

**Mass Strategic Health Group  
Meeting Minutes  
Meeting of May 7, 2020  
GBS Gallagher**

**Board Members Present:**

Doug Willardson  
Matthew Wojcik  
Rich Mathieu  
Tim Bell  
Jeanne Lovett  
MaryEllen Cerbone

Webster Town Administrator  
Douglas Town Administrator  
Dudley Charlton RSD Finance and Operations Manage  
Town of Webster  
Town of Douglas  
Dudley Charlton RSD

**Others Present:**

Richard Bienvenue  
Anthony Lively  
Emmilie Roach  
Chris Nunnally  
Rusti Greis  
Andrew Reeves  
Sean Follick

Treasurer  
Alera/Lively Insurance  
Arthur J. Gallagher  
Arthur J. Gallagher  
OptiMed  
OptiMed  
Abacus

The meeting was called to order at 10:07AM.

**Attendance**

There was a roll call of attendees participating via WebEx/conference call.

**Approval of Minutes**

Mr. Wojcik made a motion to approve the minute's takes on March 5, 2020. Mr. Willardson seconded the motion and it passed unanimously.

Mr. Nunnally asked if the board would approve moving the OptiMed and Abacus presentations up the agenda. The board agreed.

**OptiMed**

Ms. Greis presented a high level overview of what OptiMed can do for MSHG, Ms.Greis said OptiMed specializes in managing costs and care around specialty medications for medical and pharmacy benefits. Ms. Greis explained OptiMed uses external programs to get reduced or zero cost medications from in some cases outside of the US to aid in curbing costs. Ms. Greis showed 8 months of medical and pharmacy data, she showed several high cost medications and the current cost vs. how much OptiMed could save the group. Ms. Greis added the care teams at

OptiMed are dedicated to their patients and advocating for them to get the best care and cost savings.

Ms. Cerbone asked if OptiMed is only for the active plan members. Mr. Nunnally explained since we fully insure the Medicare plan that OptiMed is only for the actives.

### **Abacus**

Mr. Follick explained Abacus's optional program focusing on diabetes management and risk management, he said diabetes is one of the highest cost drivers. Mr. Follick said the group had 93 members last year that cost the group over \$2 million dollars and it typically goes up each year. Mr. Follick said the program supports members with diabetes to engage with Abacus and their doctors. Members are encouraged through incentives to do their preventive care, adhere to their medications and manage their life style. The goal is to keep members out of the hospital. Members can earn medications and testing supplies at \$0 co pays by opting in and engaging with their care.

### **Financial Report/Renewal**

Mr. Nunnally reviewed the financial report with claims paid through March 2020. Mr. Nunnally said all plans are running at an 81.1% loss ratio without pharmacy rebates an 86.7% loss ratio with pharmacy rebates. Mr. Nunnally said the PPO low deductible plan is running at a 117.7% cost vs. funding and the EPO high deductible plan is showing a 75.1% cost vs. funding. Mr. Nunnally said the PPO high deductible plan is showing a projection of 32.9% and an EPO high deductible plan projection of 82.7%. Mr. Nunnally said the PPO plan is running at 100.8% cost to funding and the HPI EPO running at 102.3% cost to funding. Mr. Nunnally said due to the COVID-19 pandemic pharmacy claims are expected to rise with members not wanting to leave their homes. Mr. Nunnally explained Gallagher has a COVID model which is expecting claims to dip 3.5% and then an increase of 1%.

Mr. Nunnally showed the stop loss report and reported two people have gone above the spec of \$150,000 and have since passed away. Mr. Nunnally said several people have hit over 50% of the spec but as of right now the group is expecting \$83,212 from the stop loss carrier in reimbursements.

### **Stop Loss**

Mr. Nunnally presented the stop loss block pricing; he explained Gallagher went out to stop loss carriers to quote our entire block of business. Mr. Nunnally said Gallagher asked for enhanced contracting to include no new lasers, 50% rate cap, rate passes, and to include the program Pinnacle care. Mr. Nunnally showed the existing coverage for FY20 and the offer of a 0% increase for FY21.

Mr. Nunnally explained Pinnacle Care; he said this program offers employees to call in with questions regarding their health plan, disputing out of network bills over \$1,000, and helps

employees advocate for a second opinion regarding surgeries or diagnosis. Mr. Nunnally continued to say Pinnacle Care is another tool MSHG members can use to their advantage and help lower costs for the group.

Mr. Willardson asked what the difference is between OptiMed and Pinnacle Care. Mr. Nunnally said Pinnacle Care is for employees to voluntarily seek an advocate to negotiate out of network bills and get second opinions for themselves and OptiMed is a provider that focuses on high cost medications.

### **NexusMD**

Mr. Nunnally said his recommendation is to wait until the board has a year full of claims and to send the information over to NexusMD. Mr. Nunnally said combining programs like OptiMed, Abacus, NexusMD, and Pinnacle Care can really help flatten the curve. Mr. Nunnally said he will schedule a refresher with NexusMD if the board would like to hear more information.

Mr. Mathieu said he would like to wait to review OptiMed, Abacus and have another presentation from NexusMD.

Mr. Willardson made a motion to move forward with the Gallagher stop loss block pricing at a 0% increase for FY21. Mr. Mathieu seconded the motion and it passed unanimously.

### **Other Business**

There was no other business.

### **Next Meeting**

Mr. Willardson made a motion to end the meeting at 11:27AM, Mr. Mathieu seconded the motion and it passed unanimously.

There was no future meeting scheduled. Mr. Nunnally said Ms. Roach will send out an e-mail to set the future meeting.

*Submitted by,  
Emmilie Roach  
Gallagher Benefit Services*