ About our Partnership
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Who We Are

- ◆ The Center for Collaborative Solutions (CCS) is a statewide 501(c)(3) non-profit organization located in Sacramento, CA.
- ◆ The CECHCR Project has been an initiative of CCS since its inception in 2004
- ◆ The CECHCR Project joins with J. Glynn & Company, a national health care consulting firm, to provide health benefits consulting services to California public school and community college districts.

About Our Partnership



The J. Glynn Team

◆ Janet Walden

- *President & CEO,
Center for
Collaborative
Solutions (CCS)*

◆ John Glynn

- *President, J. Glynn &
Company*

◆ Bill Alex

- *Director of Analytics,
J. Glynn & Company*

◆ Cindy Young

- *Senior Health Benefits
Consultant, J. Glynn &
Company*

◆ Aja Simpson

- *Health Benefits Consultant,
J. Glynn & Company*

◆ Veronica Njodinizeh

- *Health Benefits Consultant,
J. Glynn & Company*

Our Goal

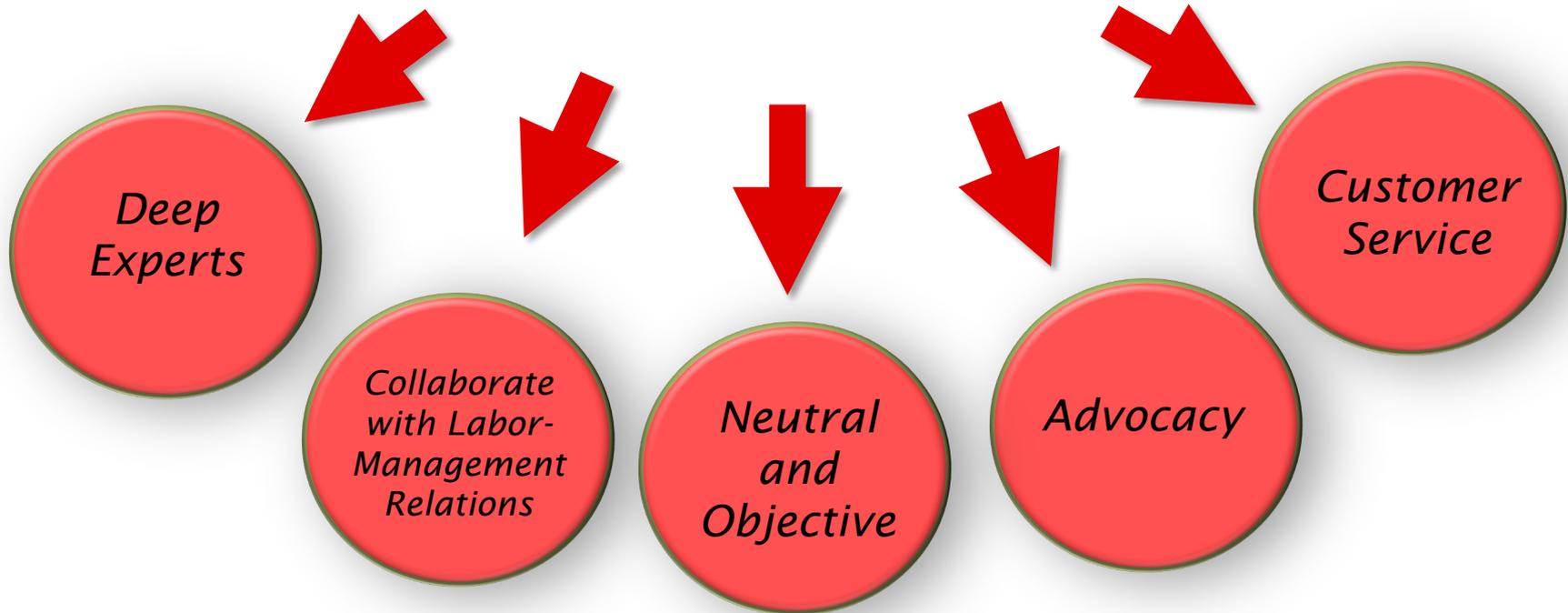
- ◆ **Train & educate** on purchase and use of health benefits
- ◆ **Study & share** policy info
- ◆ **Assist** districts & unions in improving cost & quality of their benefits
- ◆ **Analyze** legislation
- ◆ **Support** health promotion & wellness



