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KAISER PERMANENTE®

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## **Demographic Overview**



Engagement



**Chronic Conditions** 



**Prevention and Lifestyle Risks** 



Pharmacy



**Utilization Overview** 



# Partnership in Health Demographic Overview



# Your group at a glance

Your population's demographics — for example, age and gender — may play an important role in how your group compares to Kaiser Permanente regional and industry benchmarks.

	Your group	Kaiser Permanente regional average <sup>1</sup>	Comparison to regional average	Kaiser Permanente industry average <sup>2</sup>
Subscribers	243			
Members	634			
Average subscriber age	43.9	40.6	3.3 years older	47.9
Average member age	32.2	35.3	3.1 years younger	36.8
Gender (% female)	46.8%	51.0%	4.2% pts lower	52.3%
Average family size	2.6	1.6	1.0 higher	2.1
Enrollment stability index <sup>3</sup>	93.1%	88.8%		94.7%

<sup>1</sup>The Kaiser Permanente regional averages are based on the weighted average of the group's distribution of members across the Kaiser Permanente regions for the time period being measured.

<sup>2</sup>The industry average reflects results for Kaiser Permanente members in a specific industry sector, as defined by the North American Industry Classification System. <sup>3</sup>Percentage of members enrolled at the end of the measurement period who were "continuously enrolled" (enrolled for at least 11 months of the 12-month reporting period).



# Knowing your numbers: Your group's demographics

This table shows the demographic breakdown of your members who were measured for body mass index or blood pressure, or screened for exercise as a vital sign, compared to Kaiser Permanente regional and industry averages.

	Gender		Age				Race/et	hnicity				Language	e spoken²	Tenure w Kaiser Pe	ith rmanente
	Women	Men	18–30	31–40	41–50	51+	Asian	Black	Latino	White	Other <sup>1</sup>	English	Non- English	<= 1 yr	> 1 yr
Engagem	ent in th	is categ	ory												
Your group	89.5%	78.4%	79.3%	82.4%	81.0%	90.8%	87.2%	ISS	84.6%	84.4%	ISS	89.4%	ISS	68.6%	84.9%
Regional average	87.5%	75.9%	74.9%	79.6%	83.5%	88.0%	83.8%	86.2%	84.5%	83.1%	55.5%	90.1%	88.8%	58.5%	85.4%
Industry average	89.0%	78.3%	74.9%	82.8%	85.2%	89.5%	83.9%	88.3%	85.5%	83.3%	67.9%	86.7%	87.6%	60.9%	85.5%
Overall de	emograp	hics													
Your group	47.3%	52.7%	26.0%	23.2%	22.6%	28.2%	5.8%	2.7%	5.6%	82.4%	3.5%	99.5%	0.5%	7.5%	92.5%
Regional average	51.6%	48.4%	24.6%	22.8%	21.1%	31.5%	8.8%	3.9%	11.6%	70.0%	5.7%	93.1%	6.9%	12.9%	87.1%
Industry average	53.2%	46.8%	21.9%	20.4%	20.6%	37.1%	16.4%	13.9%	25.1%	40.8%	3.8%	96.7%	3.3%	6.0%	94.0%

<sup>1</sup> Includes members who identify themselves as Native American or multiracial, or whose race/ethnicity is not recorded. <sup>2</sup> Does not include members whose spoken language preference is not recorded. Note: ISS (insufficient sample size) will be displayed if the eligible member population for a given metric is insufficient. Regional and industry averages are based on Kaiser Permanente membership.







# The value of engagement

#### Higher engagement, healthier employees

When employees take advantage of workplace wellness programs that support their physical, mental, and financial health, they report:\*

23% higher levels of mental health

- **17%** higher levels of physical health
- 23% better sleep

\*Kropp and McRae, *Harvard Business Review*, January 13, 2022.

#### Engagement data in this report

Members who complete at least one action in the categories below are considered "engaged" for that category.

Getting connected

- Seeking care
- Knowing your numbers
- Staying up to date

Improving health



At Kaiser Permanente, our integrated care delivery and industryleading electronic health record make it easier for members to actively participate in and manage their care and allow us to track and share engagement results with you.





## Your results: overview

The percentages below represent the members who are engaged in each category.

