



Sedgwick County...
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County Manager's Office

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William P. Buchanan
County Manager

DATE: February 4, 2015

TO: Chairman Richard Ranzau, County Commissioner Dist. 4

Cc: Commissioner Karl Peterjohn, County Commissioner Dist. 3
Commissioner Dave Unruh, County Commissioner Dist. 1
Commissioner Tim Norton, County Commissioner Dist. 2
Commissioner Jim Howell, County Commissioner Dist. 2
Tim Kaufman, Director of Health and Human Services
Adrienne Byrne-Lutz, Interim Health Director

FROM: William P. Buchanan, County Manager

SUBJECT: AMENDED AGREEMENT WITH THE NATIONAL ASSOCIATION OF COUNTIES (NACo)

The NACo and CVS prescription, health, and dental discount program provides Sedgwick County residents with access to prescription, health and dental discounts for savings on treatments, procedures, and supplies. The prescription discount program is free to residents. The health and dental discount programs are fee-based programs and residents can pay either a monthly or annual fee to obtain discounts and savings.

The Health Department Community Health Navigators (CHN) Program is a group of volunteers who distribute health education materials and affordable healthcare access materials to Sedgwick County residents. Community Health Navigators reach residents in the community at the neighborhood, church, and other civic organization levels. Data collected in 2014 identified 207 NACo card distribution site locations in the community and 3,981 Sedgwick County residents utilized the discount cards.

On January 21st, at the request of several commissioners, staff prepared an analysis of two dental discount plans: Careington's My County Cares and the CVS CAREMARK plan offered to NACo members. Upon further discussion with commissioners, staff included a review of the "One Card" option offered by Careington that includes dental, health, and pharmacy discounts.

Key differences between the plans include:

Careington My County Cares Dental Plan

- Offers 49 dental providers
- Cost and discount rates are similar to CVS CAREMARK plan
- Requires a one-time registration \$10 fee

NACO and CVS Dental Plan

- Offers 89 dental providers
- Costs and discount rates are similar to Careington My County Cares Dental Plan
- No registration costs

Careington One Card

- Least expensive option at \$89.00 Individual / \$99.00 Family
- Offers 90 Pharmacies
- Offers 49 dental providers
- Requires a one-time registration \$10 fee

Alternatives: Staff has prepared three options for consideration:

- 1) Approve staff's recommendation action from January 21st and enter into an amended agreement with NACo to add discount dental service to the Prescription/Health discount card.
- 2) Reject staff's recommended action and enter into an agreement with Careington for dental service and continue to contract with NACo and CVS CARDMARK for the Prescription/Health discount cards.
- 3) Terminate the contract with NACo and CVS CAREMARK and enter into an agreement with Careington for the "One Card" program.

Option 1: Approve agreement with NACo and CVS CAREMARK

Analysis: The NACo and CVS Careington dental discount card allows participants to receive discounts on dental services throughout the county. The card is accepted by dental 89 providers in Sedgwick County. Below is an overview of the dental discount card:

NACo CVS CAREMARK		
Monthly Rate: \$6.95 Individual/ \$8.95 Family		
Annual Rate: \$69.00 Individual / \$79.00 Family		
(NACo pays marketing reimbursement fees to the county of approximately \$2,000-\$3,000 per year)		
89 providers		
Description	Savings %	
Adult Cleaning		53%
Children's Cleaning		51%
Routine Checkup		42%
Four Bitewing x-rays		44%
Composite Filing		41%
Full Upper Denture		42%
Moral Root Canal		49%
Sample Extraction (single tooth)		33%
Overall Savings		15-60%

Option 2: Continue NACo and CVS CAREMARK Health and Prescription plan and enter into a contract with Careington for Dental Services

Analysis: This option provides a hybrid model of the two services. This option allows the county to continue using the services from NACo and CVS CAREMARK that are already in existence and will not result in a disruption of services for citizens currently using the NACo CVS CAREMARK Prescription/Health discount plan. Additionally, the county is currently under contract with NACo and CVS CAREMARK until April of 2015 for the Prescription/Health discount cards. Below is an overview of the membership costs and discounted rates under this model:

Careington My County Cares Dental Plan		NACo CVS CAREMARK	
Monthly Rate: \$6.95 Individual/ \$8.95 Families Annual Rate: \$69.00 Individual/ \$79.00 Family (Plus \$10 dollar one -time processing fee) (Careington offers by contract to pay Counties 10% of collected membership fees and 50% (\$5) of the initial processing fee.)		Monthly Rate: \$6.95 Individual/ \$8.95 Family Annual Rate: \$69.00 individual/ \$79.00 Family	
49 providers		106 providers	
Sample Dental Savings Chart		Benefit	NACo \$6.95 M & \$8.95 M/F
Description	Savings %		Up to 75% off
Adult Cleaning	54%	Pharmacy	24% national average all Rx's
Children's Cleaning	52%	Vision	35% off Retail
Routine Checkup	61%	Telemedicine	NACo Board Deferred due to no expressed need from Counties
Four Bitewing X-rays	54%	Lab Services	20%-70% (see slide 12)
Composite (White) Filling Code	51%	Hearing	35% of hearing aids & complimentary screenings
Crown (porcelain fused to high noble metal)	46%	Diabetic Supplies	Prescription and over-the-counter supplies
Complete Upper Denture	51%	Imaging Services	40%-75% off MRI & CT scans
Molar Root Canal	47%	LASIK	15% of Retail and 5% off promotional pricing
Extraction (single tooth)	58%	Vitamins & Supplements	NACo Board Deferred due to no expressed need from Counties
Overall Savings	5-60%	Screenings	NACo Board Deferred due to no expressed need from Counties
		Pet Meds	Yes

Option 3: Terminate the contract with NACo and CVS CAREMARK and enter into an agreement with Careington “One Card”.

Analysis: Under this option the county would terminate the contract with NACo CVS CAREMARK for Prescription/Health discount cards and instead enter into an agreement with Careington for their “One Card Service” for dental, pharmacy, and other discounts. The current contract with NACo will automatically renew in April of 2015. A notice of termination must be submitted 60 days prior to the contract termination date. The One Card plan offered through Careington is the lowest cost option. However, terminating the contract with NACo and CVS CAREMARK will result in participants losing access to the Prescription/Health discounted savings from the NACo and CVS CAREMARK card and the card holders will be required to apply for the Careington One Card. Below is an overview of the membership costs and discounted rates under this model:

Benefit	Careington One Card Monthly Rate: \$8.95 individual/ \$9.95 family Annual Rate: \$89.00 Individual / \$99.00 Family
Dental	5%-60%
Pharmacy	15%-60% generic / 15-25% brand
Vision	15%-35%
Telemedicine	Free (Unlimited with No Consult Fees)***
Lab Services	10%-80%
Hearing	20%-40%
Diabetic Supplies	52%-72%
Imaging Services	10%-60%
LASIK	40%-50%
Vitamins & Supplements	10%
Screenings	20%-55%
Pet Meds	20%-70%
*No one-time fee for NACo	Careington offers by contract to pay Counties 10% of collected membership fees and 50% (\$5) of the initial processing fee. ***Telemedicine not available in AR, MA or MT
	*M = Member; MF = Member/Family **Membership also requires a one-time \$10 processing fee.-