



Insurance Brokers &
Consultants

PULSE SURVEY ASSESSING FINANCIAL RISK

We are committed to understanding and anticipating our network's needs - especially during times of uncertainty.

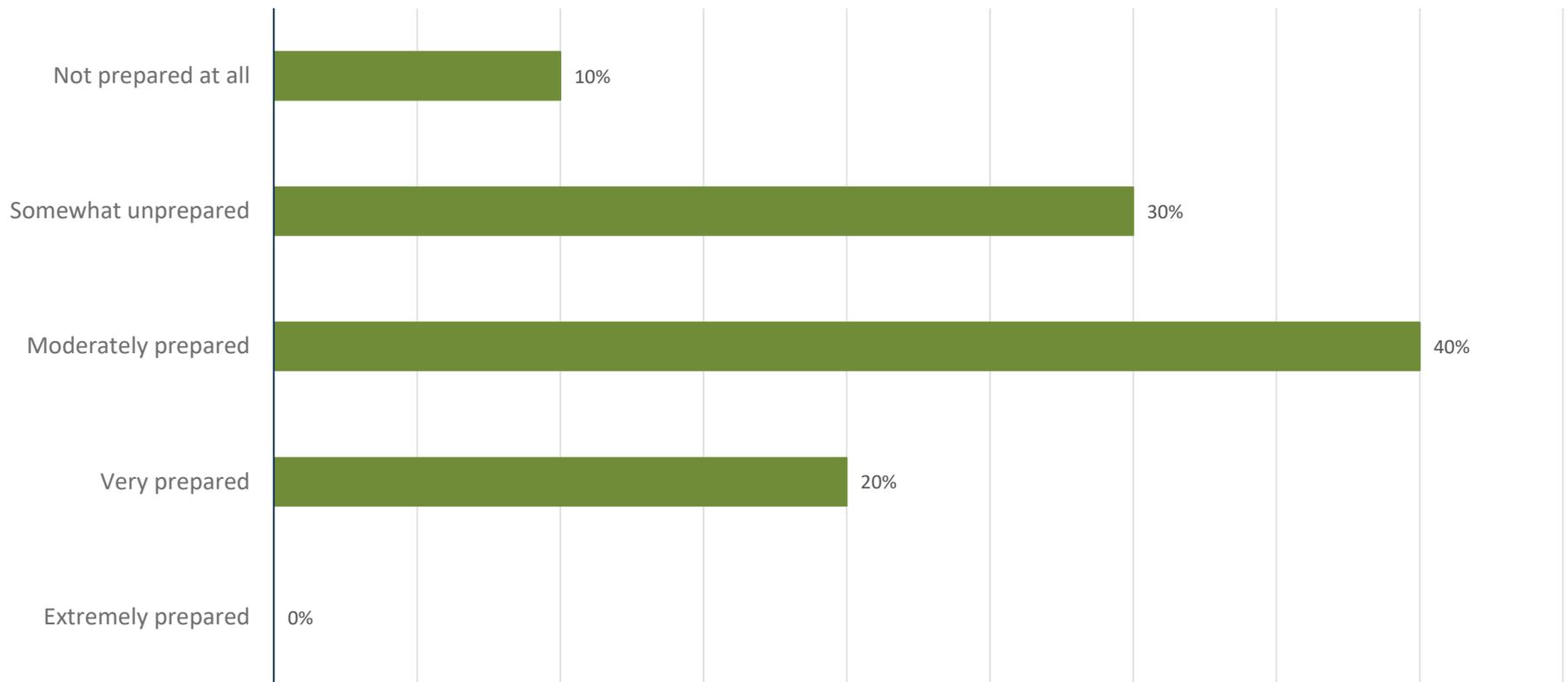
To help gauge observations, experiences and expectations surrounding the Coronavirus pandemic, we executed a Pulse Survey series.

This presentation presents results from the Assessing Financial Risk pulse survey.

SURVEY RESPONSES

As a company, how prepared do you feel about the ability to assess financial risk to your health and welfare plans in light of the COVID-19 pandemic?

