

NACo Prescription Discount Card, Dental Discount & Health Discount Program Overview

Where The Program Is Today

- Since December 2004:
 - More than 1,300 counties have joined the NACo Prescription Discount Card Program
 - Over 40 million prescriptions have been processed
 - Over \$600 million has been saved

Based on all claims adjudicated by CVS Caremark for NACo 12/01/14 through 06/30/2014.

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Who Can Use a Prescription Discount Card?

The NACo Prescription Discount Card can be used anytime a prescription is not covered by insurance – even for pets!

- Uninsured residents
- When a prescription is not covered:
 - **Underinsured residents**
 - Medicare Plan D participants non-covered drugs
- Pet prescriptions
- Incarcerated individuals

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CVS Caremark Experience

- CVS Caremark has administered prescription discount card programs since 1992
 - Currently more than 18 million discount card program participants
 - CVS Caremark is Ranked 12th on Fortune 500
 - CVS Caremark is the number one provider of prescriptions in the nation – more than one billion prescriptions filled or managed annually

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Participating Pharmacy Network

- “Pharmacy-friendly” network contracting philosophy
 - More than 68,000 participating pharmacies nationwide = over 9 out of 10 pharmacies.
- All major chain pharmacies participate, including: Rite-Aid, Walgreens, CVS, Wal-Mart, Target, grocery store chains, most independents
- Solid reputation with participating pharmacies since 1969
 - Optional agreement to accept the prescription discount card
 - Acceptance of online claims processing system

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Real Value -- NACo Program 2014

- Average savings of \$13.15 per prescription
- Actual average savings of 27.9%
- Savings up to 75%
- Generic medication average savings
 - 34.7% off retail
 - \$12.34 per prescription
- Brand medication average savings
 - 14.3% off retail
 - \$19.03 per prescription

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Pricing

- What makes CVS/caremark's pricing the best:
 - Generic Pricing – 90% of all prescriptions discount card programs are generics. Our pricing focuses on the lowest generic pricing by utilize the best MAC list.
 - Scale & Relevance – The size of CVS/caremark gives the program the negotiating leverage it needs to have the lowest prices, thus driving traffic to the pharmacies.
 - Partnerships – Being one of the “Big 3” PBMs (along w/Express and Medco) gives us the experience that pharmacies like. Being the first PBM (1969) and the first PBM to offer a discount card program (1992) helps as well.
 - Trust – Giving residents what you promise is important. Our price estimator is the most accurate in the industry, and with an award winning call center, you can be assured that your residents are getting the service they deserve.

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Why are NACo Dental & Health Discount Programs Important?

- Over 100 million Americans lack dental and vision insurance coverage today.
- Dental and vision care are NOT included in the Affordable Care Act
- Discount programs are a great way to offer discounted negotiated rates for service, without the commitment of an insured product.

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What Are the Services?

- Along with our Dental Discount program, we offer our Health Discount program that includes discounts on:



Vision Care



LASIK & PRK



Prescriptions



Diabetic Supplies



Prepaid Lab



Hearing



Prepaid Diagnostic Imaging

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Who Can Be Helped By the NACo Dental & Health Discount Programs?

