

President's Message by Carl Seitz



As I began to write my letter for this issue of News Notes, I reflected over the past year and thought back to the expectations we had last December. Then, we anticipated that there would be a major overhaul of the Affordable Care Act and expected to have a clearer idea of where healthcare reform was headed.

Today, if anything, our view into future is even murkier. In fact, as new board members Rich King and Christina Hostler discuss on page 3, the uncertainty of how governmental policy will impact healthcare costs is perhaps the biggest challenge employers face.

Fortunately, LVBCH remains a constant that members can depend on to guide them through the fog. We will continue to bring educational programs – including our Annual Conference – that deliver information on new and pending legislation.

We will provide Employer Forums on current health topics, like our October 26th event titled “Substance Abuse – A Major Challenge for Employers” (page 8). The speakers provided employers with actionable suggestions on how to address the growing problems of substance abuse, including opioid addiction.

Through relationships with our provider partners, we will continue to bring you resources to help you better manage your health plan costs and provide employees enhanced services. For example, Express Scripts leverages its scale, data insights and technology innovations to bring you the best value in pharmaceutical purchasing (page 13). Also, we are working with Geneia to refine a tool that will provide you with both company-specific claims data and an online warehouse of Coalition members’ collective data. In the coming year, we intend to expand the project to include new companies. Our efforts have been so successful that LVBCH and Geneia representatives were invited to share our insights on using healthcare analytics to drive collaboration and convergence at the National Alliance Annual Conference in November (page 4).

Meanwhile, LVBCH continues to encourage healthcare providers to be accountable for safety, quality, transparency and cost. We accomplish this through our alliance with such organizations as The Leapfrog Group (page 9) and by meeting directly with the leadership of local health networks. In addition, we are rolling up our sleeves and working directly with providers, as well as representatives of local health departments, insurers, pharmaceuticals and our own member employers, to address community health issues. For example, for five years we have produced a Type 2 Diabetes report in partnership with Sanofi. This year, we convened a work group to interpret the report and develop action steps to address issues identified. Through our participation in the Choosing Wisely[®] initiative, we continue to encourage both healthcare providers and consumers to question the necessity of certain services (page 10).

In closing, on behalf of the Rachel and Wendy, our provider partners and Board of Directors, I wish you Happy Holidays and pledge that whatever the New Year brings, LVBCH will be by your side, helping you through the challenges that lie ahead.

New Members

Welcome New LVBCH Members

We extend a warm welcome to the following new members of the Coalition and encourage them to become active in Coalition activities:

- ❖ **Abeloff Auto Group**
- ❖ **Alan Kunsman Roofing & Siding, Inc.**
- ❖ **Buckno Lisicky & Company**
- ❖ **Consumer Medical**
- ❖ **Eastern PA Gastroenterology & Liver Specialists, PC**
- ❖ **Fabtex, Inc.**
- ❖ **Hanover Engineering Associates, Inc.**
- ❖ **Health Advocate**
- ❖ **Highwood USA LLC**
- ❖ **Jerdon Construction Services LLC**
- ❖ **JetPay Corporation**
- ❖ **LV Baseball, LP**
- ❖ **One Point/Corporate Environments**
- ❖ **Rea.deeming Beauty, Inc.**
- ❖ **Scott Cars, Inc.**
- ❖ **Steve Shannon Tire Co.**
- ❖ **WI Holdings**

Coalition Happenings

Get to Know Your New Board Members

The Coalition is pleased to welcome two new members to our Board of Directors.



Christina Hostler, Benefits Specialist, kgb, the world's largest independent provider of directory assistance, enhanced information services, and consumer lending. With its headquarters in New York City, kgb has a presence in the UK, Ireland, France, Austria, Morocco and the Philippines. Kgb has approximately 1,500 employees in the US and has been a LVBCH member since 2009.



