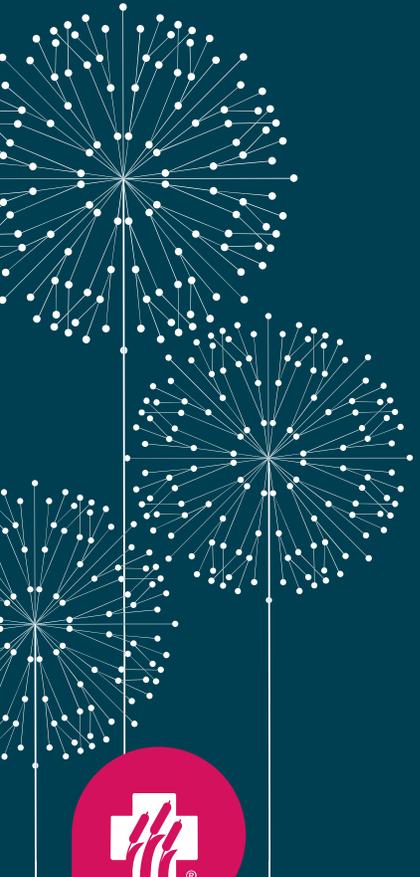


Medicare Advantage Strategy



Marshfield Clinic Health System



OUR MISSION

we enrich lives

...to create healthy communities through accessible, affordable, compassionate health care.

OUR VISION

we will innovate

...and define the future of health care for generations and will be the consumer's first choice for health care.

OUR VALUES

PATIENT-CENTERED: We listen, serve and put the needs of the patient first.

TRUST: We earn trust through honesty, integrity, respect and compassion.

TEAMWORK: We work together, respecting each other and our professional roles.

EXCELLENCE: Through research, education and best practice, we deliver exceptional quality.

AFFORDABILITY: We are accountable as we manage resources and deliver value-based care.



Marshfield Clinic Health System



55 Clinical Locations *in* **34** Wisconsin Communities

WE HAVE A
CHILDREN'S HOSPITAL

1 of only 4 in Wisconsin

 **1,200**
PROVIDERS

328,000
Unique Patients

3.5 million
Patient Encounters

Security Health Plan
serves
230,000
members
ACROSS ALL
72 Wisconsin counties

We collaborate with
400 Community
Organizations

on Community
Health Initiatives

PHYSICAL PRESENCE

3 Ambulatory
Surgery Centers

8 Urgent Cares

3 Skilled Nursing
Facilities

10 Dental Clinics

17 Pharmacies

7 Hospitals

33 Clinical Laboratories



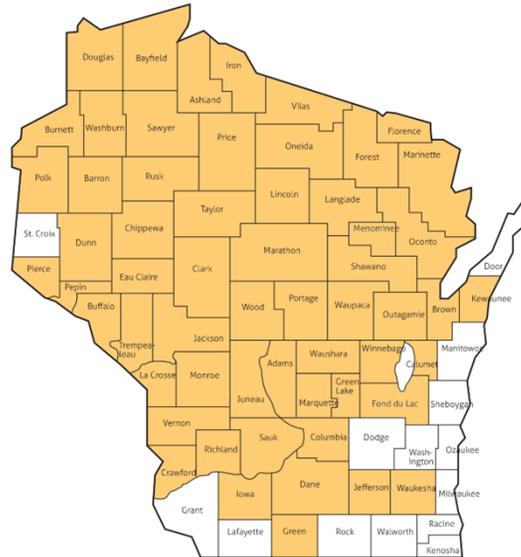
Academic Location *for the*
University of Wisconsin
School of Medicine & Public Health



