

070618



**BlueCross BlueShield
of Florida**
An Independent Licensee of the
Blue Cross and Blue Shield Association

City of Gainesville

ASO Renewal

01/01/2008



Marketing Team:

Sue Kelman Strategic Account Executive

Jan Goess Account Coordinator

City of Gainesville Renewal Summary – 2008

	<u>Cost</u>	<u>PCPM</u>	<u>Increase over current</u>
Current Paid Claims & Capitation (10/1/2006 - 9/30/2007)	\$13,142,979	\$427.50	
2007 Projected Claims @ 12.2% trend for 15 months	\$15,177,512	\$493.67	15.5%

	<u>Cost</u>	<u>PCPM</u>	<u>BlueChoice</u>	<u>BlueOptions</u>
Estimated ASO Fees for 2007 - Composite	\$1,682,359	\$54.85	\$57.46	\$39.99
Estimated ASO Fees for 2008 - Composite	\$1,761,493	\$57.43	\$60.33	\$41.99
2007 Projected Total Cost	\$16,939,004			

<u>Blue Choice Fees 2008 (+5%)</u>	<u>Blue Options Fees 2008 (+5%)</u>
Single \$34.88	Single \$33.82
Family \$80.22	Family \$77.81

Note: 2,556 contracts used.

\$308,255 in pharmacy rebates have been paid to the City of Gainesville to date since October 2006 (includes 4 payments for 1st quarter 2006 – 4th quarter 2006).

Claims PCPM last renewal: \$355.19

Monitoring Report by Paid

Run Date: 10/26/2007

Group Number: 16035
 Group Name: CITY OF GAINESVILLE
 Paid Period: 200610 Through 200709
 Product: BLUE OPTIONS;NON-HMO

Year/Mo	Contracts				Capitation				Hospital				Total Hospital	Physician	Other	Pharmacy	Dental	Total PFS & Capitation
	Single	Emp/Sp	Emp/Ch	Family	Total Members	Premium	PCP	Specialty	Total	Inpatient	Outpatient							
200610	1242	474	185	648	2549	4939	\$0.00	\$556.80	\$131,135.34	\$164,084.04	\$216,759.21		\$380,843.25	\$323,588.23	\$129,203.44	\$240,114.73	\$0.00	\$1,074,306.45
200611	1242	474	187	648	2549	4938	\$0.00	\$557.60	\$130,630.18	\$314,080.24	\$158,405.39		\$472,485.63	\$382,489.42	\$100,431.32	\$328,905.86	\$0.00	\$1,264,879.83
200612	1238	469	185	643	2535	4907	\$0.00	\$555.20	\$128,194.89	\$236,851.41	\$198,147.84		\$435,999.25	\$354,787.79	\$98,228.64	\$224,468.25	\$0.00	\$1,114,037.13
200701	1257	478	174	639	2548	4906	\$0.00	\$466.40	\$140,470.38	\$189,719.80	\$181,055.08		\$370,774.88	\$282,041.91	\$85,352.14	\$308,123.60	\$0.00	\$1,036,755.93
200702	1264	482	177	642	2585	4939	\$0.00	\$454.40	\$139,010.53	\$305,508.26	\$185,582.55		\$481,091.81	\$282,323.03	\$83,844.03	\$303,600.40	\$0.00	\$1,141,113.67
200703	1268	480	177	643	2598	4934	\$0.00	\$437.60	\$142,737.42	\$221,175.98	\$207,199.42		\$428,375.40	\$351,615.51	\$76,215.02	\$312,341.33	\$0.00	\$1,168,984.86
200704	1279	486	169	638	2572	4953	\$0.00	\$433.60	\$136,737.47	\$210,932.58	\$174,044.71		\$384,977.27	\$388,185.61	\$76,151.57	\$251,448.87	\$0.00	\$1,113,206.92
200705	1283	487	167	637	2574	4951	\$0.00	\$428.00	\$140,551.47	\$162,981.72	\$148,815.38		\$311,797.08	\$443,517.74	\$82,890.31	\$249,447.56	\$0.00	\$1,088,080.69
200706	1284	481	170	640	2585	4944	\$0.00	\$425.60	\$140,217.99	\$155,379.71	\$192,187.46		\$347,587.17	\$389,620.65	\$60,105.70	\$258,788.33	\$0.00	\$1,076,517.45
200707	1280	482	174	637	2573	4927	\$0.00	\$424.80	\$141,427.12	\$272,208.27	\$121,861.43		\$394,070.70	\$289,384.18	\$85,586.46	\$236,319.96	\$0.00	\$985,778.10
200708	1278	482	173	637	2568	4922	\$0.00	\$448.80	\$138,981.10	\$68,668.07	\$171,431.79		\$238,337.66	\$300,168.49	\$88,221.79	\$378,108.04	\$0.00	\$1,003,370.98
200709	1273	479	172	632	2558	4892	\$0.00	\$418.40	\$140,173.16	\$130,797.78	\$223,718.14		\$354,515.92	\$332,219.81	\$107,062.01	\$271,740.09	\$0.00	\$1,065,846.33
Total:	15186	5754	2110	7882	30732	59110	\$0.00	\$5,807.20	\$1,653,267.03	\$2,433,697.84	\$2,177,208.38		\$4,510,506.22	\$4,098,980.47	\$1,065,090.43	\$3,361,415.02	\$0.00	\$13,142,979.34
Average:	1266	480	176	640	2561	4926	\$0.00	\$467.27	\$137,772.25	\$202,808.15	\$181,434.03		\$384,242.19	\$341,683.37	\$86,757.54	\$280,117.92	\$0.00	\$1,095,248.28