Rich King, Chief Financial Officer, Schlouch Inc., one of the leading total site preparation specialists in Eastern Pennsylvania. Headquartered in Blandon, Schlouch Inc. provides excavation, utilities design, survey, blasting, concrete and paving at jobsites in as many as eight different counties. A LVBCH member since 2012, Schlouch Inc. has 259 employees.

Q&A with New Board Members – Christina Hostler and Rich King

Recently, we sat down with Rich and Christina to ask them a few questions. See their responses below.

Q: How did you become involved with LVBCH?

Christina: When I first joined kgb five years ago, they were already a member and my manager at the time, Sheila Rulli, introduced me to the annual conferences and employer forums. I loved how educational the forums were and they helped me to stay on top of the multitude of changes that have occurred in healthcare over the past few years.

Rich: We (Schlouch) had been working with Populytics when Amanda Green recommended I attend LVBCH's annual conference. I was really impressed with the educational content and networking opportunities and have been an attendee at most of the Coalition's educational forums and round tables events since.

Q: Why did you want to be part of the Board of Directors?

Rich: I was honored when Carl approached me to join the board. I was interested in getting more involved with the Coalition. I feel that I can provide a CFO's perspective on health care and am excited to learn more about how the Coalition operates. At Schlouch, we have a very paternalistic approach to our employees. We want to do the right thing to provide our employees with wellness, as well as creative approaches to manage costs. The Coalition provides that. We look at health benefits as an investment as opposed to a pure cost. By finding more affordable benefits, we have happier employees. We save the employees money and ultimately healthier and happier employees save us money through increased productivity, lower turnover and decreased health plan costs.

Christina: When Carl approached me about joining the Board, it was the right time. I had recently become more involved with LVBCH and was interested in learning more about what happens behind the scenes; how the events come together, how LVBCH interacts with their purchasing partners and recruits new members to the coalition, etc. Carl, Rachel and Wendy have always been extremely friendly, so I decided this was a perfect opportunity to work with them more closely, introduce myself to aspects of healthcare I may not deal with in my job every day and learn from other board members who have worked in this field longer than I have.

Q: Why would you encourage a company to join the Coalition?

Christina: I look at companies in the area and often ask myself why they are not in the Coalition. It has so much to offer in helping companies control their spending and encouraging employees to become better informed about their health. To me, the educational events provided to employer members are reason enough to join this organization.

Rich: The coalition offers quality education programs, excellent providers, such as Integrated Behavioral Health, access to discounts and networking. For example, when we changed our insurance carrier recently, our HR manager obtained references from other HR managers within the Coalition. It has been a really fine relationship. I'm excited and honored to be involved with the Board and look forward to getting to know more Coalition members and contribute as I can.

Q: What are the biggest challenges facing employers today?

Rich: The biggest challenge facing employers is uncertainty about where we are heading in healthcare and how the new direction will affect our overall costs. Another challenge is the continued rise in the cost of large claimants, as well as the cost of specialty medications. Opioid addiction is another challenge facing all employers. For Schlouch specifically, our biggest challenge is logistics, reaching our employees in the field. We have 25 construction sites in eight counties. How do we keep our Wellness programs fresh and keep our employees engaged, especially our blue-collar employees who do not work in an office? Finally, as more claims information becomes available, how do we use it to motivate employees without becoming too invasive? We're trying to balance the employer's needs to manage costs with employee privacy.

Christina: The high cost of health care is probably the biggest challenge our country faces right now. It's a monster of a problem that won't be fixed with one law. As a self-insured employer, we struggle to balance paying for high cost claims and specialty drugs while keeping premiums and co-pays affordable for our employees. We are required to peel back the layers of our plans each year to see what new developments or programs we can find to help reduce costs in any way, whether big or small. For example, as part of the Geneva pilot program, we have the ability to look at claims patterns to determine if we can find ways to help employees stay healthy. We have also been working with Express Scripts to ensure employees are filling their maintenance drugs and to reach out to those employees who are not. Sometimes, I think, wow, these decisions have the ability to really impact a lot of people's lives. It makes me more committed to find the best solutions for my company, my co-workers, and even my own family.

