

# HCCMCA

## HEALTH CARE COST MANAGEMENT

### C O R P O R A T I O N

## Keeping Health Care Affordable For Workers And Their Families

### HCCMCA AWARDS PPO CONTRACT TO AETNA

Calling it a “good marriage based on a mutual willingness to focus on solutions,” Norman Seabrooks, Aetna’s president for the Northwest Market, expressed enthusiasm when the HCCMCA selected Aetna to replace Beech Street as its national preferred provider organization (PPO) vendor.

“This contract is extraordinarily important to Aetna, in Alaska, the Pacific Northwest and nationally. We see it as an opportunity to make a real difference in improving the quality and affordability of health care, especially in Alaska,” he continued. “We also are pleased to offer participating member health plans additional tools for cost containment and member communication.” The new contract will be in place by the end of 2013.

“We were impressed by Aetna’s ability to help us meet our goals: to help member health plans offer their participants outstanding benefits and high-quality health services at lower costs,” said HCCMCA Executive Director Fred Brown. “Total savings are estimated to exceed \$250 million annually, representing more than 26% off the billed charges. We expect member plans west of the Cascades to save more than 5% on average over their prior networks.”

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#### Selection Process Focused on Value and Services

Twenty-nine Alaska and Pacific Northwest health plans, representing more than 58,000 employees, and incurring more than \$1.1 billion in health care costs over 12 months, submitted data for the Request for Proposals.

In a selection process Seabrooks described as “rigorous and thorough,” the HCCMCA Board looked at the “net discount” (the total discount minus the total fee) for each of the four companies that responded. “Overall, Aetna impressed us with its extensive and growing provider network, additional features and programs and commitment to working with us to deliver quality care at competitive prices,” said Brown.

(cont’d on page 3)

#### IN THIS ISSUE

HCCMCA Awards PPO  
Contract to Aetna 1 & 3

Coalition Health Center to  
Debut in Anchorage 2

Calendar 3

Pharmacy Benefit  
Management is the Rx  
for High Pharmacy Costs 4

Contact HCCMCA at:  
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(888) 474-4226 (toll-free)  
[info@hccmca.org](mailto:info@hccmca.org)

# COALITION HEALTH CENTER TO DEBUT IN ANCHORAGE

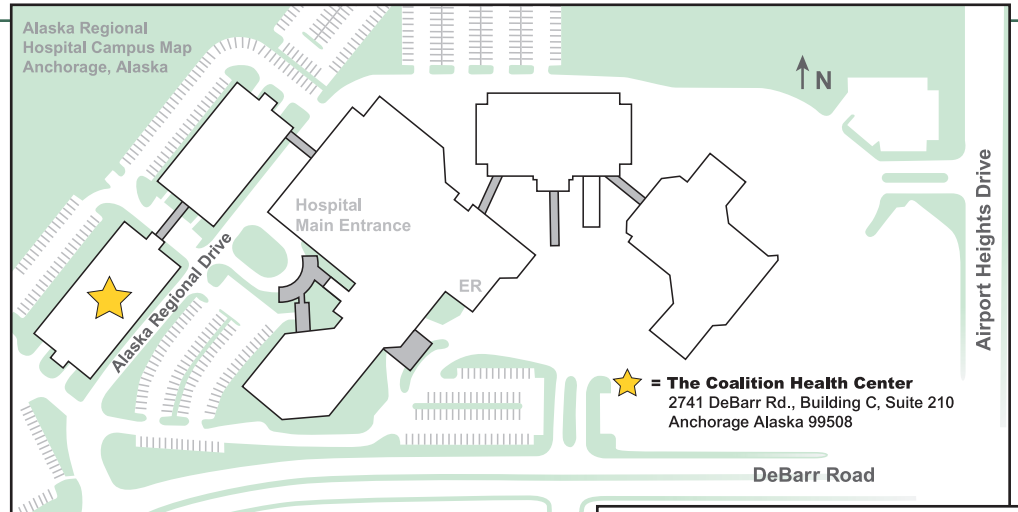
The HCCMCA now offers a convenient, cost-effective alternative to doctor office visits at the Coalition Health Center in Anchorage, Alaska. Located on the Alaska Regional Hospital campus, the clinic provides primary care, preventive care and chronic condition management.

“We know that people are more likely to seek health care if it’s easily accessible. That includes walk-in service and extended hours for people who work weekend, evening or night shifts, as the participants of many Coalition member health plans do,” said Fred Brown, HCCMCA’s executive director. “Making health care more available and affordable is the bedrock of what the HCCMCA does. Extended hours and a per-visit cost guaranteed by the Coalition that is below the local average for doctor office visits will help us accomplish those goals.”

