

# The Washington Trial

## The Loomis Company Analysis of MedEncentive at Lourdes Health Network

Matt Henderson, CEO, Pacific Crest Benefits

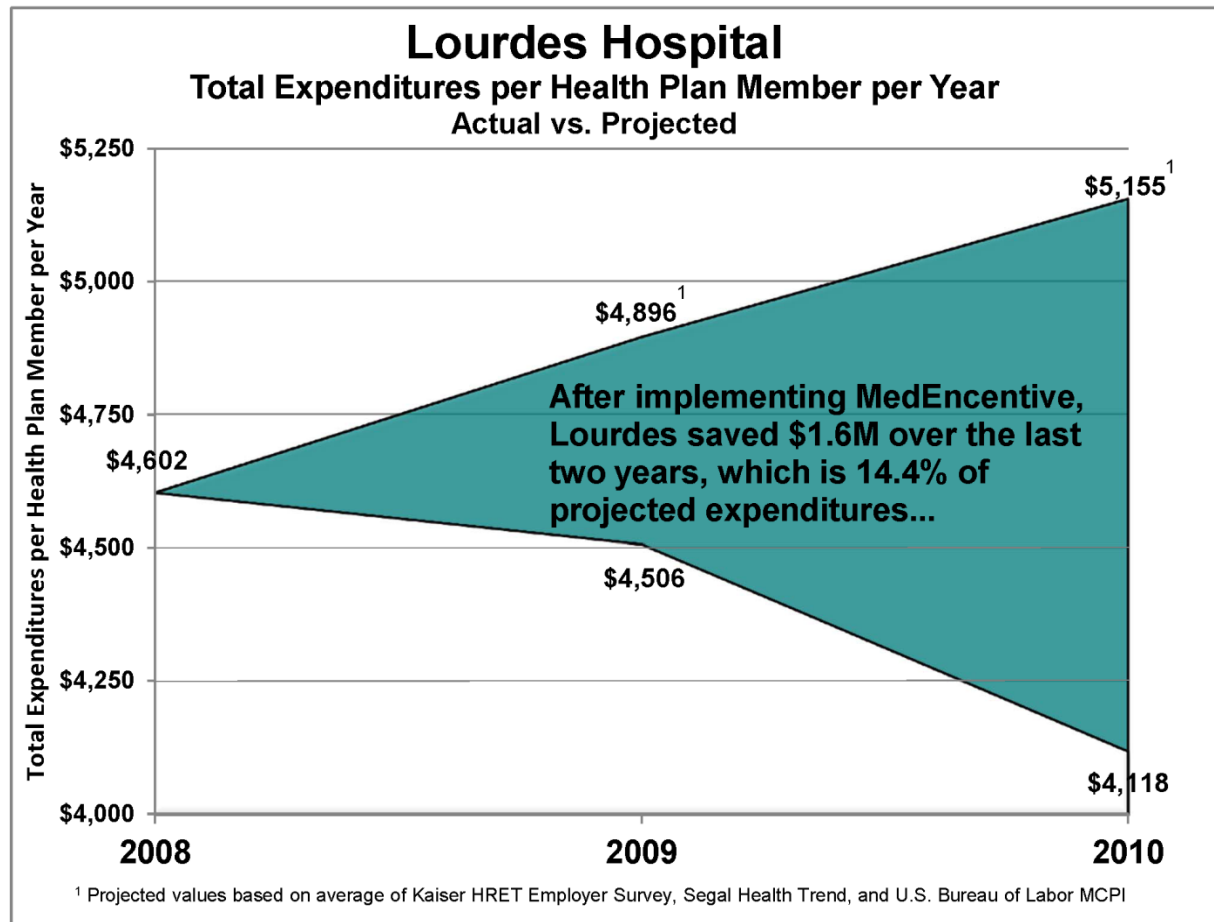


- Wyomissing, Pennsylvania-based award winning insurance services company
- Founded in 1955, family-owned and operated
- Offices located across the country
- Third party administrator for Lourdes Health Network



