

**NOTES OF THE  
CAPE COD MUNICIPAL HEALTH GROUP**

**Steering Committee Meeting**  
Wednesday, March 7, 2018 9:00 AM  
Sandwich Town Hall, Sandwich, MA

**MEETING MINUTES**

A meeting of the Steering Committee of the Cape Cod Municipal Health Group (“CCMHG”) was held on Wednesday, March 7, 2018 at 9:00 AM at Sandwich Town Hall, Sandwich, MA

The following people attended:

**Steering Committee Members Present:**

Skip Finnell, Steering Committee Chair	Dennis-Yarmouth RSD
Noreen Mavro-Flanders, Board Chair	County of Dukes County
Denise Coleman	Town of Falmouth
Debra Blanchette	Town of Barnstable
Marie Buckner	Town of Sandwich
Christopher Clark	Town of Harwich
John Kelly	Town of Orleans
Susan Wallen	Nauset Regional School District

**Guests Present:**

Rich Bienvenue, CPA	CCMHG Treasurer
Deanna Desroches	CCMHG mainland Wellness Coordinator
Jody Hoffmann	Town of Provincetown
David Sirowich	PBIRx
Michael Iaquinta	iSelectMD
Jeff Beane	iSelectMD
Bill Hickey	Harvard Pilgrim Health Care (HPHC)
Bill Rowbottom	Blue Cross Blue Shield of MA (BCBS)
Carol Cormier	Group Benefits Strategies (GBS)
Chris Nunnally	Group Benefits Strategies (GBS)

Skip Finnell, Steering Committee Chair, called the meeting to order at 9:05 AM.

**Approval of minutes of the January 17 and January 24, 2018 meetings:**

Noreen Mavro-Flanders moved approval of the January 17 and January 24, 2018 Steering Committee minutes.

Motion

Marie Buckner seconded the motion. The motion passed by unanimous vote.

**Treasurer’s Report:**

Treasurer Rich Bienvenue, CPA reviewed the financial reports with data through January 2018 (unaudited figures). He reported an overall Fund Balance (Total Equity) of \$28,639,129, up \$11.2 million from the same time last year. He said the Fund Balance for the “Trust Fund” (health plans only) was \$24,552,151 and that the Dental Fund Balance was \$4,086,978.

Christopher Clark moved to accept the Treasurer's report.

Motion
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Marie Buckner seconded the motion. The motion passed by unanimous vote.

**PBIRx Presentation** – David Sirowich, Executive Vice President:

Chris Nunnally, GBS, introduced David Sirowich. Mr. Nunnally explained that GBS had spoken with four PBM consulting companies. He said that PBIRx has a very good record and is located in CT and knows the Cape well.

Dave Sirowich distributed a handout of his presentation. He reviewed the history of PBIRx which was established in 1993. He said PBIRx is purely a pharmacy benefit consulting and auditing firm. He reviewed the advantages of using PBIRx. He noted that PBIRx gets data from CanaRx and lets members know when they have scripts that are available through CanaRx. Mr. Sirowich said he understands that CCMHG does not want to entertain a pharmacy carveout program for July 2018 but said that PBIRx can analyze CCMHG's Rx claims data and make sure it is getting the best pricing.

Mr. Sirowich said that if CCMHG wants to look into Rx carveout for FY20 the process would have to start in the fall of 2018. He said that for FY19 the goal would be to get the best prices from carriers with the embedded Rx format and that PBIRx would like to negotiate the FY19 Rx contract. He said that pharmacy is the most utilized benefit and is growing the fastest at 12-15% trend. He said that PBIRx clients typically have flat to negative trend. He said that there are opportunities for better Rx pricing now and that costs can be lowered without negative impact on members.

Dave Sirowich said that Pharmacy Benefit Managers (PBMs) typically make \$11-\$12 on average per script filled. He reviewed an exhibit in his handout showing the various disclosed and hidden sources of PBM revenue.

Mr. Sirowich reviewed an exhibit listing PBIRx's services. He said that PBIRx would review CCMHG's Rx data monthly and noted that currently there are no reviews, just claims adjudication. Mr. Sirowich explained that PBIRx gets paid a per script fee but that often the carriers agree to pay that fee.

Mr. Sirowich said that PBIRx would analyze and develop Cape Cod pharmacy networks with regional players.

Denise Coleman asked how PBIRx would optimize CanaRx utilization.

Mr. Sirowich said PBIRx would identify those members who are newly on a particular medication that is available through CanaRx and would get CanaRx to send a letter to the member. He said PBIRx and CanaRx would develop marketing materials together. He said that incentives, such as gift cards, for first orders through CanaRx also help to increase participation.

Skip Finnell asked if PBIRx has customers outside New England. Mr. Sirowich responded affirmatively.

Mr. Finnell also asked about the contract for the first year of services.

Mr. Sirowich explained that the hope is that the carriers will pay the PBIRx fees. He said there would be a service agreement between PBIRx and CCMHG.

Chris Clark asked if PBIRx gets a percentage of savings.

Dave Sirowich said that PBIRx typically gets 30% of recoveries from audits and litigations it files on behalf of the client. He said that PBIRx takes 10% of savings from the international program for new CanaRx program set-ups but noted that CCMHG has had the program for many years.

John Kelly asked what the incentive is for BCBS and HPHC to work with PBIRx.

Dave Sirowich said that the incentive to negotiate a better deal for FY19 is that the carriers know that the CCMHG is considering doing a carveout for FY20. He said that the group and the carriers both want long-term partners, but all recognize that there is a need to save money.