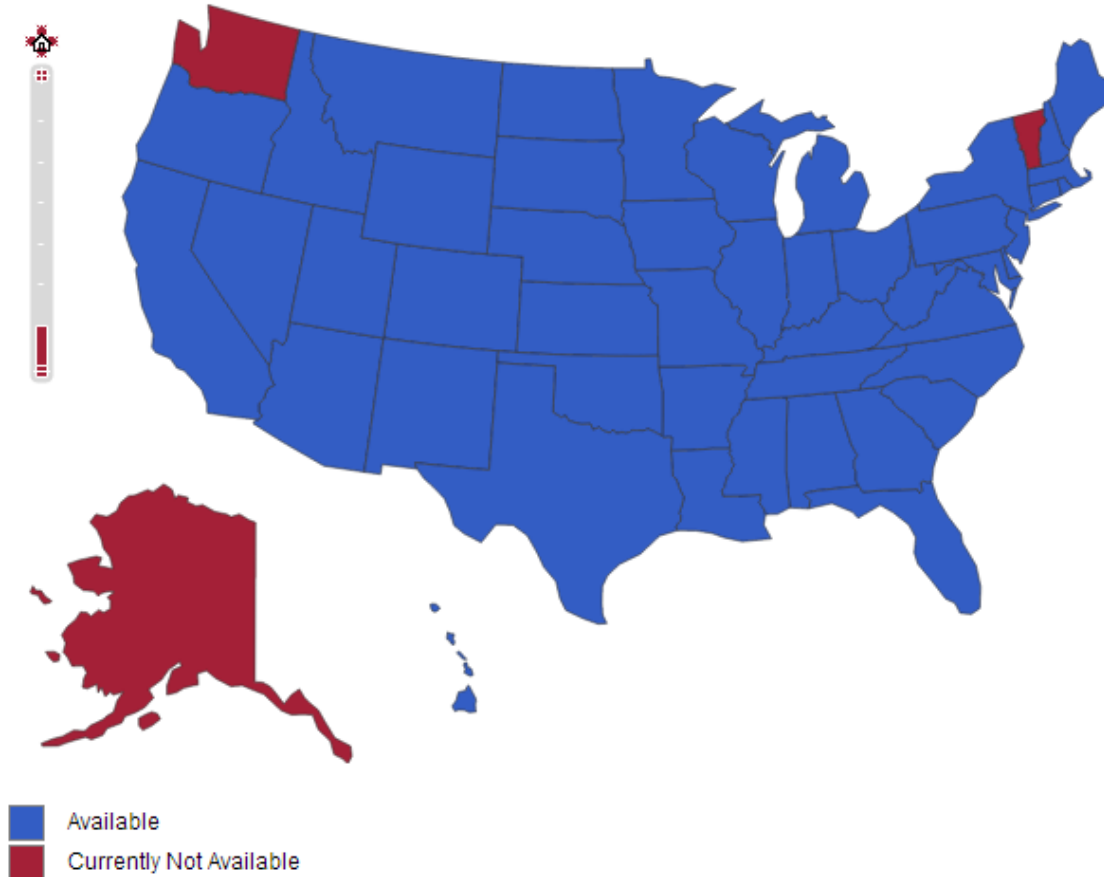
- Individuals
- Growing Families
- Single Parents
- Empty Nesters
- Caregivers with parents over age 60
- Anyone that does not have access to or cannot pay for auxiliary insurance



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Where are the Programs Available?



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What Does It Cost Residents?

- Residents can save on dental and health care, whenever they need and as often as they need with:
 - NO annual limits
 - NO claims to file
 - NO waiting periods
 - Flexibility to move in and out of program as needed
- Both Dental Discount and Health Discount Programs have the same monthly and annual fees:

| | Monthly | Annually |
|------------|----------------|-----------------|
| Individual | \$6.95 | \$69.00 |
| Family | \$8.95 | \$79.00 |

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Sample Savings – Dental

| Sample Savings | | | |
|-----------------------|----------------------|----------------------|------------------------|
| Dental Care | Average Retail Price | Average Member Price | Average Member Savings |
| Routine Check-Up | \$57 | \$24 | \$33 |
| In Depth Check-Up | \$99 | \$36 | \$63 |
| Adult Teeth Cleaning | \$102 | \$54 | \$48 |
| Child Teeth Cleaning | \$75 | \$38 | \$37 |
| Full Mouth X-Rays | \$144 | \$70 | \$74 |
| Bitewing X-Rays (4) | \$70 | \$31 | \$39 |
| Panoramic Film | \$122 | \$55 | \$67 |
| Composite Filling* | \$175 | \$71 | \$104 |
| Root Canal (Molar) | \$1,170 | \$576 | \$594 |
| Simple Extraction (1) | \$197 | \$65 | \$132 |
| Full Upper Denture | \$1,855 | \$778 | \$1,077 |

**Composite Filling example is one surface, (white) composite, upper or lower front tooth. Actual prices and savings vary depending on the provider and geographic area.*

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Dental Network

■ Cigna and Aetna Dental Savings

aetna Residents of MD, ND, SD and WY

 **Cigna** All other states

- Save 15% to 50% off most dental procedures
- Over 110,000 general dentists and specialist to choose from
- Covers everything from routine check-ups, to filling and crowns and even dentures, braces and cosmetic work

■ Benefit Summary

- NO claim forms
- NO deductibles
- NO age limits
- NO waiting periods
- NO maximums
- NO frequency limitations, and
- NO pre-existing condition limitations

Dental Savings Network Exclusions: AK, WA, VT

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Real Solutions for Everyday Health Problems

SAVINGS

PROVIDER NETWORK

| | | |
|-----------------------------------|---|--|
| VISION CARE | 35% off retail price of frames with purchase of complete pair. Discounts on other products and services in the program include exams, lenses, accessories, contact lenses & more. | More than 50,000 participating providers including LensCrafters, Pearle Vision, Target Optical, and independent optometrists, ophthalmologists & opticians |
| LASIK & PRK VISION | 15% off retail prices and 5% off promotional pricing | More than 600 participating locations |
| PRESCRIPTIONS | Save up to 75% with average savings of 24% off of the retail price of prescription medications | More than 68,000 participating retail pharmacies, available for residents & their pets |
| DIABETIC SUPPLIES | Save on prescription and over-the-counter diabetic supplies | More than 68,000 participating retail pharmacies, available for residents & their pets |
| PREPAID LAB | 20-70% off a wide variety of physician approved lab testing services, with confidential results | More than 4,000 participating service centers |
| PREPAID DIAGNOSTIC IMAGING | 40-75% off MRI and CT scans | More than 2,900 radiology centers |
| HEARING | 35% off hearing aid prices & complimentary screenings | More than 3,000 participating locations |