LVBCH and United Concordia Extend Dental Partnership for 5 Years



UNITED CONCORDIA®
DENTAL
Protecting More Than Just Your Smile™

For more than two decades, United Concordia Companies, Inc. has been the preferred dental carrier for LVBCH. We are excited to announce that under a new five-year contract effective January 1, 2018; United Concordia will continue to be the preferred provider for dental insurance products for Coalition members.

“United Concordia provides valuable benefits to our growing membership,” said **Carl Seitz**, LVBCH president. “Through United Concordia’s high quality network of dental providers and exceptional customer service, LVBCH employers can control their dental costs and our employees can manage their oral health.”

To get more information about the LVBCH dental program, contact Greg Fisher, Director of Sales, United Concordia Dental via email at Gregory.Fisher@ucci.com or via phone at 610-276-2108.

[Read the News Release](#)

[Download a Brochure](#)

LVBCH & Geneia Discuss Employer, Payer & Provider Convergence at National Alliance Annual Conference in Arlington, VA

A standing room-only crowd gathered at the National Alliance of Healthcare Purchaser Coalitions Annual Conference on November 13 to hear representatives from LVBCH and Geneia discuss how the Coalition and its member companies are using the Theon® advanced analytics platform to drive collaboration and convergence. LVBCH President **Carl Seitz**, LVBCH members **Denise Moyer** of B. Braun Medical Inc. and **Bob Johnston** of East Penn Manufacturing, and Geneia Chief Strategy Officer **Heather Lavoie** highlighted:

- The coalition’s history of working together to improve the quality and cost of healthcare,
- The decision to use previously unavailable analytic insights to drive sustainable improvements in health outcomes and costs and
- The creation of a diverse Learning Collaborative that extends well beyond employer participants to collectively address the prevalence of pre-diabetes and diabetes in the Lehigh Valley.



Pictured L-R: Geneia Chief Strategy Officer **Heather Lavoie**, LVBCH Board members **Bob Johnston** and **Denise Moyer** and LVBCH President **Carl Seitz**.



Click on the boxes below to read the news release about the National Alliance conference and to read the Employee Benefits News article about the Coalition’s work to bring together employers, payers and providers

[Read the News Release](#)

[Read an Article in Employee Benefit News](#)

LVBCH Sponsors Premier HR Professional Association's Conference

LVBCH sponsored the two-day annual conference of the Lehigh Valley Chapter of the Society for Human Resource Management (SHRM) entitled "Truth Is Stranger than Fiction: Tales of the HR Professionals."

The sold-out event, which was held at the Best Western in Bethlehem on October 2 and 3, attracted more than 200 professionals representing more than 150 organizations.

SHRM is the nation's largest human resource association and the most prominent organization of its type in the Lehigh Valley and surrounding areas.

One of 28 Exhibitors/Sponsors, LVBCH was on hand to promote the benefits of Coalition membership and to answer questions from the many HR and Benefits professionals in attendance. Coalition staff distributed LVBCH literature and Choosing Wisely™ materials as well as marketing trinkets from our valued purchasing partners – Capital BlueCross, Cigna, United Concordia Dental, NVA, Geneia and Express Scripts.

Among the topics covered at the conference were hiring, employee engagement, career action plans, harassment and bullying, recruiting, American Disabilities Act and employee benefits.



LVBCH's **Rachel Burger** (right) presents **Nicole Beers**, Executive Secretary, Human Resources of the County of Northampton, with a Fitbit Alta. Nicole won the Coalition's door prize raffle.



LVBCH was a sponsor/exhibitor at the October 2017 SHRM event which drew more than 200 HR and Benefits professionals representing more than 150 organizations.

LVBCH Members & Staff Take a Walk to Raise Heart/Stroke Awareness

This fall, LVBCH was a proud sponsor of the American Heart Association Heart & Stroke Walks in Reading and the Lehigh Valley. The Heart Walk is the American Heart Association's premier event for raising funds to save lives from the nation's deadliest killer, heart disease, and fifth deadliest killer, stroke. Designed to promote physical activity and heart-healthy living, the Heart Walks offer a fun and rewarding environment for the entire family.