## The Services Offered at the Center

The Anchorage clinic, open only to employees and family members who belong to participating HCCMCA member health plans, is a pilot that may be replicated in other locations throughout Alaska and the Pacific Northwest. It:

- Is staffed by fully qualified, lower cost mid-level practitioners
- Offers treatment for common non-work related injuries and acute/episodic illnesses, including symptom relief, diagnostic tests, laboratory services, care coordination, and specialist referrals
- Delivers preventive care services, including wellness visits, physicals, immunizations and lab tests



*The 5,000-square-foot Coalition Health Center, located on the Alaska Regional Hospital campus, is scheduled to see its first patients October 16, 2013.*

- Offers walk-in treatment for work-related injuries, return-to-work assessments, drug and alcohol screenings, physicals and coordinates with workers’ compensation providers
- Will dispense select generic and pre-packaged medications
- Provides chronic condition management

The Coalition Health Center also will offer a range of health coaching and wellness services, tobacco cessation services and an occupational medicine program. For details, go to [hccmca.org](http://hccmca.org) and click on Programs, then Coalition Health Center.

## A Solid Partner to Manage the Clinic

The Coalition Health Center will be managed by h2u (Health to You), a leading provider of onsite clinic administration services. It is a subsidiary of Hospital Corporation of America and delivers services to more than 400,000 people nationwide.

The clinic will operate without profit, for the benefit of our member health plans. HCCMCA will pool



## Coalition Health Center

**OPENING OCTOBER 16TH!**

Tours available during the Anchorage Health Fairs on October 12th & 13th. Open House on November 6th from 4 to 7 p.m.

administrative costs among participating member health plans. The Coalition will pay h2u an administrative fee to operate the clinic and will cover all other costs, including rent, salaries and benefits and supplies.

Currently, costs in the Anchorage area for a primary care visit range from \$150 to well over \$300. By comparison, at the Coalition Health Center – the initial pilot clinic – the cost is expected to range between \$75 and \$100 per visit. And, as the volume (number of covered lives) and utilization (actual visits per covered life) increase, the average cost per visit will decrease.

The first HCCMCA member health plans to participate include ASEA/AFSCME Local 52 Health Benefits Trust, Public Employees Local 71 Trust Fund and Alaska Laborers Health & Security Fund.

To learn more about how your plan can benefit, contact Fred Brown, HCCMCA at (888) 474-426 (toll free) or (907) 474-4226. ■

# HCCMCA AWARDS PPO CONTRACT TO AETNA (CONT'D FROM PAGE 1)

## The Aetna PPO offers:

- Significant discounts over the Beech Street/First Choice network
- Broad access to network providers
- Cost containment through claim audits and utilization programs
- Discount, trend and performance guarantees
- Participant access to the Aetna Navigator website, a robust, interactive online tool that helps individuals find and use quality, cost-effective providers
- Competitive pricing for access to optional programs such as Teladoc

Mat-Su Regional Medical Center, Chugach Physical Therapy, Alaska Hand Rehabilitation and Ascension Physical Therapy.

## Plans Must Choose to Enroll in Aetna PPO

HCCMCA member health plans must choose the Aetna PPO plan; they will not automatically be enrolled.

Representatives from both Aetna and HCCMCA are available to talk with any Coalition member and their consultants to see if Aetna is a better option for their participants. Please call Fred Brown, HCCMCA at (888) 474-426 (toll free) or (907) 474-4226.

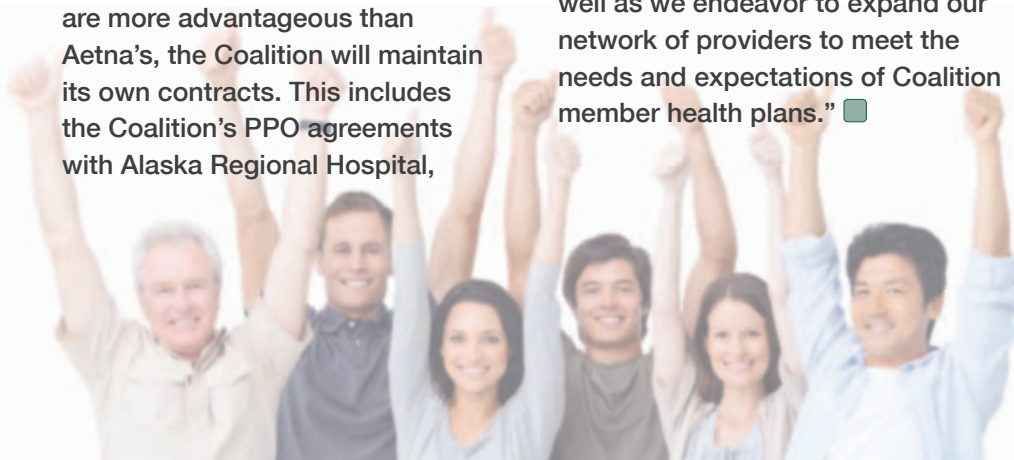
## Shared Vision and Commitment

"During the negotiations, we were struck by the similarities between Aetna's and HCCMCA's visions for the future of high-quality, affordable