- Located in Pasco, Washington
- Founded in 1916
- Faith-based hospital system
- 1,100 health plan members
- Unionized workforce
- Escalating healthcare costs prior to adopting the MedEncentive Program in 2008
- An Ascension Health facility

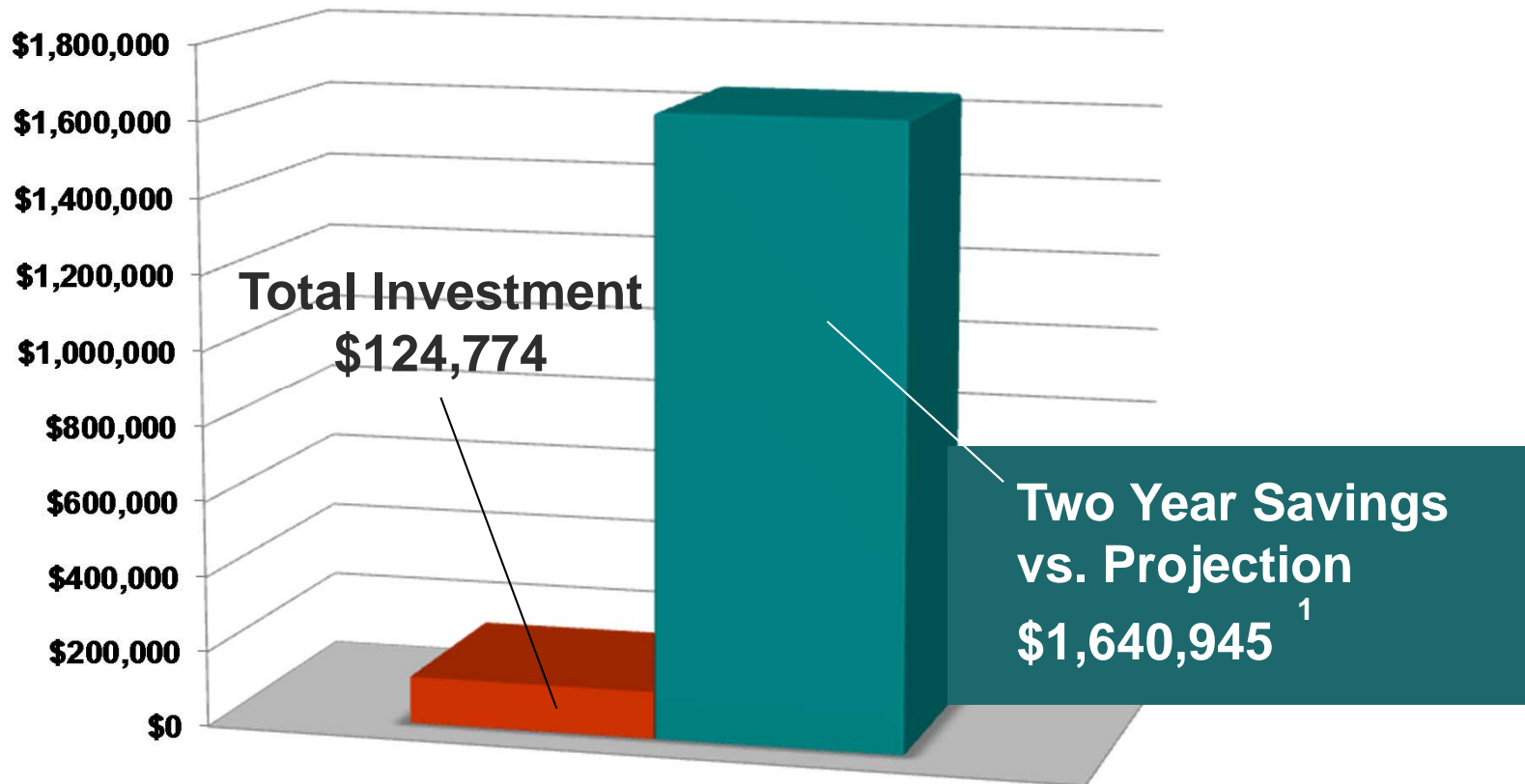
Projected healthcare cost per member per year increased while Lourdes' actual all-in PMPY costs decreased