Market penetration

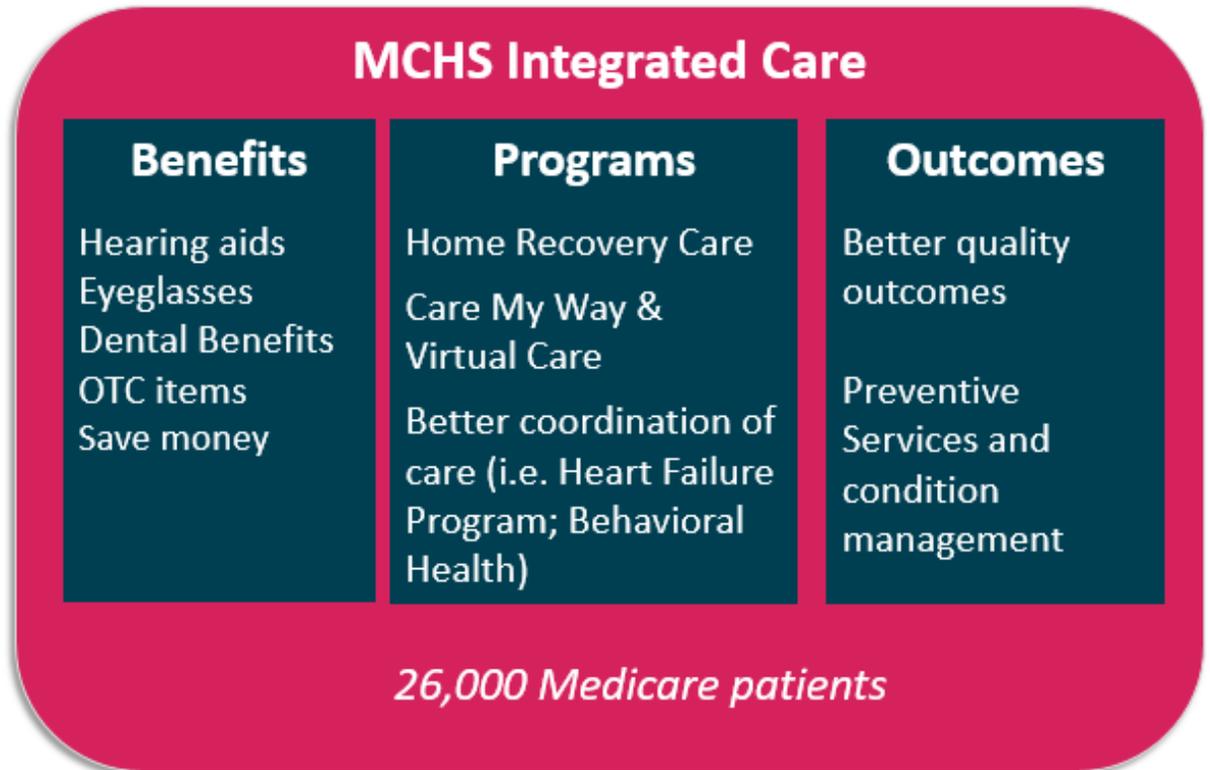
One in three (34%) **Medicare** beneficiaries – 20.4 million people – is enrolled in a **Medicare Advantage** plan nationwide

- 40% in Wisconsin
- 19% of Medicare Advantage enrollees have chosen MCHS



Why Medicare Advantage?

- Best vehicle to carry out our mission, vision and values for Medicare patients
- Triple win for patients, care delivery and health plan
- Financial and growth opportunities
- Platform for innovation and advancing integrated care model



Value-added discounts offered

- 3,600 members received hearing aids to date (60% from MCHS)
- 22,000 members received eyeglasses to date (24% from MCHS)
- 30,000 members received preventive dental services
- 30,000 members received OTC products through joint benefit program



Marshfield Clinic Health System

Hearing and vision savings for Medicare patients

Medicare Advantage discounts

- To learn about available vision, hearing, dental, and hearing aid discounts, call 800-828-6222 or visit www.marshfieldclinic.org.
- To find out more about security health plans, visit www.marshfieldclinic.org.