Question Type: Single Select ● Answered: 20 ● Skipped: 0

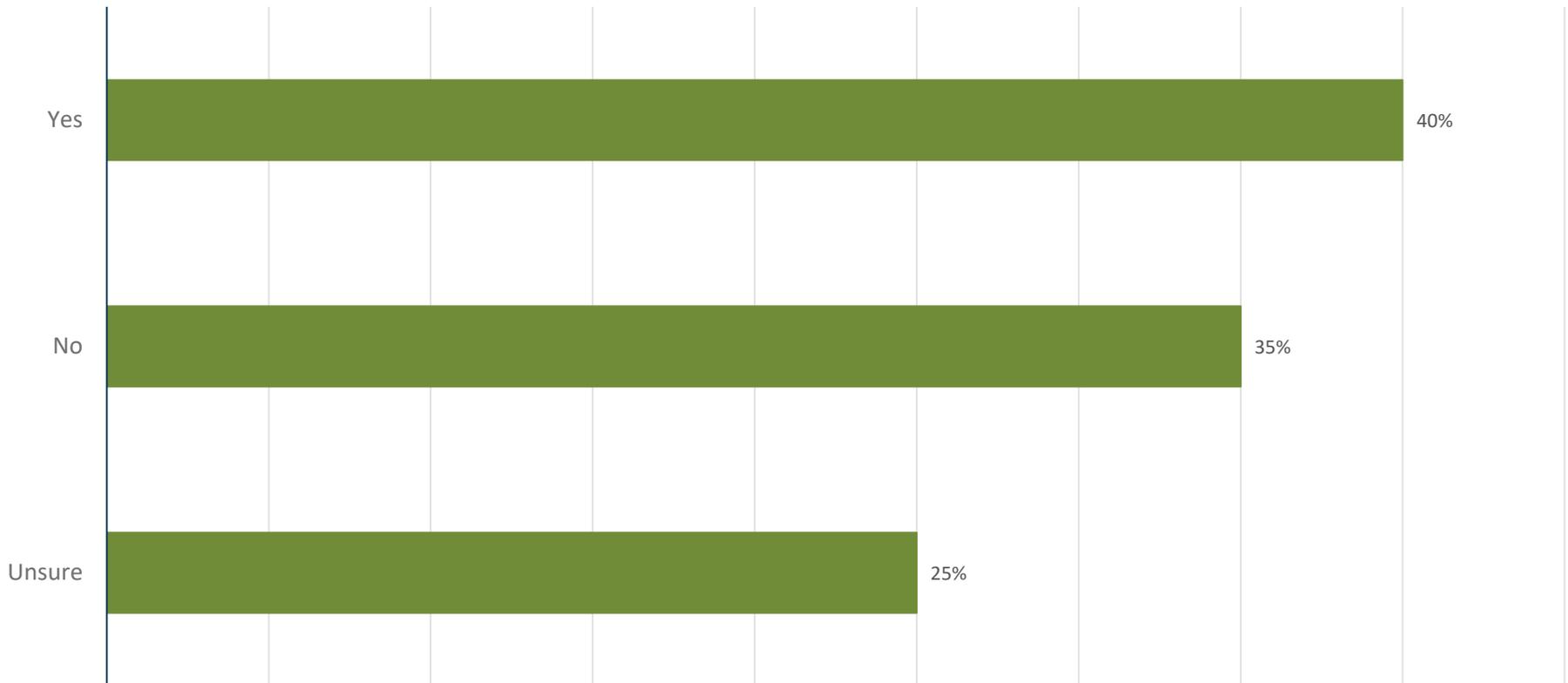


All response percentages have been rounded up to the nearest whole number.

SURVEY RESPONSES

Do you currently use a third-party data analytics and data warehousing platform?