Source: The Loomis Company

# Lourdes Health Network

## Return on Investment in the MedEncentive Program

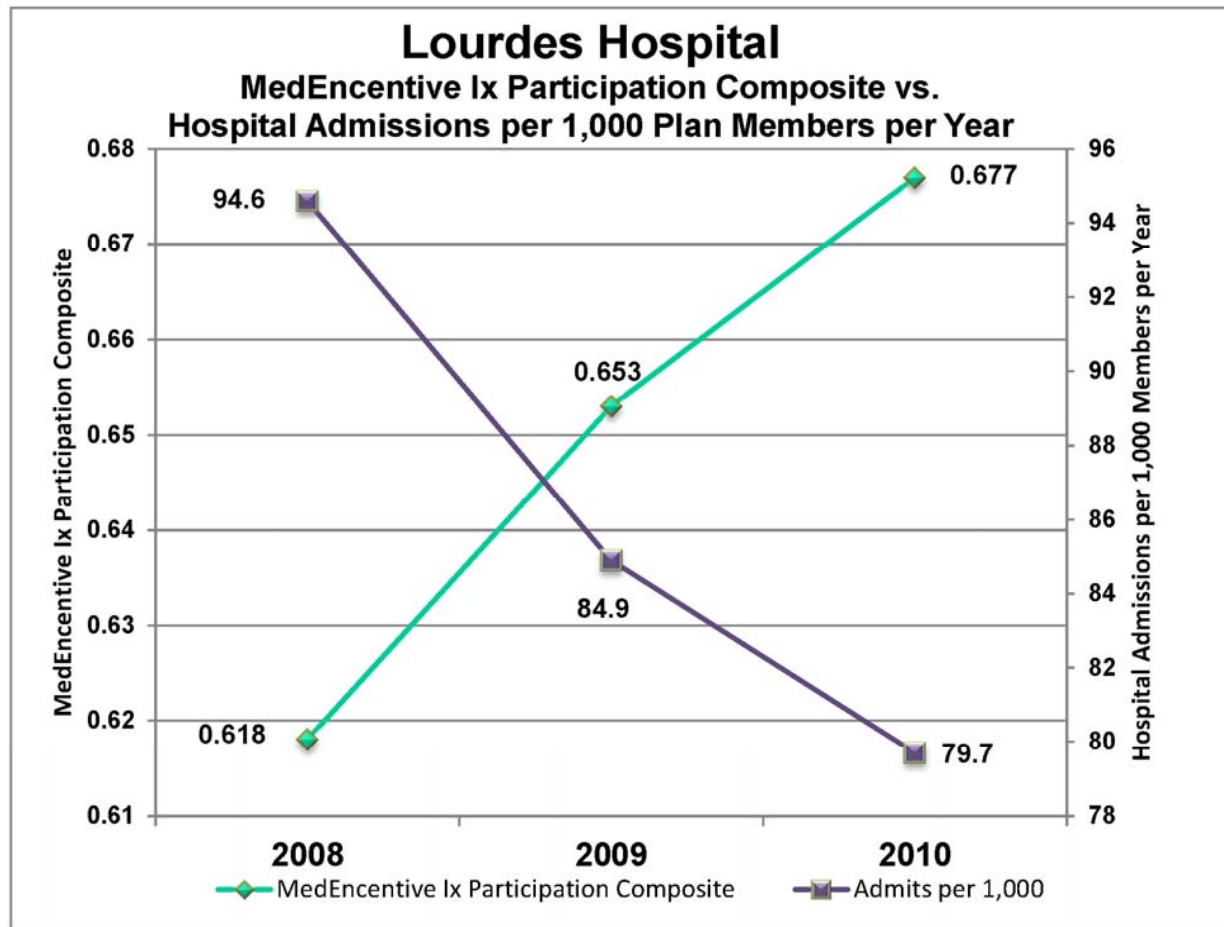


Two year savings vs. MedEncentive program investment = **13:1 ROI**