	Member for	Member for 1 year or less			longer than 1	year
Member engagement category	Your group	Regional average	Industry average	Your group	Regional average	Industry average
<b>Getting connected</b> Registering and signing on to kp.org	54.3%	51.3%	63.3%	88.4%	81.3%	85.1%
<b>Knowing your numbers</b> Body mass index, blood pressure, exercise as a vital sign	68.6%	58.5%	60.9%	84.9%	85.4%	85.5%
<b>Staying up to date</b> Cancer screenings, flu shots, cholesterol, glucose	60.0%	55.8%	60.5%	82.6%	83.2%	86.6%
<b>Seeking care</b> Outpatient visits, nurse advice, secure messaging, filling prescriptions	37.1%	35.1%	44.7%	88.4%	87.7%	91.9%
Improving health Total Health Assessment, healthy lifestyle programs, Wellness Coaching by Phone	0.0%	1.9%	3.9%	0.5%	3.7%	3.6%

Note: Regional and industry averages are based on Kaiser Permanente membership.





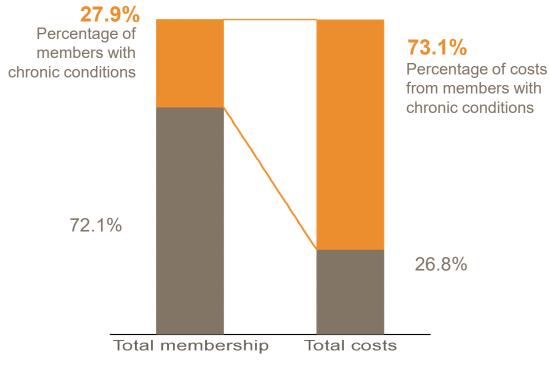


**COVID-19 Impact:** Fluctuations in the data occur beginning with Q2 2020 measurement period.

## CHRONIC CONDITIONS REPORT

Percentage of your costs driven by chronic conditions

73% of your costs are driven by 28% of your members<sup>1</sup>



6 in 10 U.S. adults have a chronic disease and 4 in 10 have 2 or more.<sup>2</sup>

Nearly 66% of COVID-19 hospitalizations in the U.S. are attributed to 4 underlying chronic conditions — obesity, diabetes, hypertension, and heart failure.<sup>3</sup>

<sup>2</sup>CDC, May 2022. <sup>3</sup>Bryant, NIH Research Matters, March 9, 2021.

<sup>1</sup> Continuously enrolled members during measurement period. The calculations for this graph use DxCG methodology.

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COV 01959 Measurement period: JUL-01-2022 through JUN-30-2023

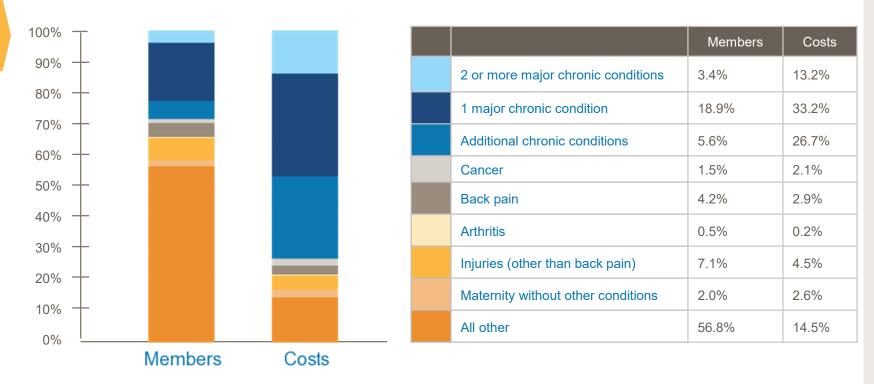


**COVID-19 Impact:** Fluctuations in the data occur beginning with Q2 2020 measurement period.

## CHRONIC CONDITIONS REPORT

## Percentage of your costs driven by conditions — segmented

Percentage of members compared to percentage of cost by condition<sup>1</sup>



## 73% of your costs are driven by 28% of your members<sup>2</sup>

<sup>1</sup>Continuously enrolled members during measurement period. <sup>2</sup>See note 1.

Note: Major chronic conditions = diabetes, asthma, coronary artery disease, heart failure, chronic obstructive pulmonary disease, chronic kidney disease, and depression. Calculations for this graph use DxCG methodology.