Question Type: Single Select ● Answered: 20 ● Skipped: 0

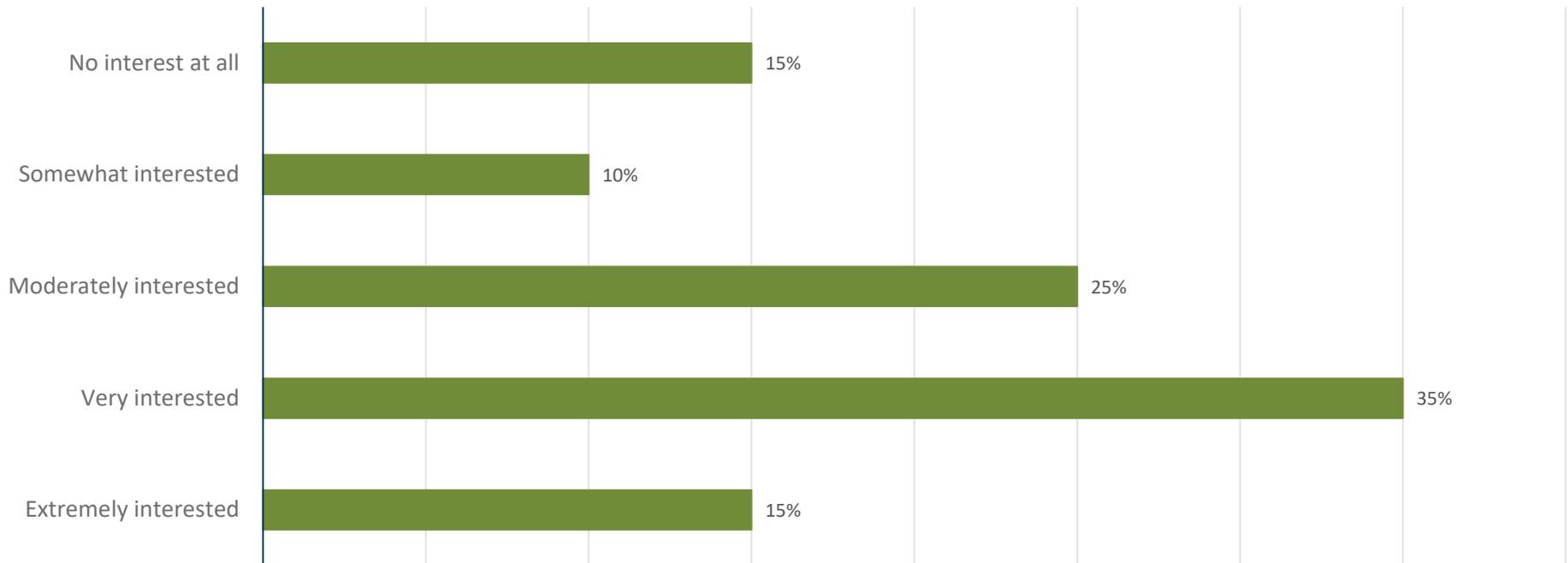


All response percentages have been rounded up to the nearest whole number.

SURVEY RESPONSES

COVID-19 exposed cost and provider gaps in the US healthcare industry. How interested would you be in EPIC data analytic and warehouse solutions to bring to light such gaps that may affect your health plan using your data?