The Lehigh Valley Walk was held in the shadow of the Bethlehem Steel's blast furnaces at SteelStacks in Bethlehem, PA on October 1. The beautiful sunny day attracted a large crowd.



As a sponsor, LVBCH staffed an exhibit table and a team of walkers wearing T-shirts designed by **Wendy Manarino**. The team included Coalition staff, several Capital BlueCross employees and their families, and new board member **Christina Hostler** and her family. Miss Pennsylvania International 2017 **Kailyn Lucas** volunteered to share LVBCH's exhibit area, where she provided instruction on the proper way to perform *Hands Only CPR*. Meanwhile, LVBCH staff members distributed Choosing Wisely™ materials, as well as marketing trinkets from our valued purchasing partners – Capital BlueCross, Cigna, United Concordia Dental, NVA, Geneia and Express Scripts.

The Berks County event, which was featured in the fall LVBCH newsletter, was held at Gring's Mill Recreation Area in Reading on September 23.

LVBCH thanks everyone who contributed their time and energy to making the day so enjoyable and to helping to raise awareness and funds to fight against these deadly diseases.

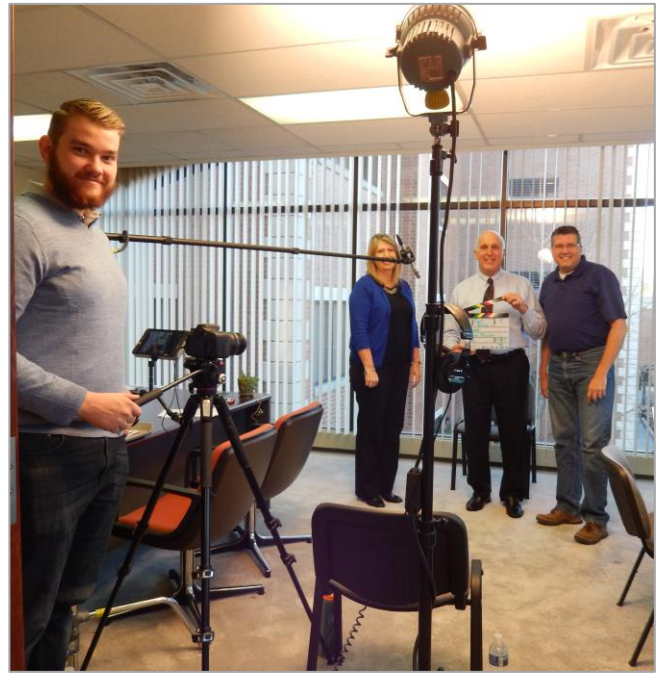
Lights, Camera, Action . . . Carl Seitz is Featured in a new Video Promoting a Drug Free Workplace

Drug and alcohol abuse can be an expensive challenge for employers. According to the Substance Abuse and Mental Health Administration (SAMSHA), 68.9 percent of all drug users are employed. An individual employee struggling with alcohol and drug abuse can cost an employer \$15,000 in lost time, productivity, insurance claims and employee turnover. These problems can be prevented through an effective drug free workplace program.

A drug free workplace provides three main benefits:

- A safe and productive workplace
- Encourages treatment and recovery from substance/alcohol abuse
- Boosts healthy lifestyles of employees and their families

By providing these benefits, employers are able to save money in avoiding employee turnover and retraining fees, along with preventing loss from behaviors associated with substance/alcohol abuse.



A drug free workplace program involves five components. The components are a drug free workplace policy, supervisor trainings, employee trainings, an Employee Assistance Program and alcohol/drug testing.

Drug Free Workplace PA helps business owners and employers establish a drug free workplace through its services provided free of charge.