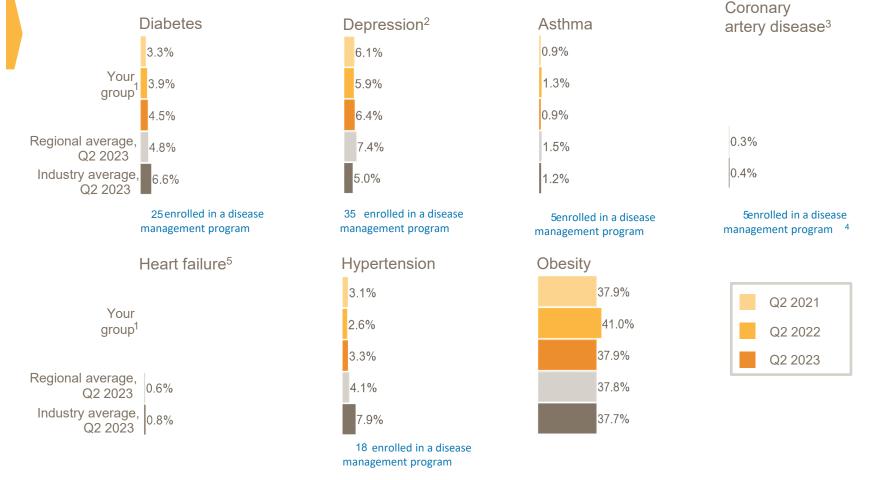
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COV 01959 Measurement period: JUL-01-2022 through JUN-30-2023



**COVID-19 Impact:** Fluctuations in the data occur beginning with Q2 2020 measurement period.

### CHRONIC CONDITIONS REPORT Prevalence by chronic condition



<sup>1</sup>Continuously enrolled members during measurement period. <sup>2</sup>Starting with Q4 2016 data, we're using an industry-standard disease cohort definition for heart failure and depression prevalence that more accurately reflects the latest coding. <sup>3</sup>HEDIS definitional change to coronary artery disease prevalence beginning with Q1 2018 data release, which may result in a minor reduction in CAD result. <sup>4</sup>Includes members with heart failure. <sup>5</sup>See note 2. Note: Results will not be displayed if the eligible population for the metric is insufficient. Regional and industry averages are based on Kaiser Permanente membership.

# KAISER PERMANENTE®

#### COV 01959 Measurement period: JUL-01-2022 through JUN-30-2023

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# Partnership in Health Prevention and Lifestyle Risks report



## Your results: preventive services overview

Measure <sup>1</sup>	Your results,	Your results,	Regional	Industry
	Q4 2021 <sup>2</sup>	Q4 2023 <sup>2</sup>	average	average
Flu immunization rate <sup>3</sup>	33.0%	26.8%	28.8%	33.0%

Measure	Your results, Q2 2021	Your results, Q2 2023	Regional average	Industry average	HEDIS 90th percentile
Childhood immunization rate	ISS	ISS	56.4%	63.3%	72.8%
Breast cancer screening rate	81.6%	68.2%	75.3%	83.5%	77.7%
Cervical cancer screening rate	83.8%	75.2%	77.8%	83.2%	80.4%
Colorectal cancer screening rate	75.7%	68.9%	65.8%	71.9%	72.5%

<sup>1</sup>Continuously enrolled members during measurement period.

<sup>2</sup>ISS will be displayed if eligible member population for the metric is insufficient.

<sup>3</sup>National comparative data for flu immunization rate is no longer reported due to the use of a different methodology (survey data) to calculate results vs.

Regional and industry averages are based on Kaiser Permanente membership.

Kaiser Permanente's reported results captured in members' medical records.



## Your results: lifestyle risks overview

Measure	Your results, Q4 2021 <sup>1</sup>	Your results, Q4 2023 <sup>1</sup>	Regional average	Industry average	National comparative data
Adult weight - overweight or obese	83.9%	77.3%	75.3%	76.7%	71.6% <sup>3</sup>
Childhood weight - overweight or obese	35.9%	31.5%	32.0%	31.9%	35.1%
Adult exercise - not meeting minimum	67.4%	61.7%	65.7%	68.1%	46.7% <sup>5</sup>
Prediabetes test result <sup>2</sup>	15.0%	22.3%	29.6%	34.2%	34.5% <sup>6</sup>
Total cholesterol - borderline high or high	40.2%	36.3%	36.2%	35.7%	38.2% <sup>7</sup>
Blood pressure - undesirable BP systolic/diastolic >= 140/90	12.3%	11.4%	14.8%	12.9%	33.2% <sup>8</sup>
Smoking rates	9.7%	10.6%	10.8%	6.1%	13.7% <sup>9</sup>

<sup>1</sup>ISS will be displayed if eligible member population for the metric is insufficient.