Question Type: Single Select ● Answered: 20 ● Skipped: 0

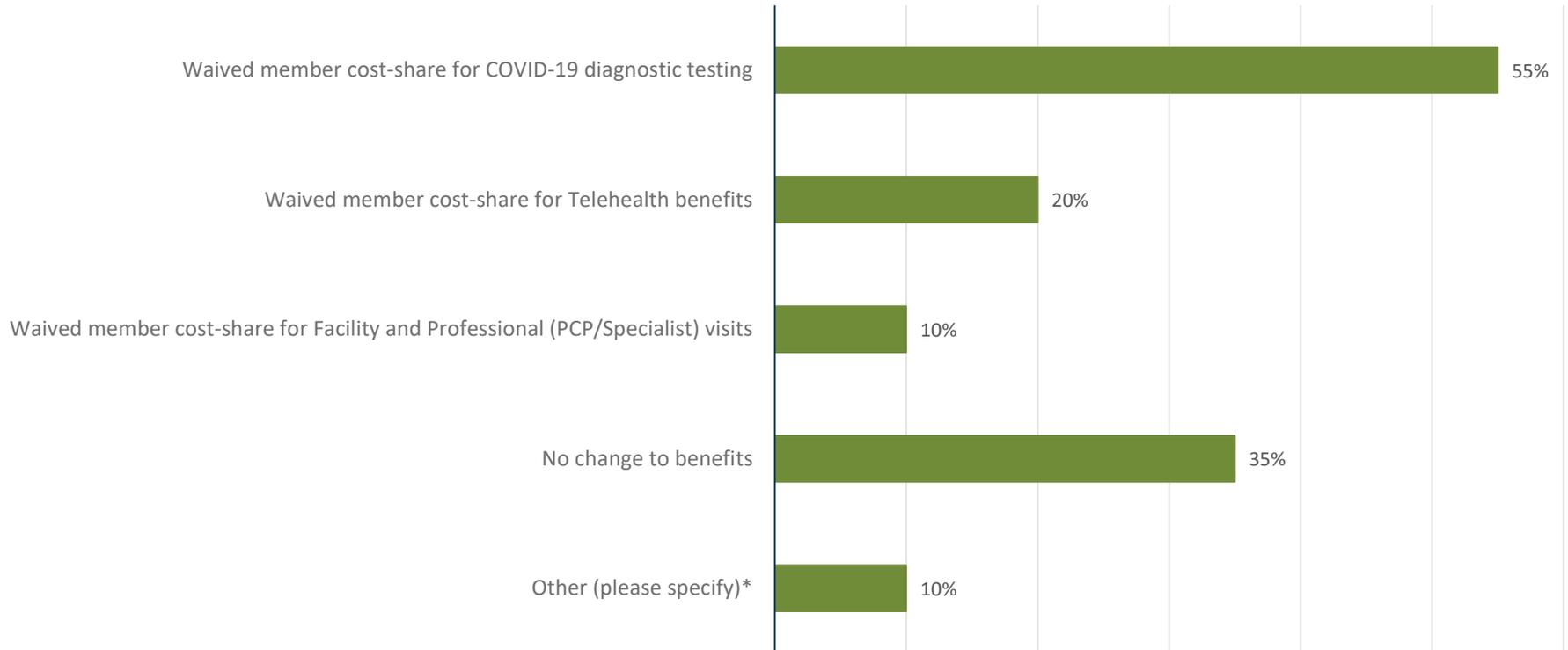


All response percentages have been rounded up to the nearest whole number.

SURVEY RESPONSES

What changes have you made related to cost-sharing for COVID-19?
Select all that apply.

Question Type: Multi-Select ● Answered: 20 ● Skipped: 0



**See Appendix A for 'Other (please specify).'*

All response percentages have been rounded up to the nearest whole number.

SURVEY RESPONSES

What changes in your benefits program have you or are you planning on considering post-COVID-19? Select all that apply.

Question Type: Multi-Select • Answered: 20 • Skipped: 0

Key Takeaways

10 respondents do not have or are unsure of changes in their planning.

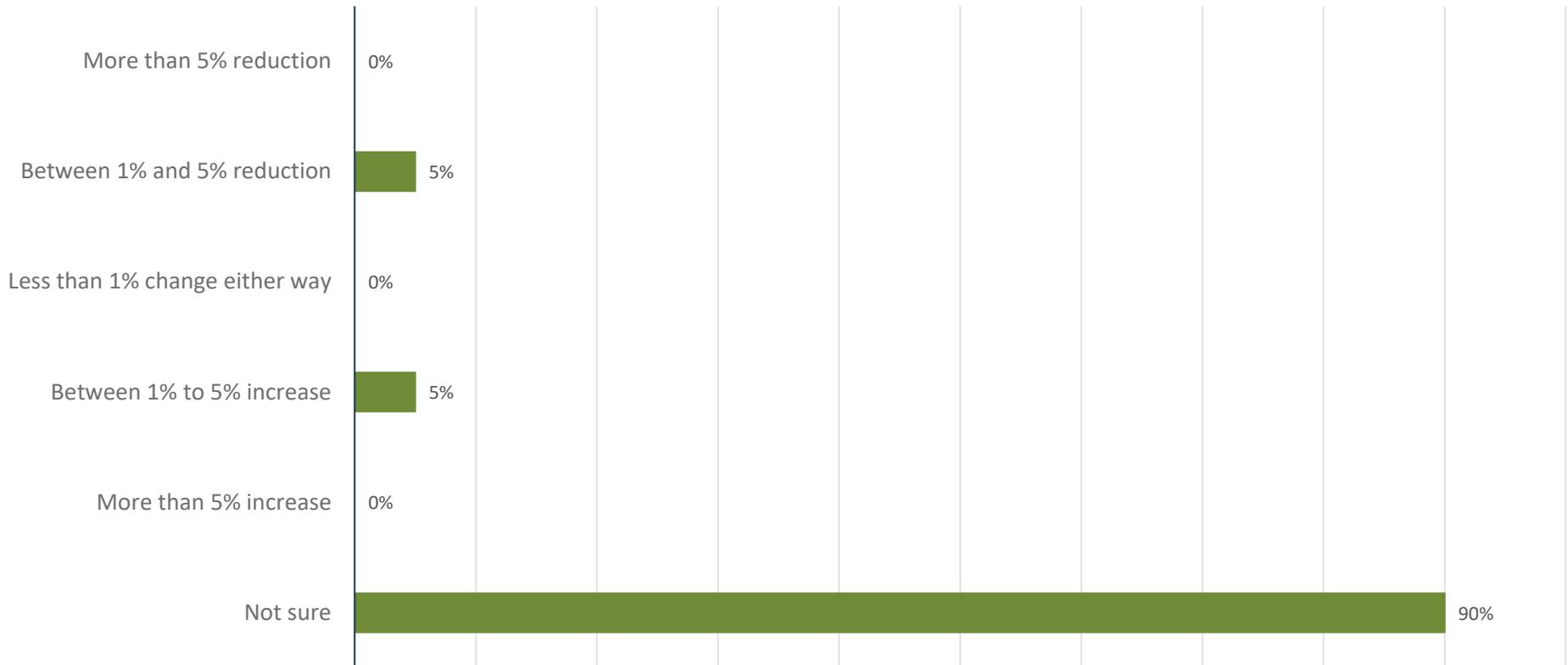
Planned wellness expansion placed on hold.