Data Source: The Loomis Company

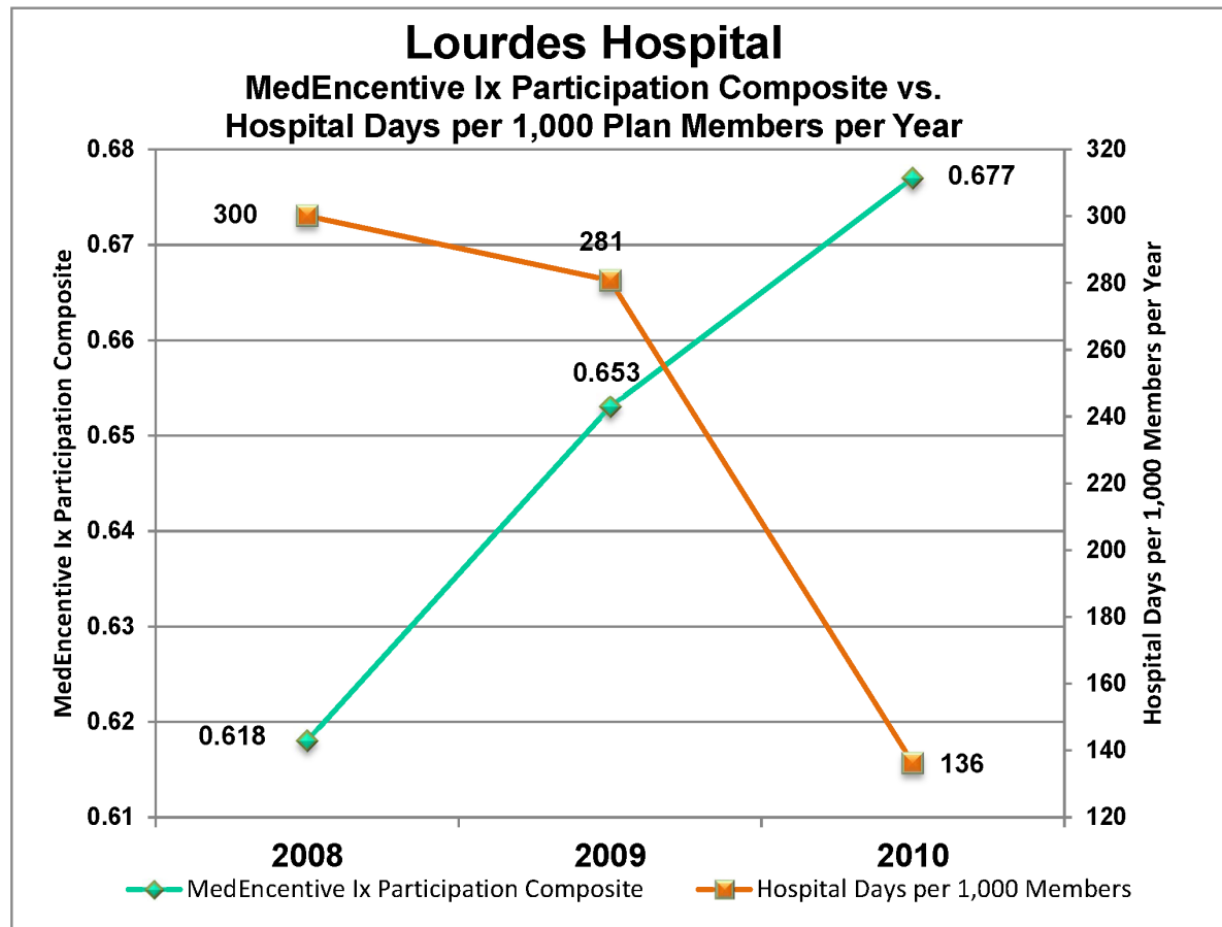
<sup>1</sup> Projected values based on average of Kaiser HRET Employer Survey, Segal Health Trend, and U.S. Bureau of Labor MCPI