Drug Free Workplace PA provides a comprehensive policy builder, online and on-site trainings for supervisors, employees and employers, and resources for drug testing and how to pick an employee assistance program. Drug Free Workplace PA has assisted over 500 businesses throughout Pennsylvania establish drug free workplaces. Watch the video below to hear how Carl Seitz and another employer share their insight into the importance of training and Drug Free Workplace programs.

Call them today at 717-454-3100 or visit us at www.drugfreeworkplacepa.org to begin establishing your own program!



To watch the two-minute video about the Drug Free Workplace program, click the image above or [click here](#).

LVBCH Employer Forum

LVBCH Employers Learn about Programs to Address Substance Abuse in the Workplace at an Educational Event in October

More people died in the U.S. in 2016 from opioid overdose than homicides, suicides and automobile accidents combined with opioid-related deaths exceeding 59,000, said **Victor Parziale**, Program Supervisor, Drug Free Workplace PA. And, the epidemic is here in our community, and most likely within your organization.

In 2016, 576 overdoses and 70 deaths were reported in Northampton County, and 878 overdoses and 134 deaths in Lehigh County. Even more are expected this year, said **Kristen Wenrich**, Health Director, City of Bethlehem. These and other issues were discussed at the LVBCH Employee Forum in October, "Substance Abuse – A Major Challenge for Employers." Express Scripts, and the PA Commission on Crime and Delinquency sponsored the event held at PBS 39 TV Studios Center in Bethlehem on October 26.

Ken Miller, Director, Clinical Program Management, Express Scripts, said opioid abuse costs U.S. employers \$18 billion in sick days and medical expenses, according to an AJMC study. Of employees who received an opioid prescription, 4.5 percent are showing signs of abuse. For every one person who dies from opioids, there are 851 people in various stages of use, misuse and abuse.

Meanwhile, 70 percent of illicit drug users are employed and 10 to 17 percent of employees are dependent on drugs and alcohol. Of illicit drug users and heavy drinkers who are employed, 90 percent work for small or medium firms. This abuse takes a toll on the companies' bottom lines through missed days, higher insurance claims, lower productivity and accidents.

To protect the safety of the affected employees, other employees and the company, Parziale encourages employers to adopt a Drug Free Work Place (DFWP) Policy tailored to their organization. The policy should clearly describe prohibited behaviors and consequences for policy violation, such as referral to employee assistance program (EAP), discipline and termination.

Also speaking at the event were Center for Humanistic Change's **Lisa Wolff**, Director of Prevention and **Arlene Lund**, Executive Director, Center for Humanistic Change.



Pictured L-R: **Carl Seitz**, LVBCH; **Ken Miller**, Express Scripts; **Kristen Wenrich**, City of Bethlehem; **Victor Parziale**, Drug Free Workplace PA; **Lisa Wolff** and **Arlene Lund**, Executive Director, Center for Humanistic Change.

Leapfrog Update

Seven PA Hospitals Earn Leapfrog's Top Award



Several Pennsylvania hospitals that serve LVBCH members were named to The Leapfrog Group's annual list of Top Hospitals, released in December. The Top Hospitals list honors the highest performing hospitals on the Leapfrog Hospital Survey. Two of the hospitals, Doylestown and PinnacleHealth West Shore Hospital, received the award for the second consecutive year.

Pennsylvania-based hospitals receiving the coveted Top Hospital award for 2017 were:

Top Children's Hospital:

- St. Christopher's Hospital For Children

Top General Hospitals:

- Doylestown Hospital
- PinnacleHealth Community General Osteopathic Hospital
- PinnacleHealth Harrisburg Hospital
- PinnacleHealth West Shore Hospital

Top Teaching Hospitals:

- Jeanes Hospital
- Lancaster General Hospital

This elite award is one of the most competitive honors American hospitals can receive in safety and quality. The winning facilities were officially recognized at Leapfrog's Annual Top Hospitals Ceremony on December 7 in Arlington, VA and **Carl Seitz** was on hand to present some of the awards.

To read the news release about the 2017 Top Hospital Awards, [click here](#).