Skip Finnell said he learned a lot from the presentation and thanked Mr. Sirowich.

**iSelectMD presentation** – Michael Iaquina, President and Jeff Beane, Regional Representative:

Chris Nunnally introduced Michael Iaquina and Jeff Beane. He said that iSelectMD is a telehealth company. He said that previously he had mentioned other telehealth providers; however, pricing and other factors had changed. He said he was looking for a telehealth firm that would have video, phone, mental health services, utilization guarantees, and a national presence among other features. He said that iSelect MD met those requirements.

Michael Iaquina distributed a handout of his presentation. He said that iSelectMD launched in 2010 and has about 1 million customers and utilization averaging about 25-30%. He said the service is available 24/7 and is delivered by Board Certified Physicians in a resolution-based system. Mr. Iaquina reviewed a flow chart of the process. He said that iSelectMD brands the program materials and website with the client's name and logos.

Mr. Iaquina reviewed types of non-emergency, acute illnesses that are appropriate for telehealth visits. He discussed types of mental health consultations and fees.

Chris Clark asked about the costs.

Michael Iaquina said the fee would be \$1.90 per employee per month if the Group were to go without a consult fee. He said he'd expect about 20% utilization. He said if the program is video only, the utilization would be much lower.

Noreen Mavro-Flanders asked how iSelectMD chooses its doctors.

Michael Iaquina said first they have a phone conversation with the physician, and if they can't understand the doctor they go no further. He said the second step is to review the credentials including Board certification. He said many doctors have worked for telehealth companies.

Skip Finnell thanked Michael Iaquina and Jeff Beane. They left the meeting at this time.

**Wellness reports:**

*Deanna Desroches, Mainland wellness consultant* – Ms. Desroches said there was a wellness meeting yesterday. She distributed and reviewed her report providing activity information for each program. She said that the Stress Reduction program was a sell-out.

Skip Finnell asked if there was a way to get the information about telehealth out through the wellness program contact information.

John Kelly said that information can be provided to town and district employees through work emails.

*Noreen Mavro-Flanders for the Vineyard program* - Ms. Mavro-Flanders reported on the Spring Challenge and Biometric Screenings programs. She said that Krystle Rose would be out for a while and her assistant will be doing most of the work during that time.

**Cape Cod Health Care /Cape Cod Health Net:**

Carol Cormier said she has had two phone conferences with CCHC's consultants at NFP. She said that CCHC/CCHN wants to develop a limited network HMO plan and wants CCMHG to offer the plan. She said that NFP is requesting data from CCMHG and would like to meet with and present to the CCMHG Steering Committee upon completion of their analysis, which they expect to be late April or May if the data is provided soon.

After discussion the Committee asked Ms. Cormier to inform NFP that before agreeing to providing data or to a presentation it would like to receive the following: (1) outline of the presentation, (2) a timeline for the project, and (3) confirmation that CCHC/CCHN's CEO is in total agreement with and committed to what NFP will present to the Committee.

It was agreed that a subcommittee comprised of Skip Finnell, Chris Clark, Deb Blanchette, and probably Denise Coleman would deal with the CCHC/CCHN matters.

**Meeting for Managers, March 23 at 8:30 AM at Cape Cod Regional Technical School, Harwich:**

Carol Cormier said that notices went out to all the contact lists including the Managers and Superintendents. She said she also notified and invited elected officials through the Cape and Island Selectmen and Councillors Assn.

The Committee reviewed the draft agenda for the Managers meeting and assigned presentations. It was noted that if a majority of elected officials from any one unit is expected to attend, the unit must post the meeting.

**Health Plan reports:**

Bill Rowbottom, BCBSMA, said that the health fairs have all been scheduled.

Bill Hickey and Bill Rowbottom said they will need a list of the employers that will offer the HSA Qualified plans for the first time on July 1, 2018.

Bill Rowbottom said the Benefits Administrators meeting will be held on March 27 at 10 AM at Comm Fire District. He said that Stacie Jackson, Health Equity, will attend and make a presentation.

**Other Business:**

Skip Finnell set Steering Committee meetings for March 23 at 10 AM at Cape Cod Tech. following the Managers' meeting.

Mr. Finnell also scheduled meetings for Thursday, May 24 and Wednesday June 20, both at Sandwich Town Hall. Meetings had previously been set for April 18 at Sandwich Town Hall and April 25 at COMM Fire District. All April, May and June Steering Committee meetings will be held at 9 AM.

Christopher Clark said he had a bad experience with Delta Dental Customer Service and would like to have the Steering Committee consider going out to bid for dental plan services. He said he requests this to be on the next meeting agenda.

Skip Finnell asked that Nina Conroy provide a report on Customer Service.

There was a discussion about the PBIRx presentation.

John Kelly said he would like to make a motion to engage PBIRx this year to proceed with the services they discussed.

Bill Hickey said that the carriers have contracts with the PBMs, and PBIRx proposals must fall in line with the agreements that the carriers have with their PBMs. He said he would like to know what PBIRx expects from the carriers and wants to know more than what PBIRx can do but also *how* they can do it. He said they also need to know what information PBIRx will need for each particular thing they want to do.

It was agreed that these questions would be posed to Mr. Sirowich.

Skip Finnell said that discussions about PBIRx and iSelectMD should be on the March 23<sup>rd</sup> agenda.

Christopher Clark moved to adjourn.

Motion
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John Kelly seconded the motion. The motion was approved by unanimous vote.

Skip Finnell adjourned the meeting at 12:02 PM.

*Prepared by Carol Cormier  
Group Benefits Strategies*