health care," said Seabrooks. "This shared commitment will serve us well as we endeavor to expand our network of providers to meet the needs and expectations of Coalition member health plans." ■

In instances where the Coalition has direct contracts in place that are more advantageous than Aetna's, the Coalition will maintain its own contracts. This includes the Coalition's PPO agreements with Alaska Regional Hospital,

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## CALENDAR

### HCCMCA MEETINGS

Quarterly: November 19,  
1:30 AST, 2:30 PST

Annual: March 26, 2014 ■

### INTERNATIONAL FOUNDATION OF EMPLOYEE BENEFITS

October 20 – 23, at the U.S. Annual Employee Benefits Conference, Las Vegas, Nevada. Look for us at the National Labor Alliance of Health Care Coalitions (NLA) booth!

Monday, October 21, 2013  
4:30 PM - 6:00 PM

Mandalay Bay Resort & Casino  
Events Center Bar (north of the  
North Convention Center)  
3950 S Las Vegas Blvd,  
Las Vegas, NV 89109

Hosted by: National CooperativeRx  
& HCCMCA

To RSVP: [wisrx.com/calendar/rsvp](http://wisrx.com/calendar/rsvp)

\*A casino chip worth between \$1-\$100 will be given to each "registered" attendee. Attendees will be given an opportunity to draw a chip from a hat. Chips may be used anywhere in the casino or traded in for cash. ■

### ALASKA HEALTH CARE COMMISSION MEETING

December 6 ■

### SAVE THE DATE: NATIONAL COOPERATIVERX AND HCCMCA ANNUAL MEETING

March 25 & 26, 2014  
Hotel Captain Cook,  
Anchorage, Alaska ■



3000 A Street, Suite 300  
Anchorage, AK 99503

## AETNA CHOSEN AS NEW PPO VENDOR

THE NEW PPO AGREEMENT IS  
ESTIMATED TO SAVE MEMBER HEALTH  
PLANS MORE THAN \$250 MILLION  
ANNUALLY. SEE PAGE 1!

*Since 1994, the Health Care Cost Management Corporation of Alaska, Inc. (HCCMCA) has been helping member health plans control health care costs by negotiating better pricing on health benefits and services than these same plans could achieve on their own. Current member health plans include 23 headquartered in Alaska and 13 headquartered in the Pacific Northwest.*

## PHARMACY BENEFIT MANAGEMENT IS THE RX FOR HIGH PHARMACY COSTS

Seventeen HCCMCA member health plans know a good thing when they see it (with at least two more coming on board 1/1/2014). They have already signed up for the Pharmacy Benefit Management (PBM) program, thus

gaining early pricing concessions for their covered participants, effective October 1, 2013. Those plans and their participants will benefit from the Coalition's renewed agreement with the not-for-profit, member-owned purchasing coalition, National CooperativeRx. The agreement gives HCCMCA member health plans access to



negotiated large group discounts through the CVS/Caremark chain of pharmacies.

"Prescription drug benefits are among the fastest growing cost areas for health plans. The Coalition's PBM program offers members greater purchasing power,

enhanced customer service, increased transparency and support for navigating PBM issues," said Robin Mullins, Fairbanks North Star Borough School District and HCCMCA representative on the National CooperativeRx board. "Instead of being a 'little fish in a big PBM pond,' we're swimming with the bigger fish."

In 2012, more than 2 million prescriptions were filled through HCCMCA's PBM, and National CooperativeRx paid out more than \$2.5 million in rebates to HCCMCA member health plans.

But the benefits go beyond cost savings. The PBM program promotes long-term wellness through customizable clinical programs. Online tools and a mail-order pharmacy make it easier for people to comply with doctors' orders, especially when it comes to managing chronic conditions.

Find out how your health plan might benefit from participating in the HCCMCA PBM program by calling Fred Brown, HCCMCA at (888) 474-4226 (toll-free) or (907) 474-4226. ■