

AGRiP Governance Conference 2020

AZ School Boards Association Insurance Trust

Innovative Partnerships

Improving Member's **Health** and Your **Budget**

Dr. Paul Tighe

ASBAIT Chairman & Superintendent, Saddle Mountain USD

Jessica Coffey

Edwards Risk Management, Inc.



Banner



aetna



Arizona School Boards Association Insurance Trust (ASBAIT)

- Founded in 1983 – **38-year** track record of success
- ASBAIT is the **largest** group health pool in Arizona
- **126** member districts (school districts, community colleges, associations of school districts)
- Governed by 9 Trustees inclusive of **superintendents, business managers** and **school board members**, appointed by the ASBA board
- **20,000** enrolled
- 9 health care plans (6 PPO, 3 HDHP) with **richest** coverage available
- Dental, vision, life insurance
- **Mexico** network

Arizona School Boards Association Insurance Trust (ASBAIT)

- Well managed – **92%** of premiums go to claims (8% admin. costs)
- \$125M in annual contributions, \$22M in reserves
- Cost containment: 10-year pool average **4.6% increase**
- Annual Members Benefits Conference



3



The Journey Improved Member Health Cost Savings

Wellness Campaigns
32% participation

Rx Clinical Programs including Rx Smart Savings
Employee Assistance Program (6%)

Teladoc – 93% employee satisfaction
* 9.1% annual utilization (4-5% national avg.)
* \$1.2M annual savings (cost avoidance)

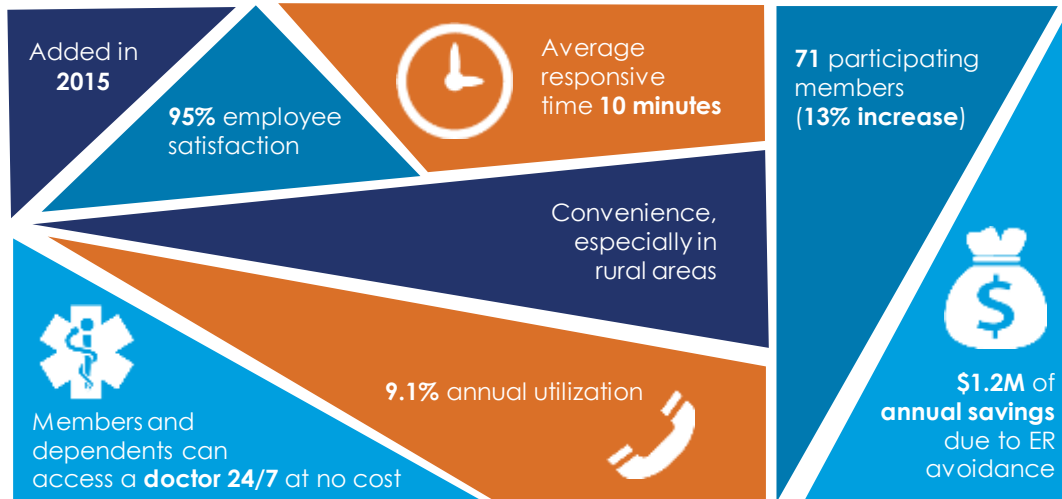
Disease Management / Maternity Management,
Nurse Health Coaching (11% engagement, \$100 incentive)

Personal Health Coaching
* Case Management (\$4.6M annual savings)
* Precertification (\$2M annual savings)

Annual **Onsite Biometric Testing** (15%), **Onsite Mammogram** (1,266) & **Flu Shot** Clinics (4,313)

**But, we can do more
We must innovate...** ⁴

Teladoc Partnership



5



Banner|Aetna

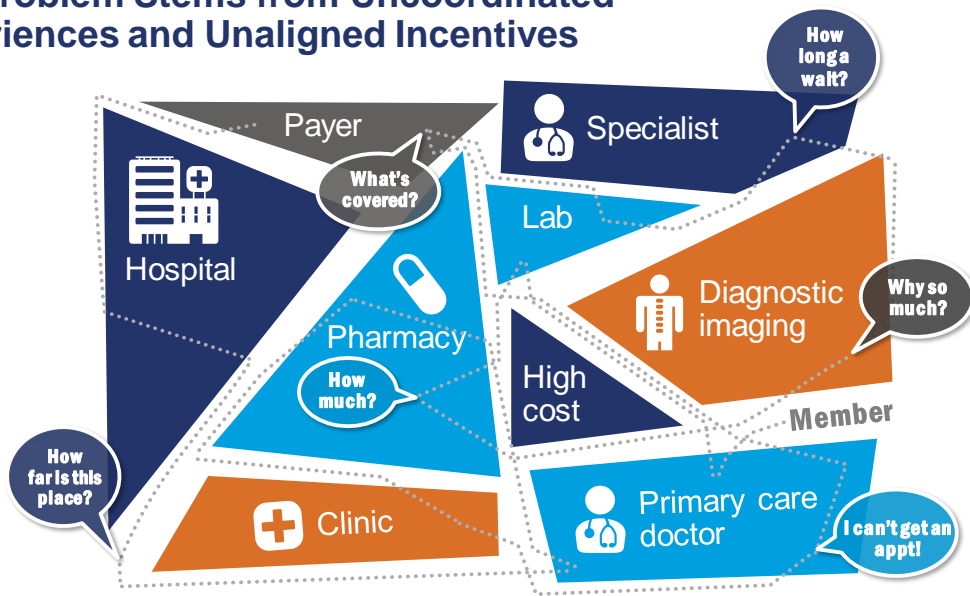
- Added in 2018
- **Innovation** - alignment and coordination between provider (**Banner**) and insurer (**Aetna**) produce better, more efficient healthcare at **12-15% savings on claim costs**
- Healthcare costs **savings** = more \$ for **instructional** purposes
- Healthier teacher **impact and influence** peers and students
- **Expanded network** of providers
- **11 of 14** top ranked hospitals in AZ in **Banner** network (per US News ranking)