To see the full list of institutions honored as a 2017 Top Hospital, [click here](#).

38 PA Hospitals Earned an "A" Safety Grade in Fall 2017

In October, [The Leapfrog Group](#) announced the Fall 2017 Hospital Safety Grades, assigning A, B, C, D and F letter grades to general acute-care hospitals in the U.S. based on errors, accidents and infections. Of 126 hospitals graded in Pennsylvania, 38 (or 30 percent), were awarded an "A", the highest letter grade demonstrating these hospitals' dedication to safe care.

Lehigh Valley hospitals receiving "A" grades were:

- Lehigh Valley Hospital – Muhlenberg
- Lehigh Valley Hospital – Pocono
- St. Luke's Hospital – Allentown Campus
- St. Luke's Quakertown Hospital
- St. Luke's University Hospital – Bethlehem Campus



To read the news release about the Fall 2017 Hospital Safety Grades and see the complete list of the 38 hospitals in PA that were graded an 'A' in this latest update, [click here](#).

For hospital ratings in your area, click the image above or visit www.hospitalssafetygrade.org.

Choosing Wisely® Update

Ask-Five.com: How Employers Can Empower Their Employees



Health care costs are seemingly unsustainable for everyone, employers included. Choosing Wisely® is an initiative designed to raise awareness and encourage conversation between providers and patients about what test, treatments and medications are truly appropriate for each situation. The ultimate goal is to ensure that patients receive the right care at the right time and place, thus reducing unnecessary health care spending. By sharing the initiative with their workforce, employers can help to empower their employees to be more informed health care consumers.

Resources available to help employers bring this understanding to their employees include the new Ask-Five.com microsite developed by the Lehigh Valley Physician Hospital Organization (LVPHO). The topics that will be featured align with health care choices affecting patients and providers in our community that may lead to unnecessary spending. Recommendations are based on Choosing Wisely® principles.

The first set of videos covers overuse of antibiotics, featuring Timothy Friel, MD, Chair of the Department of Medicine at Lehigh Valley Health Network. Dr. Friel offers five key questions patients can ask that will help promote an understanding of when antibiotics are an appropriate choice. Having this conversation is part of the worldwide effort to reduce antibiotic overuse and the danger of antibiotic ineffectiveness. Encourage your employees to visit Ask-Five.com and look for more topics coming soon!



Reducing Unnecessary Radiation Exposure in Children with Head Injuries

Head trauma in children can be frightening to parents regardless of the severity of the injury. Research has shown that about half of children in emergency rooms for head injuries get CT scans; however, one third of these scans are not necessary.

A single head CT provides the same amount of radiation as eight months of exposure to naturally occurring radiation sources¹. Children and infants are more susceptible to the effects of radiation exposure because their brains are still developing. Additionally, unnecessary CT scans can lead to more tests with more potential risks.



Choosing Wisely® recommends use of research-proven criteria to determine if a child with head trauma needs a CT scan. St. Luke's Care Network emergency departments use the Pediatric Emergency Care Applied Research Network (PECARN) criteria to evaluate the need for a head CT in children with head injuries. Using PECARN criteria has resulted in a nearly 10 percent reduction in head CTs for children with mild head trauma. If a head CT is performed, St. Luke's uses technology for high quality scans at the lowest radiation exposure necessary to provide the best care to our patients.

¹ <https://www.aap.org/en-us/about-the-aap/Committees-Councils-Sections/Section-on-Radiology/Pages/What-Every-Pediatrician-Should-Know.aspx> (accessed 11.9.2017)

Guest Articles

Employers Can Impact Employee Health with Wellness Intervention

Chronic Diseases and Related Lifestyle Risk Factors Are the Leading Drivers of Health Care Costs for Employers

Do you realize that diabetes, high blood pressure, and obesity affect about 30 percent of your own employees, according to Pennsylvania statistics? This adds significantly to health care costs and lowers productivity. Wouldn't you like to help your employees prevent these diseases? Wouldn't it make sense to help them manage their condition so they can have a better quality of life and you can have a more productive workforce and lower insurance premiums?