Examining how to budget COVID-19 expenses going forward.

SURVEY RESPONSES

What is the estimated financial impact to your medical program budget due to COVID-19?

Question Type: Single Select ● Answered: 20 ● Skipped: 0



All response percentages have been rounded up to the nearest whole number.

SURVEY RESPONSES

Has COVID-19 changed how you approach annual budgeting for medical program and prescription drug expenses?

If so, please briefly describe.?

Question Type: Free Text • Answered: 13 • Skipped: 7

Key Takeaways

9 have not experienced changes in their approach to annual budgeting.

Some COVID-19 related costs are placed as a separate line item.

Expectations to scale back previously planned wellness programs.

SURVEY RESPONSES

Are there other ways you believe the pandemic will affect your medical program going forward?

Question Type: Free Text • Answered: 13 • Skipped: 7

Key Takeaways

9 are unsure or do not anticipate medical program changes going forward.

Potential costs associated with elective surgeries and procedures not yet completed due to the pandemic.

SURVEY RESPONSES

What is your industry?

Question Type: Free Text • Answered: 20 • Skipped: 0

13
Industries

Highest Responses:

- Real Estate (15%)
- Construction/Home Improvement (10%)
- Finance/Banking (10%)
- Government/Military (10%)
- Manufacturing (10%)
- Transportation/Distribution (10%)

Accounting
Advertising
Construction/Home
Improvement
Education
Energy
Finance/Banking
Government/Military

Insurance
Legal
Manufacturing
Non-Profit
Real Estate
Transportation/Distribution
Wholesale

SURVEY RESPONSES

Participating Companies

Question Type: Free Text • Answered: 20 • Skipped: 0



19
Companies
Represented

RESULTS SUMMARY

Important Considerations & Findings

Financial Preparedness Regarding Health & Welfare Plans

- **10%** of respondents do not feel prepared to analyze financial risk associated with the pandemic.
- **90%** of respondents are unsure of the financial impact to their health plan.

Benefit Changes due to COVID-19

- **55%** waived costs for COVID-19 testing.
- **7** respondents are unsure or have not planned to experience changes to their benefit structure.

Data Analytic Warehouse Solutions

- **85%** of respondents have some level of interest in EPIC data analytic and warehouse solutions to bring to light gaps that may affect their health plan using their data.



APPENDIX

APPENDIX A

What changes have you made related to cost-sharing for COVID-19?

Select all that apply.

Responses for 'Other (please specify)

- Paid for premiums for furloughed employees while on furlough.
- we have provided what was suggested by law. we have not decreased work/salary during this pandemic or laid anyone off (except for those whose projects wrapped up, but are eligible for rehire even during pandemic).