This report contains Summary Health Information.**
 Contracts and Members do not reflect retroactive additions and terminations.
 Experience is reflective of both active and terminated members.

Monitoring Report by Paid

Run Date: 10/26/2007

Group Number: 16035
 Group Name: CITY OF GAINESVILLE
 Paid Period: 200610 Through 200709
 Product: NON-HMO

Year/Mo	Contracts				Capitation			Hospital				Total Hospital	Physician	Other	Pharmacy	Dental	TotalFFS & Capitation
	Single	Emp/Sp	Emp/Ch	Family	Total	Members	Premium	PCP	Specialty	Total	Inpatient	Outpatient					
200610	866	407	163	612	2048	4247	\$111,350.93	\$0.00	\$0.00	\$0.00	\$126,245.66	\$193,280.59	\$242,781.43	\$98,921.00	\$184,667.82	\$0.00	\$835,886.50
200611	868	407	164	611	2046	4246	\$110,474.36	\$0.00	\$0.00	\$0.00	\$235,268.92	\$112,889.65	\$289,482.06	\$89,845.61	\$247,479.73	\$0.00	\$854,766.17
200612	861	403	163	607	2034	4216	\$109,495.63	\$0.00	\$0.00	\$0.00	\$187,365.30	\$167,089.39	\$354,474.69	\$66,171.56	\$172,340.99	\$0.00	\$874,102.56
200701	911	439	158	615	2123	4360	\$122,027.88	\$0.00	\$0.00	\$0.00	\$74,347.83	\$152,082.85	\$228,430.68	\$45,254.88	\$243,298.01	\$0.00	\$753,839.85
200702	922	445	160	619	2146	4402	\$122,912.83	\$0.00	\$0.00	\$0.00	\$224,062.28	\$138,710.73	\$360,773.01	\$45,273.37	\$252,584.73	\$0.00	\$662,797.69
200703	919	442	160	620	2141	4388	\$126,346.64	\$0.00	\$0.00	\$0.00	\$186,740.93	\$183,950.23	\$375,691.16	\$59,589.72	\$216,679.04	\$0.00	\$898,849.48
200704	937	447	153	617	2154	4402	\$122,376.77	\$0.00	\$0.00	\$0.00	\$163,613.53	\$180,242.69	\$323,856.22	\$57,930.54	\$178,225.27	\$0.00	\$867,971.05
200705	948	447	150	616	2159	4401	\$124,557.78	\$0.00	\$0.00	\$0.00	\$104,772.34	\$113,315.95	\$218,066.29	\$64,382.99	\$158,667.83	\$0.00	\$798,879.08
200706	958	442	153	620	2173	4420	\$123,692.90	\$0.00	\$0.00	\$0.00	\$88,076.70	\$141,812.58	\$228,969.28	\$61,541.34	\$195,899.70	\$0.00	\$808,069.17
200707	947	442	157	617	2163	4404	\$125,079.27	\$0.00	\$0.00	\$0.00	\$315,512.42	\$103,341.77	\$418,854.19	\$59,857.79	\$179,878.51	\$0.00	\$867,465.73
200708	942	443	156	617	2158	4400	\$122,740.82	\$0.00	\$0.00	\$0.00	\$50,081.84	\$136,391.65	\$188,443.29	\$69,000.93	\$232,330.89	\$0.00	\$778,450.72
200709	944	441	164	613	2152	4378	\$123,996.96	\$0.00	\$0.00	\$0.00	\$118,646.37	\$164,646.56	\$313,462.93	\$82,997.60	\$213,735.35	\$0.00	\$691,297.86
Total:	11019	5205	1891	7384	25499	52274	\$1,445,043.74	\$0.00	\$0.00	\$0.00	\$1,876,753.92	\$1,801,924.54	\$3,877,778.76	\$770,637.32	\$2,525,836.87	\$6.00	\$10,190,525.68
Average:	918	434	158	615	2125	4356	\$120,420.31	\$0.00	\$0.00	\$0.00	\$156,396.16	\$150,065.40	\$306,481.56	\$64,211.44	\$210,486.41	\$1.00	\$849,210.47