A 1% reduction in excess weight and high blood pressure, glucose and cholesterol levels has been shown to save \$83 to \$103 annually in medical costs per person.

– Centers for Disease Control and Prevention

A collaborative approach to workplace wellness can do all that.

“Our board-certified health coaches are behavior change experts who collaborate with local employees to set goals for increasing physical activity, improving nutrition, and visiting with their primary care physicians,” says **Sarah Engler**, MCHES®, Manager of Health Education and Wellness at Populytics/BeneFIT Corporate Wellness. “Employees who work with a health coach have seen improvements such as reduction in high blood pressure medications, eating habits that have a positive impact on diabetes and obesity, and an overall better quality of life.”

*Centers for Disease Control and Prevention,
<https://www.cdc.gov/chronicdisease/resources/publications/aag/pdf/2015/aag-workplace-health.pdf>

Not sure where to begin?

Visit <https://www.populytics.com/benefit/> or Contact Our Senior Client Solutions Specialist Eileen.Fallis@lvhn.org or 610-969-0044

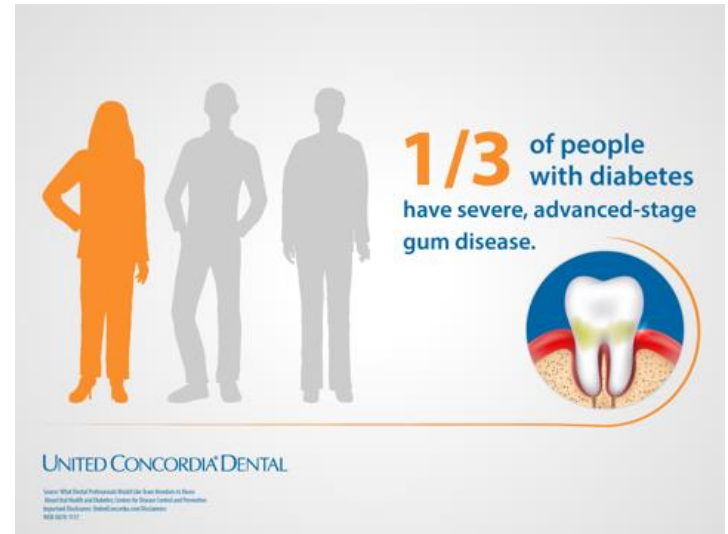


Poorly Managed Diabetes Can Lead to Dental Health Issues

While many people are aware of diabetes's associated risks like stroke, eye disease and kidney disease, they may be less informed about the important connection to oral health. But the truth is, diabetes can impact the state of your mouth and in turn, the health of your mouth can make it more difficult to control your blood sugar. It's especially important for those with diabetes to keep their mouth, teeth and gums as healthy as possible.¹

Diabetes and oral health go hand-in-hand

People with poorly controlled diabetes are more likely to develop dental health issues like gum disease, which in turn can make it more difficult to manage diabetes.



Professional Dental Care Can Make a Difference

The good news is that research shows getting the proper care at the dentist can lead to improved overall health for people with diabetes.² Follow these steps to get the most from your dental care and insurance:

- ✓ Schedule regular dental visits – depending on your condition, your dentist may recommend more frequent cleanings and exams
- ✓ Inform your dentist of any health conditions, medications and symptoms
- ✓ Offer to connect your dental and medical professionals to better coordinate your care
- ✓ Talk to your dentist about whether or not you have gum disease and the recommended treatment
- ✓ Review your dental insurance coverage – while insurance may not cover everything your dentist recommends, it's helpful to know what's covered in advance
- ✓ Follow your dentist's recommendations for proper at-home oral hygiene

For more information and tips on diabetes and oral health management, visit UnitedConcordia.com/Diabetes. Sources:

1. [Oral Health and Hygiene; American Diabetes Association, September 2012](#)
2. [Impact of Periodontal Therapy on General Health; American Journal of Preventive Medicine; 2014](#)

UNITED CONCORDIA[®]
DENTAL
Protecting More Than Just Your Smile[™]

To get more information about LVBCH's dental program, contact Greg Fisher, Director of Sales, United Concordia Dental via email (Gregory.Fisher@ucci.com) or phone (610-276-2108).