How We Work

- ◆ Our main purpose is to leverage large purchasers to get the best prices without reducing benefits
- ◆ We bend the cost curve by educating employees about how to effectively use their health plan
- ◆ Transparent
 - While some of the large purchasers pay commissions, we will not accept them. We believe it impacts transparency and neutrality
 - This creates trust among all parties and produces a better outcome

How We Stand Out



How We Stand Out

◆ ***Expertise –***

- J. Glynn & Company brings more than 30 years of healthcare experience to the CECHCR Project, with knowledge and expertise culled from their work with both providers and purchasers of health care services across the country
- Our team also has a deep understanding of labor/management relations and collective bargaining, as well as health benefits

◆ ***Unique Design-***

- Because the CECHCR Project is advised by key associations and organizations representing school employers and employees, we are able to work collaboratively with the large health insurance purchasers in the education market

◆ ***Unbiased, Sound Advisory –***

- Neither the CECHCR Project nor J. Glynn & Co, nor any of their employees, agents or subcontractors receive any form of compensation, commissions, overrides, consideration or other remuneration from insurance carriers, brokers, sales agents or other similar third parties for any services or products that are rendered to their clients

How We Stand Out

◆ **Advocacy–**

- On more than one occasion, the pursuit of ensuring that its clients have access to care has lead the the CECHCR/ J. Glynn Team into the legislative arena. SB-137 approved by Governor Jerry Brown, requires the health care service plan to maintain accurate health provider directories. J. Glynn was a driving force in pushing this bill through which was triggered by a response to its clients challenges with obtaining accurate information about providers when trying to access care.

◆ **Customer Service –**

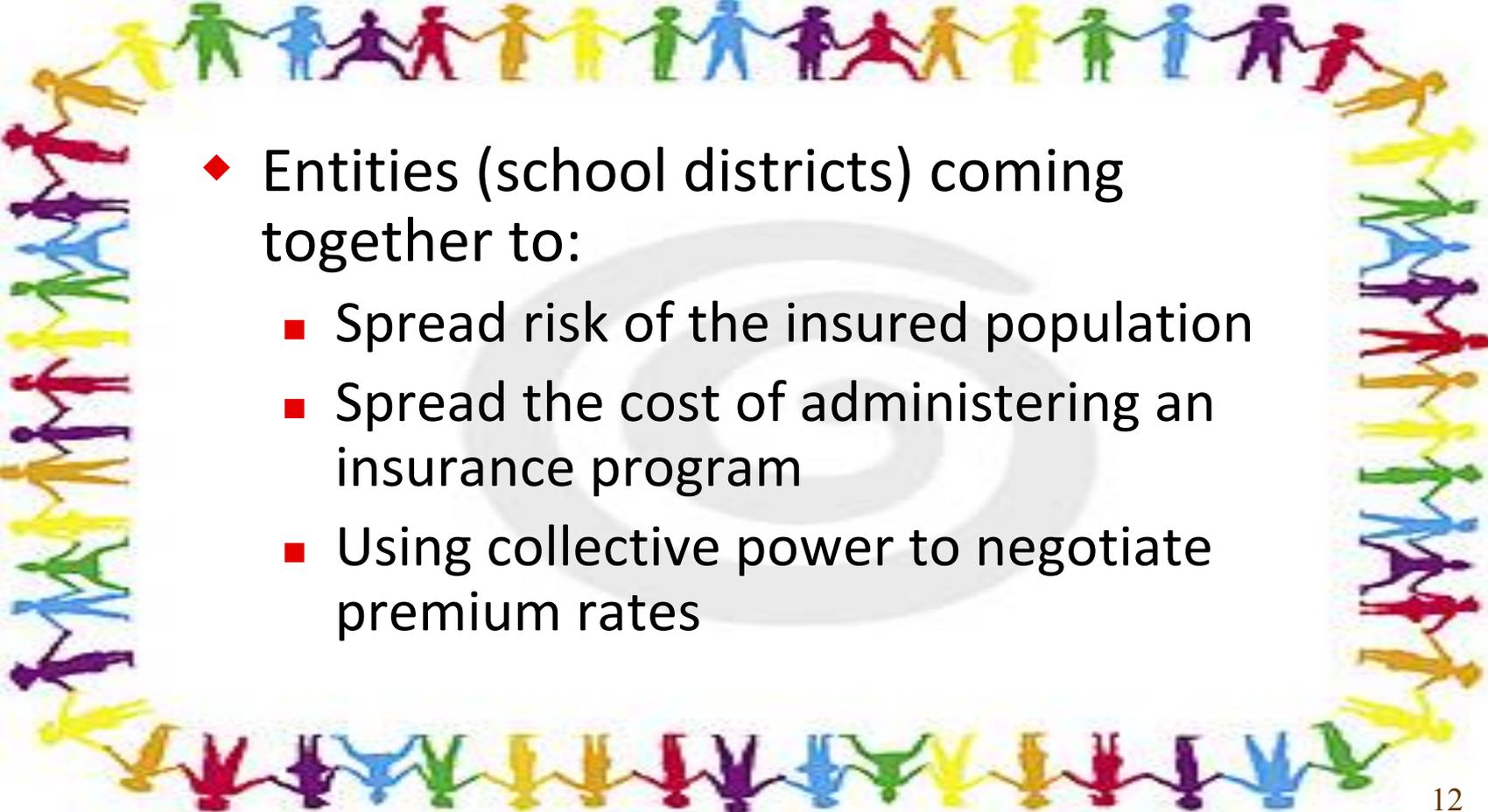
- From wellness to advocacy the CECHCR Project/ J. Glynn Team is fully committed to exceptional customer service. Our team has frequently crafted customized resources to in response to the specific needs of our clients. Some of these resources include, but are not limited to the creation of district benefits handbook, online pharmacy benefit manager tutorial, and Open Enrollment Videos and workshops