This report contains Summary Health Information.

*Contracts and Members do not reflect retroactive additions and terminations.

†Experience is reflective of both active and terminated members.

Monitoring Report by Paid

Run Date: 10/26/2007

Group Number: 16035
 Group Name: CITY OF GAINESVILLE
 Paid Period: 200610 Through 200709
 Product: BLUE OPTIONS

Year/Mo	Contracts				Capitation				Hospital				Total Hospital	Physician	Other	Pharmacy	Dental	TotalFFS & Capitation
	Single	Emp/Sp	Emp/Ch	Family	Total	Members	Premium	PCP	Specialty	Total	Inpatient	Outpatient						
200610	376	67	22	36	501	692	\$19,784.41	\$0.00	\$556.80	\$556.80	\$37,838.38	\$23,478.92	\$61,317.00	\$80,826.60	\$40,282.44	\$55,428.91	\$0.00	\$238,408.95
200611	376	67	23	35	501	690	\$20,155.80	\$0.00	\$557.60	\$557.60	\$78,821.32	\$45,515.54	\$124,336.88	\$73,007.36	\$30,785.71	\$81,428.13	\$0.00	\$310,113.68
200612	377	66	22	36	501	691	\$19,699.28	\$0.00	\$555.20	\$555.20	\$52,486.11	\$29,058.45	\$81,524.66	\$73,672.46	\$32,055.08	\$52,127.26	\$0.00	\$239,934.57
200701	346	39	18	24	425	546	\$18,442.88	\$0.00	\$466.40	\$466.40	\$115,371.97	\$28,972.23	\$144,344.20	\$53,085.83	\$20,087.26	\$64,825.59	\$0.00	\$282,819.28
200702	342	37	17	23	419	537	\$16,097.70	\$0.00	\$454.40	\$454.40	\$81,446.98	\$48,671.82	\$130,318.80	\$78,168.45	\$18,370.66	\$51,015.67	\$0.00	\$276,325.96
200703	339	38	17	23	417	536	\$16,388.76	\$0.00	\$437.60	\$437.60	\$32,435.05	\$20,249.19	\$52,684.24	\$103,722.95	\$16,825.30	\$96,685.28	\$0.00	\$270,135.38
200704	342	39	16	21	418	531	\$16,360.70	\$0.00	\$433.60	\$433.60	\$47,319.03	\$13,802.02	\$61,121.05	\$91,236.59	\$20,221.03	\$72,223.60	\$0.00	\$245,235.67
200705	337	40	17	21	415	530	\$15,993.74	\$0.00	\$428.00	\$428.00	\$58,208.38	\$35,499.41	\$93,708.79	\$87,687.77	\$18,627.32	\$90,749.73	\$0.00	\$291,201.61
200706	336	39	17	20	412	524	\$16,525.09	\$0.00	\$425.60	\$425.60	\$67,303.01	\$50,274.88	\$117,577.88	\$88,061.80	\$18,484.36	\$62,898.63	\$0.00	\$289,428.28
200707	333	40	17	20	410	523	\$16,347.85	\$0.00	\$424.80	\$424.80	\$43,303.15	\$18,519.69	\$24,783.49	\$80,456.94	\$35,738.67	\$56,443.45	\$0.00	\$128,280.37
200708	334	39	17	20	410	522	\$16,240.48	\$0.00	\$448.80	\$448.80	\$16,864.43	\$33,070.14	\$49,954.57	\$81,520.88	\$19,220.86	\$83,775.15	\$0.00	\$224,920.26
200709	329	38	18	18	404	514	\$16,186.80	\$0.00	\$418.40	\$418.40	\$12,151.41	\$28,871.58	\$41,022.99	\$51,141.91	\$24,064.41	\$58,000.74	\$0.00	\$174,846.45
Total:	4167	549	219	298	5233	6936	\$208,223.29	\$0.00	\$5,607.20	\$5,607.20	\$556,943.92	\$376,183.54	\$933,127.46	\$893,587.74	\$394,563.11	\$895,578.15	\$4.00	\$2,962,453.66
Average:	347	46	18	25	436	570	\$17,351.94	\$0.00	\$467.27	\$467.27	\$46,411.99	\$31,348.63	\$77,760.62	\$73,632.31	\$24,546.09	\$69,631.51	\$4.00	\$246,037.81