Express Scripts Enriches SafeGuardRx® to Provide Even Better Value

With their patient-first approach, Express Scripts SafeGuardRx® programs are the industry's first and [most effective value-based programs](#), helping payers deliver the highest standard of care for their members with complex health challenges. In 2018, Express Scripts will leverage its scale, data insights and technology innovations to enrich three SafeGuardRx® programs, providing the best value to our clients in this always evolving market.

Personalized Medicine, Expanded Discounts for Oncology

The [Oncology Care Value Program® \(OCV\)](#) uniquely aligns the cost of a medication with its outcomes for various types of cancer while providing payers with drug discounts and early discontinuation reimbursements. With clinical specialization through the Accredo Oncology Therapeutic Resource CenterSM, patients experience greater care and improved outcomes. With additional enhancements to be implemented January 1, the OCV program will address nearly 60 percent of our clients' pharmacy oncology spending.



Effective Patient Engagement for Diabetes

The [Diabetes Care Value ProgramSM \(DCV\)](#) combines quality-based pharmacy network, cost containment tools and specialized Diabetes Therapeutic Resource CenterSM support to help drive down costs while improving overall patient care. With [our research](#) finding that nearly 40 percent of patients on diabetes medication are nonadherent, we're enhancing the program to arm patients with the following patient engagement tools beginning March 1:

Expanded Treatment Options for Hepatitis C

With a [96 percent cure rate](#) across our book of business, almost every hepatitis C patient who completed therapy through our [Hepatitis Cure Value Program® \(HCV\)](#) in 2016 saw an optimal outcome. This was matched with expanded treatment access and a 50 percent decrease in the cost of a hepatitis C cure.

Leveraging the competition offered by recently approved pan-genotypic products, curative therapies for all genotypes of hepatitis C, we are expanding treatment options within the HCV Program while providing our clients with additional discounts.



To get more information about LVBCH's pharmacy management program (PBM), contact Alan Langlois, Vice President of Sales, Express Scripts via email (alan_langlois@express-scripts.com) or phone (732-742-4161).

NVA Offers Clients Savings on Lasik



Have you ever thought about having LASIK? Well we have great news!

LasikPlus, our "Featured" LASIK provider and a leader in laser vision correction, is extending a special offer for NVA members and dependents!

Limited Time Offer!
SAVE \$800 ON LASIK

Available on Custom or WaveLight bladeless treatment with free lifetime enhancements. Cannot be combined with any other offer or discount.

To redeem this special offer please call the NVA LASIK line at 1-888-684-3937 or visit lasikplus.com/nva today!



To get more information about LVBCH's vision program, contact Christopher Maus, Sales Director, National Vision Administrators (NVA) via email (cmaus@e-nva.com) or phone (443-915-0808).

Upcoming LVBCH Events

Mark Your Calendars for the following 2018 Educational Events:



Date	Time	Event	Location
❖ February 14, 2018	11:30 am to 2:00 pm	NVA Broker Event	Glasbern Inn, Fogelsville
❖ March 23, 2018	8:00 to 11:30 am	Employer Forum – Associate Showcase	DeSales University, Center Valley
❖ April 12, 2018	11:30 am to 2:00 pm	PBM Broker Event	To be determined
❖ May 3, 2018	8:00 am to 3:00 pm	LVBCH Annual Conference	DeSales University, Center Valley

Invitations for these events will be sent to LVBCH members via email beginning in January 2018.

60 West Broad St. • Suite 105 • Bethlehem, PA 18018 • P: 610-317-0130

Our affiliation with these national organizations is a value-added benefit for our members.