<sup>2</sup>We advise using current prediabetes rates only. See speakers notes for details.

<sup>3</sup>CDC, December 2020. <sup>4</sup>CDC, December 2020. <sup>5</sup>CDC, June 2021. <sup>6</sup>CDC, 2021. <sup>7</sup>Circulation, February 23, 2021. <sup>8</sup>Ostchega et al., American Journal of Hypertension, April 28, 2021. <sup>9</sup>CDC, March 2022.

Regional and industry averages are based on Kaiser Permanente membership. For the Washington region, metrics displayed on this slide will depend on the use of Kaiser Permanente providers.







# Successful control of chronic conditions

Medication is an important factor in controlling chronic diseases, improving overall health, and lowering health care costs.

#### Chronic conditions successfully controlled with medication

	Your group	Regional average	Industry average	HEDIS <sup>®</sup> 50th percentile	HEDIS <sup>®</sup> 90th percentile
Asthma medication ratio	ISS	71.8%	88.1%	82.7%	88.3%
Depression (acute phase)	62.5%	75.7%	82.4%	76.3%	82.1%
Depression (continuation phase)	ISS	58.4%	58.6%	59.9%	67.4%
Heart disease (beta blocker)	ISS	87.3%	87.9%	86.5%	92.2%

Note: Regional and industry averages are based on Kaiser Permanente membership.



Higher medication adherence has been linked to better health outcomes in people with chronic respiratory conditions like asthma, including fewer costly flare ups and better disease control.<sup>1</sup>

#### AT KAISER PERMANENTE

In the 2021–22 edition of the California Office of the Patient Advocate's Health Care Quality Report Card, our health plans were rated the best in the state for asthma and other respiratory care.<sup>2</sup>

<sup>1</sup>George et. al, *Patient Preference and Adherence*, 2019. <sup>2</sup>Health Care Quality Report Card, 2021–22, California Office of the Patient Advocate.



# Medication adherence

Increasing medication adherence is a cost-effective way to improve patient outcomes and reduce hospital utilization.

#### Good adherence comparison

Proportion of days covered is greater than or equal to  $80\%^1$ 

Medication prescribed for	Your group's average adherence	Regional average	Industry average
Diabetes	76.5%	76.4%	77.8%
High blood pressure	92.5%	83.3%	81.2%
High cholesterol	84.0%	81.3%	79.7%

<sup>1</sup>Proportion of days covered is the adherence metric used by Centers for Medicare and Medicaid Services (CMS). It is more conservative than, and not comparable to, the medication possession ratio measure used by many pharmacy benefit managers. Note: Regional and industry averages are based on Kaiser Permanente membership.

#### Estimated dollars saved

19,153

Calculation: Estimate is based on the number of people achieving >80% PDC multiplied by the average cost savings for good adherence. Results by individual condition are aggregated for your group.



Good medication adherence in patients with diabetes, high blood pressure, and high cholesterol is linked to lower medical costs.<sup>2</sup>

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Our physicians and pharmacists work collaboratively to help ensure that patients get the right medication at the right dosage at the right time.

Care providers also have electronic access to patient medication records, providing them with the opportunity to reinforce adherence at multiple touch points.

<sup>2</sup>Drug Target Insights, 2021.



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# **KPNW Pharmacy:** Top 10 by Cost

### Top 10 by Cost: Dec 2021 – Nov 2022

Drug Name	Pharmacy Paid
HUMIRA(CF) PEN 40MG/0.4 ML PNKT	\$79,689.19
HUMIRA PEN 40MG/0.8 ML PNKT	\$52,747.74
TREMFYA 100MG/ML ATIN	\$43,347.30
HUMIRA 40MG/0.8 ML SYKT	\$35,155.27
BIKTARVY 50-200-25MG TAB	\$19,096.00
HUMIRA(CF) PEN CROHNS-UC-HS 80MG/0.8 ML PNKT	\$13,393.85
GLATOPA 40MG/ML SYRG	\$12,499.20
HUMALOG U-100 INSULIN 100UNIT/ML SOLN	\$9,414.40
ENTRESTO 97-103MG TAB	\$8,009.60
PRADAXA 150MG CAP	\$7,733.40
Total: Selected Filter(s)	\$281,085.95