What Our Clients Are Saying About Us...

- ◆ “CECHCR helped us do a whole independent analysis of our benefits and provided us with different options,”
- Rachel Zinn, Superintendent Lafayette USD
- ◆ “They were very helpful in making a complex topic accessible to those of us not in the industry,”
- Jan Winter, CTA President Lafayette USD
- Because of CECHCR’s transparency and straightforward approach with the district, the decision to follow their recommendations was easy.”
-Mark Matthews, Assistant Superintendent, El Ranch USD

A Bit About Insurance Pooling

(Joining a Large Purchasing Group)

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- ◆ Entities (school districts) coming together to:
 - Spread risk of the insured population
 - Spread the cost of administering an insurance program
 - Using collective power to negotiate premium rates

Purchasing Agreements

- ◆ Self insured
 - Provider Network
 - Claims Processing
 - Stop Loss Insurance
 - Other administrative needs purchased separately
- ◆ Fully insured
 - All services included in premium

A Closer Look

		Active Members	% Actives	Retired Members	% Retirees	Out of LA	Total Lives
1	Anthem HMO Select Total	33	2%			1	4
2	Anthem Traditional Total	7	0%	1	0%	4	18
3	Blue Shield A+ Total	316	18%	21	4%	17	793
4	Health Net Salud Y Mas Total	52	3%			1	131
5	Health Net Smartcare Total	35	2%			0	88
6	Kaiser Permanente Total	674	38%	160	27%	28	1,692
7	PERS Care Total	67	4%	279	47%	5	168
8	PERS Choice Total	205	11%	64	11%	12	515
9	PERS Select Total	27	2%			1	68
10	United Healthcare Total	66	4%	65	11%	5	166
11	Opt Out Total	214	12%			0	537
12	Non-Eligible Total	100	6%		11%	5	251
13	Total	1,796	100%	590	100%	79	4,429

Next Steps

- ◆ Take a closer look:
 - ACA Compliance (opt outs/non-benefited)
 - Employee surveys
- ◆ Contribution strategy
- ◆ Alternative plan/pool strategy

Questions or Comments?

