



Valley Risk Consulting, Inc.

Do You Know
Your Risk?

WE DO

RFP #: 2015 - 14 "Telehealth Program"

Roger Garza

Phone: 956.664.1430 Ext. 302

Fax: 877-279-8119

Roger@vrctx.com

www.ValleyRiskConsulting.com

TELEHEALTH PROGRAM

POWER POINT PRESENTATION

WEBB COUNTY

Executive Briefing: Summary of Comparative Cost RFP# 2015-14 (Telehealth Program)

March 14, 2016

Presented By Roger Garza

General Information

Company Name
Office Location
Contact Person
Rate Guaranteed

Option 1

Teledoc, Inc
Lewisville, TX
Michelle Miller
2 years

Annual Cost

Proposed Price (PEPM)
Per Consult
Annual Cost

Standard Pricing

\$1.40
\$45.00
\$22,848.00

Alternative Pricing

\$2.25
Waived
\$36,720.00

On-Line Services

- * Member Access On-line (24/7/365)
- * Rapid telephonic or video visit
- * Upload photos to health record for Physician review during visit.
- * Access on-line health record
- * Print a replacement ID card
- * Visit with Teledoc via HIPPA secure video
- * Complete medical health information, and continuously update electronic health record
- * Teledoc Mobile App
- * Unlimited member access with no limitations for patient age, consultation duration/visits
- * Physician only network, no PA's
- * Bilingual services available (spanish)
- * Drug prescriptions available

Enrollment Used: 1360

General Information

Company Name
Office Location
Contact Person
Rate Guaranteed

Option 2

NuPhysicia Health of Texas
Houston, TX
Jay Donnella
2 years

Annual Cost

	<u>Rate</u>
Proposed Price (PEPM) Per Consult	\$14.50
Annual Cost	\$254,388.00

On-Line Services

- * On-site (40) hrs per week
- * Web chat only available weekdays
- * **Additional charge of \$3.00 PEPM plus \$50 per visit (after hour Physician services)**
- * No cost for ID cards and printed materials
- * Mobile App Available
- * Health Risk Reviews
- * Medicine at Work is name of site

Enrollment Used: 1462

General Information

Company Name
Office Location
Contact Person
Rate Guaranteed

Option 3

Corporate Benefit Solutions
Laredo, TX
Jerry Garza
1-3 years

Annual Cost

	<u>Select</u>	<u>Premeir</u>	<u>Defender</u>
Proposed Price (PEPM)	\$9.99	\$12.99	\$15.99
Per Consult			
Annual Cost	\$161,838.00	\$210,438.00	\$259,038.00

On-Line Services

- * Member Access On-line (24/7)
- * No consultation fee
- * **Select Plan - Employer sponsored**
- * **Premeir Plan - Employee cost \$3.00**
- * **Defender Plan - Employee cost \$6.00**
- * **Select plan includes:** Teledoc, Doctors on-line, Medical Health Advisor, Nurse Line, Medical Bill Saver, Health Wealth Connection, Vitamins, Pharmacy Discount
- * **Premeir Plan includes:** Select Plan benefits plus, Vision, Dental, Hearing Aids, Lab Testing, MRI & CT scans
- * **Defender Plan includes:** Select, Premeir plan benefits plus, Safe Identity (Family), Legal Care Direct, Instant deals
- * **Teledoc network is utilized**

Enrollment Used: 1350

General Information

Company Name: Blue Cross & Blue Shield of TX
Office Location: Richardson, TX
Contact Person: Donald Coronado
Rate Guaranteed: Not Specified

Option 4

Annual Cost

Rate

Proposed Price (PEPM)

Per Consult

Annual Cost

Not Specified

\$ 40.00

Not Estimated

On-Line Services

- * Member Access On-line - 24/7/365
- * Partnered with MD Live
- * Access to Board Certified Doctors from their home, office or on the go 24/7/365.
- * Visits can either be conducted via phone or via secure video to help treat non-emergency medical conditions and/or Behavior Health Services (additional buy-up)
- * Doctors can diagnose symptoms, prescribe medication (when medically necessary) route to members Pharmacy of choice

TELEHEALTH PROGRAM

TABULATIONS

General Information	Option 1	Option 2	Option 3	Option 4
Company Name	Teledoc, Inc	NuPhysicia Health of Texas	Corporate Benefit Solutions	Blue Cross & Blue Shield of TX
Office Location	Lewisville, TX	Houston, TX	Laredo, TX	Richardson, TX
Contact Person	Michelle Miller	Jay Donnell	Jerry Garza	Donald Coronado
Rate Guaranteed	2 years	2 years	1-3 years	Not Specified
Annual Cost				
Proposed Price (PEPM)	<u>Standard Pricing</u> \$1.40	<u>Rate</u> \$14.50	<u>Premier</u> \$9.99	<u>Rate</u> \$ 40.00
Per Consult	<u>Alternative Pricing</u> \$2.25	\$254,388.00	\$12.99	Not Specified
Annual Cost	\$22,848.00		\$210,438.00	Not Estimated
On-Line Services	<ul style="list-style-type: none"> * Member Access On-line (24/7/365) * Rapid telephonic or video visit * Upload photos to health record for Physician review during visit. * Access on-line health record * Print a replacement ID card * Visit with Teledoc via HIPPA secure video * Complete medical health information, and continuously update electronic health record * Teledoc Mobile App * Unlimited member access with no limitations for patient age, consultation duration/visits * Physician only network, no PA's * Bilingual services available (spanish) * Drug prescriptions available 	<ul style="list-style-type: none"> * On-site (40) hrs per week * Web chat only available weekdays * Additional charge of \$3.00 PEPM plus \$50 per visit (after hour Physician services) * No cost for ID cards and printed materials * Mobile App Available * Health Risk Reviews * Medicine at Work is name of site 	<ul style="list-style-type: none"> * Member Access On-line (24/7) * No consultation fee * Select Plan - Employer sponsored * Premier Plan - Employee cost \$3.00 * Defender Plan - Employee cost \$6.00 * Select plan includes: Teledoc, Doctors on-line, Medical Health Advisor, Nurse Line, Medical Bill Saver, Health Wealth Connection, Vitamins, Pharmacy Discount * Premier Plan includes: Select Plan benefits plus, Vision, Dental, Hearing Aids, Lab Testing, MRI & CT scans * Defender Plan includes: Select, Premier plan benefits plus, Safe Identity (Family), Legal Care Direct, Instant deals * Teledoc network is utilized 	<ul style="list-style-type: none"> * Member Access On-line - 24/7/365 * Partnered with MD Live * Access to Board Certified Doctors from their home, office or on the go 24/7/365. * Visits can either be conducted via phone or via secure video to help treat non-emergency medical conditions and/or Behavior Health Services (additional buy-up) * Doctors can diagnose symptoms, prescribe medication (when medically necessary) route to members Pharmacy of choice
	Enrollment Used: 1360	Enrollment Used: 1462	Enrollment Used: 1350	