# Patient and physician participation in MedEncentive increased and hospitalizations decreased



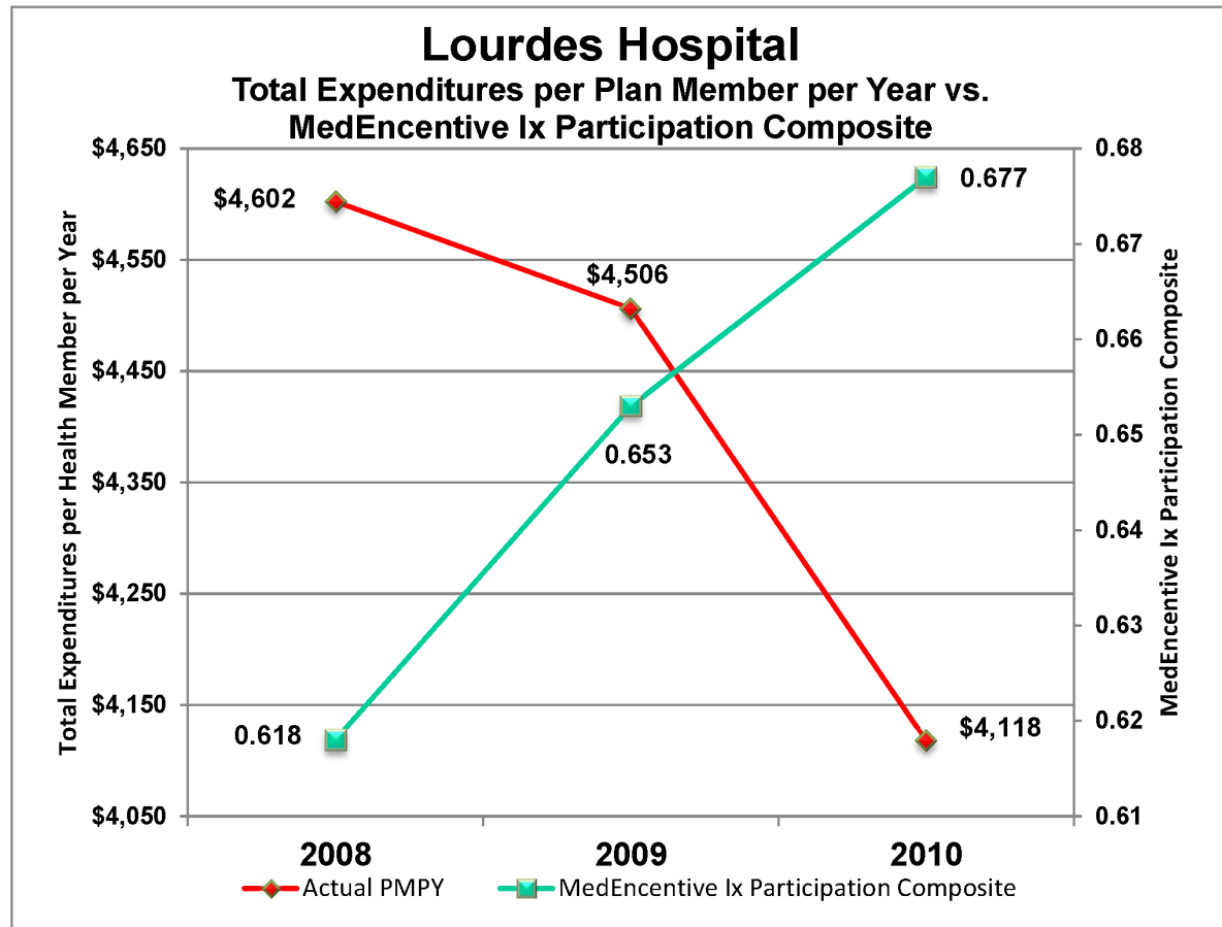
Source: The Loomis Company and MedEncentive, LLC

# Patient and physician participation in MedEncentive increased and hospital days decreased



Source: The Loomis Company and MedEncentive, LLC

# Patient and physician participation in MedEncentive increased and cost per member per year decreased



Source: The Loomis Company and MedEncentive, LLC