### Top 10 by Cost: Dec 2022 – Nov 2023

Drug Name	Pharmacy Paid
TREMFYA 100MG/ML ATIN	\$47,254.92
DUPIXENT SYRINGE 200MG/1.14 ML SYRG	\$40,834.96
COSENTYX PEN (2 PENS) 150MG/ML PNIJ	\$38,970.66
DUPIXENT PEN 300MG/2 ML PNIJ	\$37,866.32
AMJEVITA(CF) AUTOINJECTOR 40MG/0.8 ML ATIN	\$27,874.80
ODEFSEY 200-25-25MG TAB	\$18,822.70
ENTRESTO 97-103MG TAB	\$16,734.88
VRAYLAR 6MG CAP	\$14,584.77
HIZENTRA 4 GRAM/20 ML(20 %) SOLN	\$14,394.88
OMNIPOD 5 G6 PODS (GEN 5) CRTG	\$14,023.08
Total: Selected Filter(s)	\$271,361.97





# **KPNW Pharmacy Utilization by Tier**

A BETTER WAY to take care of business

## Dec 2021 – Nov 2022

PUR Rollup	PUR Rollup	Pharmacy Paid	% of total Paid	Pharmacy Paid PMPM	Prescriptions	Paid per Prescription	% of total Prescriptions
Brand							
	Brand/Formulary	\$205,413.11	81.7%	\$22.73	184	\$1,116.38	50.00%
	Brand/Non-Formulary	\$46,099.27	18.3%	\$5.10	184	\$250.54	50.00%
Total: Brand		\$251,512.38	62.2%	\$27.83	368	\$683.46	8.49%
Generic							
	Generic/Formulary	\$41,972.36	64.4%	\$4.64	3,785	\$11.09	95.87%
	Generic/Non-Formulary	\$23,152.49	35.6%	\$2.56	163	\$142.04	4.13%
Total: Generic		\$65,124.85	16.1%	\$7.20	3,948	\$16.50	91.05%
Specialty							
	Specialty/Formulary	\$87,903.01	100.0%	\$9.72	20	\$4,395.15	100.00%
Total: Specialty		\$87,903.01	21.7%	\$9.72	20	\$4,395.15	0.46%
Total: Dec21-Nov22		\$404,540.24	48.1%	\$44.75	4,336	\$93.30	49.30%

### Dec 2022 - Nov 2023

Brand							
	Brand/Formulary	\$191,424.03	62.2%	\$20.67	230	\$832.28	70.99%
	Brand/Non-Formulary	\$116,438.35	37.8%	\$12.58	94	\$1,238.71	29.01%
Total: <mark>Brand</mark>		\$307,862.38	<mark>70.6%</mark>	\$33.25	324	<mark>\$950.19</mark>	<mark>7.26%</mark>
Generic							
	Generic/Formulary	\$34,754.04	66.1%	\$3.75	3,926	\$8.85	95.43%
	Generic/Non-Formulary	\$17,834.29	33.9%	\$1.93	188	\$94.86	4.57%
Total: <mark>Generic</mark>		\$52,588.33	<mark>12.1%</mark>	\$5.68	4,114	<mark>\$12.78</mark>	<mark>92.24%</mark>
Specialty							
	Specialty/Formulary	\$54,809.05	72.5%	\$5.92	10	\$5,480.91	45.45%
	Specialty/Non-Formulary	\$20,774.75	27.5%	\$2.24	12	\$1,731.23	54.55%
Total: <mark>Specialty</mark>		\$75,583.80	<mark>17.3%</mark>	\$8.16	22	<mark>\$3,435.63</mark>	<mark>0.49%</mark>
Total: Dec22-Nov23		\$436,034.51	51.9%	\$47.09	4,460	\$97.77	50.70%