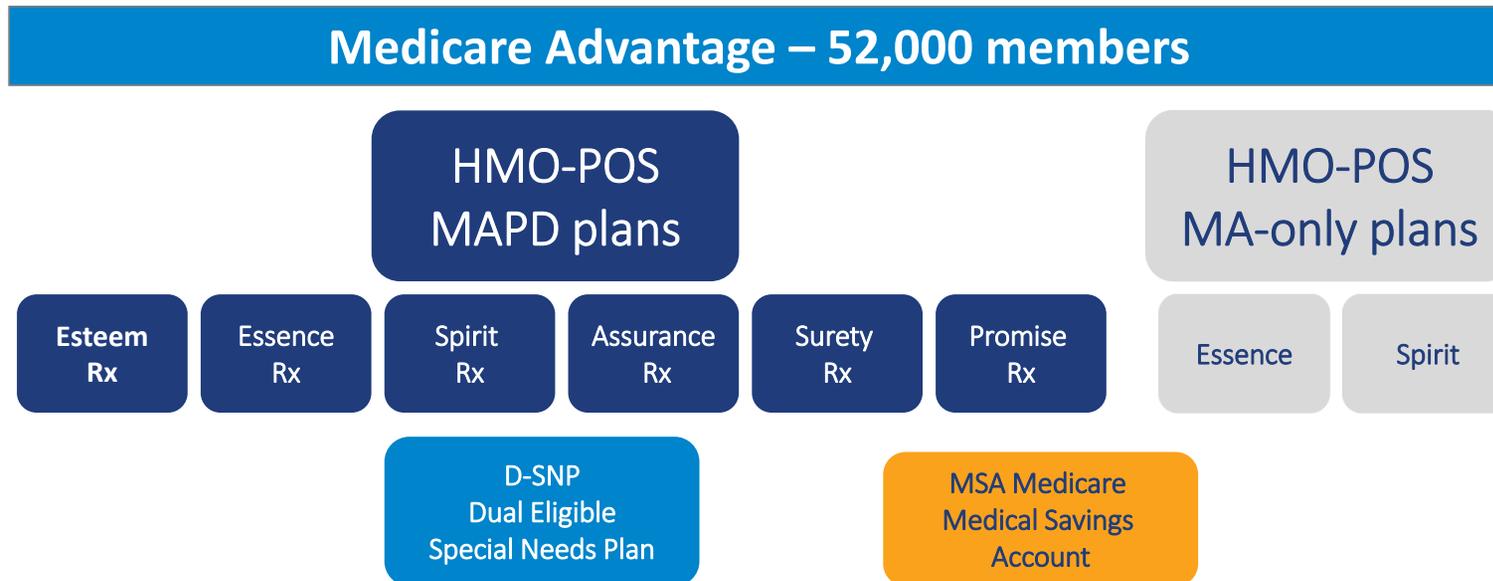
Security Health Plan Medicare Advantage members get discounts.*