7

The Problem Stems from Uncoordinated Experiences and Unaligned Incentives



8

The Banner|Aetna mission: An exceptional member experience



Unique **local** care delivery model personalized around our members



Affordable, sustainable, transparent pricing through internal financial alignment



Platform for technological **innovation** to improve member experience

Banner | aetna

10

Revolutionizing health care together



New insurance company. Fully insured and self-funded.
Statewide Health plan | Covering over 325,000 members as of August 2019.

Banner
Care management and
network optimization



aetna
Traditional insurance functions

Maricopa, Pinal & Pima counties - Two robust network options

Broad network	Performance network
3,950+ Primary care docs	2,440+ Primary care docs
19,150+ Specialists	13,000+ Specialists
58 Hospitals	27 Hospitals
Market leading discounts	Potential 8-14%* savings over Aetna's broad network

Some providers practice solely within a facility setting and are not available to members for appointment.

Banner Health Network

Cardon's Children's Medical Center

MD Anderson Cancer Center

HonorHealth & ICP

New Chandler Banner Hospital coming in 2020

Banner University Medical Center Tucson

Tucson Medical Center

TMCOne

El Rio Health

AZ Community Physicians

*Actual results may vary. Comparison is to Aetna's broad network plans. Savings may be less when compared to other value-based network plans.

Multi-disciplinary care team

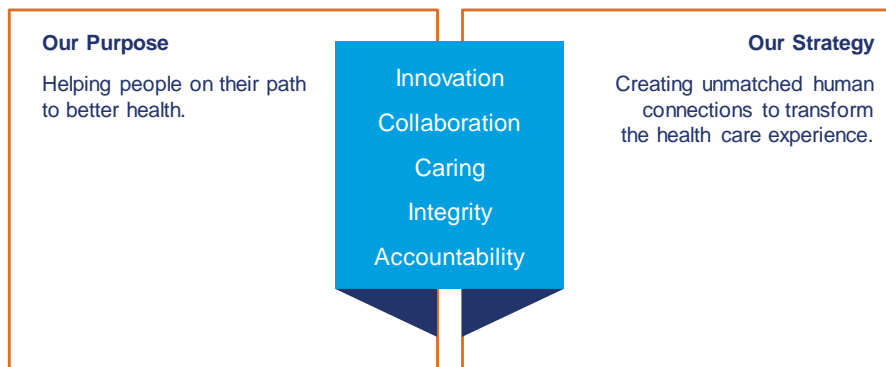


Holistic care teams focused on those most at risk

Care teams focus on the top 5% of members that generate more than 50% of costs.

We provide both clinical care and in-home social assessments and accommodations.

Our Combined Values = Long-Term Member Health & Well-being



Our partnerships are revolutionizing health care with expanded capabilities enabling ASBAIT to continue setting the standard for service, benefits and affordability for the Arizona school employees and their dependents.

14

Challenges

- Network Change (BC/BS to Aetna & Banner|Aetna)
 - Informational meetings with members & brokers
 - Communication hurdles for members IN & OUT of Banner|Aetna network
 - Personalized disruption reports to member districts
 - Lags in setting target & realizing direct & indirect savings
- Additional Premium for Teladoc
 - Nominal cost with proven ROI
- Apprehension with Telemedicine
 - Success stories from members



Trust the people who care for you.

15

QUESTIONS



16

For More Information Contact:

Dr. Paul Tighe

ASBAIT Chairman & Superintendent
Saddle Mountain Unified School District
Arizona School Boards Association Insurance Trust
623-474-5111
paul.tighe@smusd90.org

Jessica Coffey

Senior Plan Administrator
Arizona School Boards Association Insurance Trust
830-693-2728
jessica@edwardsrisk.com

Thank you

This material is for information only and is not an offer or invitation to contract. An application must be completed to obtain coverage. Health benefits and health insurance plans contain exclusions and limitations. Providers are independent contractors and not our agents. Provider participation may change without notice. We do not provide care or guarantee access to health services. Not all health services are covered. See plan documents for a complete description of benefits, exclusions, limitations and conditions of coverage. Plan features and availability are subject to change and may vary by location. If you are in a plan that requires the selection of a primary care physician and your primary care physician is part of an integrated delivery system or physician group, your primary care physician will generally refer you to specialists and hospitals that are part of the delivery system or physician group. Information is believed to be accurate as of the production date; however, it is subject to change. Physicians on the medical staff practice independently and are not agents or employees of the hospital or Banner Health.