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21



# Total Utilization (PMPM - Per Member Per Month)



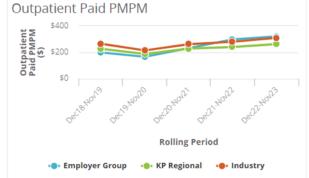
#### Total \$ PMPM

	Dec21-N	ov22	Dec22-Nov23		
Metrics	Employer Group	KP Regional	Employer Group	<b>KP Regional</b>	
Inpatient Paid PMPM	\$51.68	\$96.53	\$89.21	\$97.71	
Outpatient Paid PMPM	\$298.34	\$240.78	\$320.44	\$263.17	
Pharmacy Paid PMPM	\$44.75	\$44.80	\$47.09	\$46.27	
Other Paid PMPM	\$93.31	\$84.76	\$94.58	\$87.79	
Total Paid PMPM	\$488.09	\$466.87	\$551.32	\$494.94	



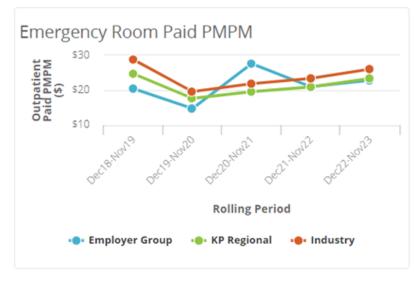
# Inpatient, Outpatient and Pharmacy Utilization











# KAISER PERMANENTE®

# Medical Benefit Ratio: March 2021 – Feb 2023

Paid Date	Premium	Premium PMPM	Inpatient Paid	Outpatient Paid	Other Paid	Medical Paid	Pharmacy Paid	Total Paid	Total Paid PMPM	Medical Benefit Ratio	Subscriber Months	Member Months
Dec 2021	\$383,565.95	\$508.71	\$24,331.70	\$220,745.85	\$71,291.21	\$316,368.76	\$32,464.23	\$348,832.99	\$462.64	90.9%	286	754
Jan 2022	\$368,344.64	\$492.44	\$29,985.83	\$177,340.14	\$60,199.75	\$267,525.72	\$41,512.06	\$309,037.78	\$413.15	83.9%	285	748
Feb 2022	\$367,060.63	\$491.38	\$34,005.66	\$199,772.07	\$64,024.29	\$297,802.02	\$16,122.49	\$313,924.51	\$420.25	85.5%	282	747
March 2022	\$363,531.59	\$489.28	\$43,306.87	\$216,263.40	\$67,860.52	\$327,430.79	\$67,229.63	\$394,660.42	\$531.17	108.6%	280	743
April 2022	\$364,010.33	\$488.60	\$35,826.23	\$323,635.76	\$73,779.59	\$433,241.58	\$20,796.22	\$454,037.80	\$609.45	124.7%	283	745
May 2022	\$359,703.03	\$488.06	\$22,367.56	\$307,802.46	\$72,630.18	\$402,800.20	\$43,028.98	\$445,829.18	\$604.92	123.9%	283	737
June 2022	\$363,617.46	\$488.08	\$5,330.53	\$179,827.19	\$59,284.63	\$244,442.35	\$28,571.30	\$273,013.65	\$366.46	75.1%	286	745
July 2022	\$365,546.87	\$486.75	\$64,632.64	\$195,052.35	\$63,698.82	\$323,383.81	\$35,851.59	\$359,235.40	\$478.34	98.3%	287	751
Aug 2022	\$367,488.31	\$485.45	\$87,001.36	\$161,774.82	\$94,417.36	\$343,193.54	\$24,588.98	\$367,782.52	\$485.84	100.1%	289	757
Sept 2022	\$373,465.00	\$490.11	\$29,585.00	\$253,581.61	\$69,400.58	\$352,567.19	\$35,129.20	\$387,696.39	\$508.79	103.8%	295	762
Oct 2022	\$380,976.07	\$489.06	\$68,241.89	\$205,180.23	\$70,320.27	\$343,742.39	\$21,848.50	\$365,590.89	\$469.31	96.0%	298	779
Nov 2022	\$377,122.22	\$489.13	\$22,517.51	\$255,729.46	\$76,515.46	\$354,762.43	\$37,397.06	\$392,159.49	\$508.64	104.0%	297	771
Total:	\$4,434,432.10	\$490.59	\$467,132.78	\$2,696,705.34	\$843,422.66	\$4,007,260.78	\$404,540.24	\$4,411,801.02	\$488.09	99.5	3,451	9,039
Dec 2022	\$376,223.29	\$491.15	\$185,054.38	\$223,770.45	\$83,062.69	\$491,887.52	\$34,731.07	\$526,618.59	\$687.49	140.0%	296	766
Jan 2023	\$408,992.77	\$559.50	\$39,540.84	\$231,680.35	\$71,817.47	\$343,038.66	\$25,588.42	\$368,627.08	\$504.28	90.1%	289	731
Feb 2023	\$422,338.31	\$560.13	\$24,223.00	\$210,514.13	\$61,354.95	\$296,092.08	\$38,830.88	\$334,922.96	\$444.19	79.3%	298	754
Marhc 2023	\$426,725.36	\$561.48	\$16,719.87	\$308,790.17	\$75,027.64	\$400,537.68	\$37,315.80	\$437,853.48	\$576.12	102.6%	302	760
April 2023	\$426,063.24	\$562.09	\$256,014.35	\$232,936.83	\$92,419.67	\$581,370.85	\$39,659.46	\$621,030.31	\$819.30	145.8%	302	758
May 2023	\$438,839.00	\$561.89	\$27,454.39	\$212,380.49	\$72,668.62	\$312,503.50	\$15,969.55	\$328,473.05	\$420.58	74.9%	309	781
June 2023	\$435,913.70	\$561.74	\$41,705.27	\$359,889.27	\$77,622.40	\$479,216.94	\$63,972.69	\$543,189.63	\$699.99	124.6%	309	776
July 2023	\$436,645.33	\$562.69	\$40,687.15	\$208,195.48	\$63,968.65	\$312,851.28	\$40,048.80	\$352,900.08	\$454.77	80.8%	307	776
Aug 2023	\$439,871.00	\$562.49	\$33,449.50	\$227,948.56	\$64,722.43	\$326,120.49	\$30,457.40	\$356,577.89	\$455.98	81.1%	309	782
Sept 2023	\$441,711.56	\$564.13	\$47,157.85	\$235,641.19	\$67,595.16	\$350,394.20	\$32,754.19	\$383,148.39	\$489.33	86.7%	310	783
Oct 2023	\$449,299.21	\$561.62	\$19,207.74	\$221,841.68	\$65,521.94	\$306,571.36	\$40,290.82	\$346,862.18	\$433.58	77.2%	317	800
Nov 2023	\$445,075.13	\$561.96	\$94,826.74	\$293,327.89	\$79,902.56	\$468,057.19	\$36,415.43	\$504,472.62	\$636.96	113.3%	315	792
Total:	\$5,147,697.90	\$555.97	\$826,041.08	\$2,966,916.49	\$875,684.18	\$4,668,641.75	\$436,034.51	\$5,104,676.26	\$551.32	99.2%	3,663	9,259