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Vision Network

■ EyeMed Vision Care

- Save 35% off retail on frames
- Save 20% of lenses and lens add-ons
- Over 45,000 providers including LensCrafters, Pearle Vision, Sears Optical, Target Optical, JCPenney Optical, and independent optometrists, ophthalmologists, and opticians



■ Benefit Summary

- Visit multiple participating providers at any time, for any reason
- No limit to the number of visits
- No waiting period, no paperwork to file

Vision Network Exclusions: AK, WA, VT and Puerto Rico

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Hearing Network

■ Connect Hearing

- Over 3,000 locations
- 35% off hearing aids
- 3 year extended warranties
- Complimentary hearing exam, follow up hearing aid fittings & routine cleanings
- 3 year supply of hearing aid batteries
- Price match guarantee



■ Benefit Summary

- One of the largest national networks of independent audiologists

Hearing Savings Network Exclusions: AK, IL, WA, VT & Puerto Rico

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Chiropractic & Alternative Medicine Network

- ChooseHealthy
 - Over 19,000 participating providers
 - Save 25% off U&C fees for services
 - Save 15%-40% off health & wellness products online
 - Offers fitness center discounts & free trial memberships to nearly 15,000 facilities
- Benefit Summary:
 - Discounts on chiropractic, massage therapy, acupuncture, and fitness centers
 - No limit to the number of visits
 - Not required to be medically necessary
 - No waiting period, no paperwork to file



Chiropractic & Alt. Med Network Exclusions: AK, WA, VT & Puerto Rico

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Prepaid Lab & Diagnostic Imaging Network

- Galaxy Health Network

- Over 2,900 radiology centers nationwide
- Save 40%-75% off MRI and CT scans
- Save 20%-70% off blood tests, allergy tests, cardiac & cholesterol screens, maternity & infertility tests



- Benefit Summary

- Personalized scan scheduling with a service representative
- Lab results are confidential
- Results for most tests are available via email within 48 hours (Cultures, reflex and specialty test results typically 14-28 days)

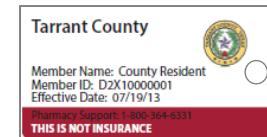
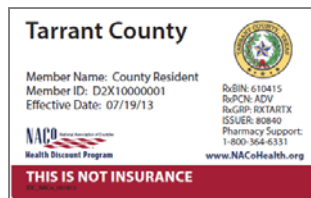
Lab & Diagnostic Network Exclusions: AK, NY, NJ, MA, RI, VT, WA & Puerto Rico

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Program Marketing

- NEW design for FREE prescription cards
- NEW displays & posters
- www.NACoHealth.org
- NEW plastic membership ID cards & keyfobs for NACo Health Discount Program members



FREE PRESCRIPTION DISCOUNT CARD

NACO National Association of Counties

This is NOT insurance.



SAVE UP TO 75%
OFF THE COST OF YOUR
PRESCRIPTIONS

USE THIS CARD ANY TIME A PRESCRIPTION IS NOT COVERED BY INSURANCE.

- Save up to 75%*
- It's FREE, no enrollment fees
- Nine out of 10 pharmacies accept the card
- No limits on how many times you use the card
- You and your family can use the card - even use it for pets

Visit www.nacorx.org to look up a participating pharmacy, a price estimate for your prescription, check drug interactions, or view health and wellness information. For more information, call toll-free **1-877-321-2652**.

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Easy to Join

Join online
www.NACoHealth.org

OR

Enroll by phone
1-877-573-2395



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Easy to Save

Start Saving Today

- Check your email for your temporary membership card



Save Again & Again

- Check your mailbox for your permanent member materials

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Service For Residents

- Toll-free phone number to the award winning CVS Caremark Customer Care
- Pharmacy help desk
- Flexible enrollment process – no paperwork
- By visiting www.nacorex.org, residents have access to:
 - Print ID card
 - Locate a pharmacy
 - Check drug pricing



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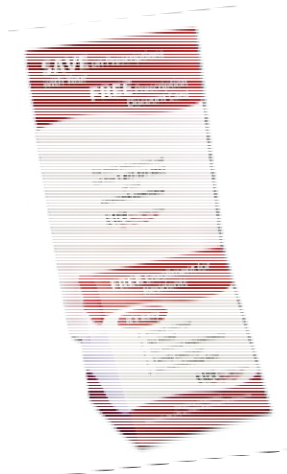
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Resident Communication Materials