<p>50% off member costs for one pair of eyeglasses per year purchased through Marshfield Clinic Health System.**</p>	<p>50% off copays for up to two hearing aids per year purchased through Marshfield Clinic Health System.</p>
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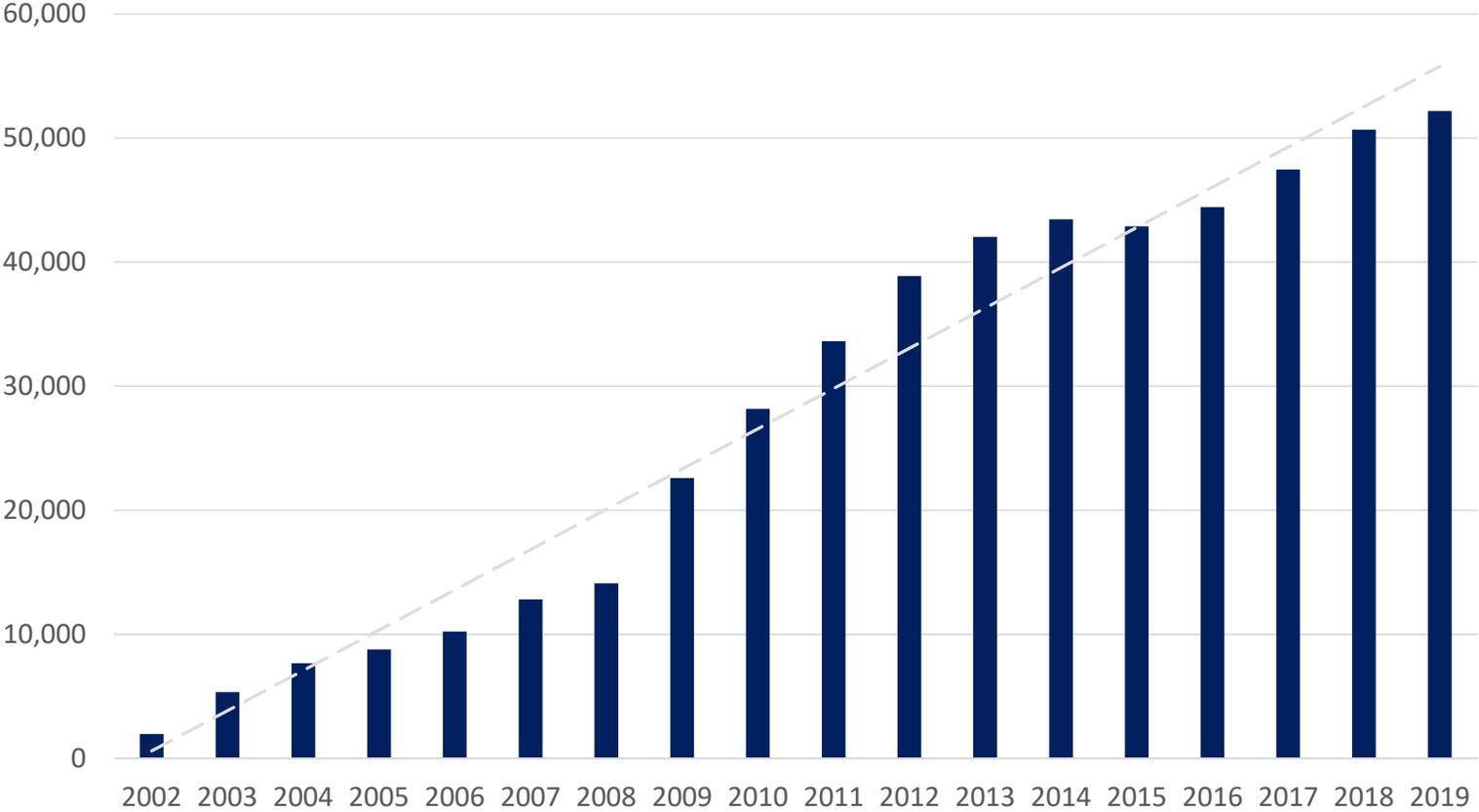
*Based on plan and benefits offered through Security Health. May vary by county of residence. Not all plans and benefits are available in all Wisconsin counties. Certain Medicare Advantage plans are excluded from the eyeglasses and hearing aid discounts. Patients with Any Well (C-DIP) are excluded from the hearing aid discount.
**Certain eyeglass brands are excluded from this discount. Marshfield Clinic discounts are value-added services and are not part of the plan's benefits.

Marshfield Clinic Health System

Profile and products

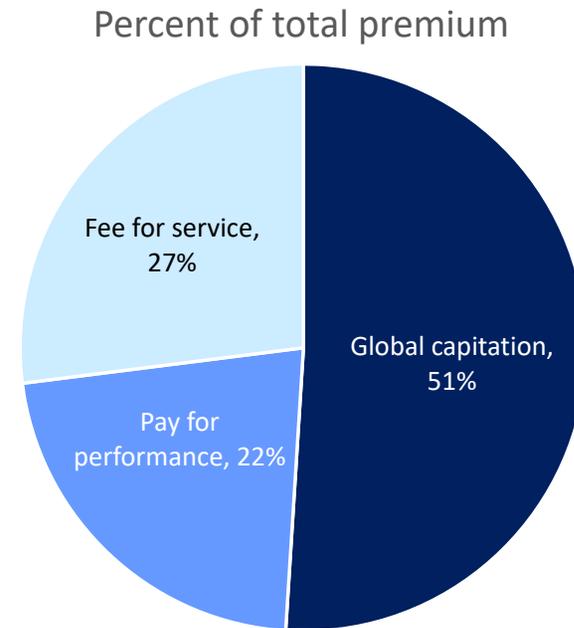


Membership growth



Managing cost

- \$790 average per member/per month cost (88% MLR)
- Average risk score of .989
- Utilize both global capitation provider arrangements as well as pay for performance
- Bundled payment options for lower cost of care
- Programs and bonuses for utilization management performance



Quality strategy and discipline

- Quality Governance and Oversight Council
- CMS Star Rating of 4/5 stars or higher since inception



3 Quality Awards of Excellence



Questions?