#### **Utilization Overview**

# **KPNW High-Cost Claimants (in excess of \$100k)**

Member Status	Current Primary Condition	Total Paid
Active	Multiple myeloma	\$253,311.84
Active	Maintenance chemotherapy;	\$240,859.04
	radiotherapy	
Active	Cancer of pancreas	\$202,148.79
Active	Anxiety disorders	\$121,245.32
Active	Other aftercare	\$101,680.42
	Active Active Active Active	Active       Multiple myeloma         Active       Maintenance chemotherapy;         radiotherapy         Active       Cancer of pancreas         Active       Anxiety disorders

kp.org/choosebetterCurrent Pooling point \$210,000. Major Diagnosis Code (MDC) captured from inpatient KAISER PERMANENTE® 25 utilization data. "!" indicates the service is either related to outpatient or pharmacy services.



# Thank you!



A BETTER WAY to take care of business

# YOUR ACCOUNT MANAGEMENT TEAM



Joel Stephens Executive Account Manager Office:503-813-4630 Mobile: 503-347-0527 Email: Joel.D.Stephens@kp.org

As your account manager, I'll support strategic planning and development of group policy changes and renewals. I will advise and support your needs for new products and benefit designs, account planning and collaboration. I look forward to working with you.



Brianna Gerbasi Associate Account Manager Mobile: 503-307-2734 Email: Brianna.S.Gerbasi@kp.org

As your associate account manager, I'll help you with membership and enrollment support, renewal processing, contracts and ad hoc literature requests. I'll also serve as backup support if Joel is unavailable. I look forward to working with you and your clients to ensure needs are met.