- CVS Caremark continues to provide standard participant materials at no charge to the county
 - ID card/brochures, Posters, Display stands

- Bill Insert cards are now available



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Service for Counties

- Dedicated implementation team
- Communication materials
- Monthly reports
- Review and approval of marketing materials
- Program link for county websites (www.nacorx.org)
- Marketing support
 - Press releases
 - Press conference support
 - Pharmacy mailings
 - Bill inserts
 - QR codes
 - Text cards

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County Benefits

- **No cost to county**
 - Program provided at no cost
 - Standard marketing materials provided at no cost
- **Easy to administer**
 - No enrollment paperwork
 - No eligibility transmission required
 - NACo and CVS Caremark provide full support for the program
 - Customer Care managed by CVS Caremark
- **Proven results**
 - Average savings of 27.9% in 2014*
 - Over 1,400 counties participate in the program with their residents savings over \$600 million dollars on more than 40 million prescriptions*
 - Savings up to 75%

*Based on all claims adjudicated by CVS Caremark for NACo 01/01/2014 through 6/30/1412/31/2012.

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County Support

- NACO and CVS/caremark's level of support and service to counties is unmatched, developing custom marketing plans for each county fitting their respective needs. Methods include:
 - Press releases
 - Press conference support
 - Pharmacy mailings
 - Community facility mailings
 - Bill insert mailings
 - QR codes
 - SMS – Text messages

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County Support (cont.)

Press releases

- NACo and CVS/caremark will develop and distribute press releases on behalf of the county, including:
 - Announcing implementation
 - Keeping program visibility high
 - Marking savings milestones
 - Ensuring county officials receive proper credit for helping residents

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County Support (cont.)

- Pharmacy Mailings
 - CVS/caremark and NACo work to distribute cards and display stands to local participating pharmacies
 - Method leads to higher utilization
 - Follows pharmacy protocols
 - Hand delivering cards to pharmacies can compromise the network

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County Support (cont.)

- Community Facilities Mailings
 - CVS/caremark and NACo work to distribute cards and display stands to community facilities
 - County needs to simply provide contact information for facilities and we'll produce and ship the cards to the locations at our cost

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County Support (cont.)

- Bill Insert Mailings
 - Bill Insert cards designed for county mailings
 - Can be inserted in water bills, property tax statements and other various county mailings
 - Weight of each insert is .063 ounces, or 1.79 grams and typically has no effect on postage



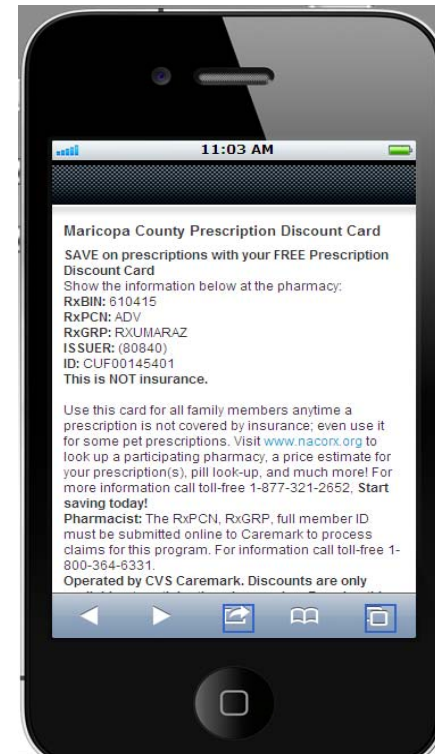
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County Support (cont.)

■ Electronic Cards

- Two new types of electronic cards that make it easy for residents to receive a card. These cards can be advertised on posters, press releases, newspaper ads, etc.
 - QR codes
 - SMS text cards



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County Benefits

- The Marketing Fee Reimbursement Option
 - Counties can now participate in the marketing fee reimbursement option to receive \$1 per prescription when their card is used to receive a discount.
 - Signing the County Agreement and a rider gets your county enrolled.

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Our Advantages

- Network – Largest prescription discount card network in the nation
- Marketing – Extensive marketing support for your county
- Experience – Administrating the first and best discount card program since 1992!
- Fully Integrated Health Organization – PBM, Pharmacy, Specialty
- Resident Support – J.D. Power & Associates #1 award winning support for your residents
- Legal Support – Legal expertise regarding U.S. laws and registration requirements.
- Pricing – Our Prescription Discount Card, Dental Discount and Health Discount programs are the best priced program in the country!

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