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 Contracts and Members do not reflect retroactive additions and terminations.
 Experience is reflective of both active and terminated members.

Paid Claims by Month

Group Number: 16035 **Run Date** 10/26/2007
Group Name: CITY OF GAINESVILLE
Paid Period: 200510 Through 200709
Product: BLUE OPTIONS;NON-HMO

YEAR/MONTH	MEDICAL (FFS)	Pharmacy	Capitation	Dental	Total
200510	\$677,885.26	\$195,042.45	0.00	\$0.00	\$872,927.71
200511	\$720,564.32	\$199,852.18	0.00	\$0.00	\$920,416.50
200512	\$900,039.83	\$302,800.68	0.00	\$0.00	\$1,202,840.51
200601	\$515,221.74	\$187,984.67	648.80	\$0.00	\$703,855.21
200602	\$602,135.74	\$196,458.58	541.60	\$0.00	\$799,135.92
200603	\$967,890.62	\$214,418.13	535.20	\$0.00	\$1,182,843.95
200604	\$740,130.59	\$197,799.17	535.20	\$0.00	\$938,464.96
200605	\$752,628.30	\$219,632.76	548.00	\$0.00	\$972,809.06
200606	\$459,831.76	\$320,359.90	528.00	\$0.00	\$780,719.66
200607	\$692,820.76	\$209,052.61	536.00	\$0.00	\$902,409.37
200608	\$652,955.06	\$215,490.98	548.80	\$0.00	\$868,994.84
200609	\$778,196.71	\$230,014.31	558.40	\$0.00	\$1,008,769.42
Sum:	\$8,460,300.69	\$2,688,906.42	4,980.00	\$0.00	\$11,154,187.11

YEAR/MONTH	MEDICAL (FFS)	Pharmacy	Capitation	Dental	Total
200610	\$833,634.92	\$240,114.73	556.80	\$0.00	\$1,074,306.45
200611	\$935,416.37	\$328,905.86	557.60	\$0.00	\$1,264,879.83
200612	\$889,013.68	\$224,468.25	555.20	\$0.00	\$1,114,037.13
200701	\$728,168.93	\$308,123.60	466.40	\$0.00	\$1,036,758.93
200702	\$837,058.87	\$303,600.40	454.40	\$0.00	\$1,141,113.67
200703	\$856,205.93	\$312,341.33	437.60	\$0.00	\$1,168,984.86
200704	\$861,324.45	\$251,448.87	433.60	\$0.00	\$1,113,206.92
200705	\$838,205.13	\$249,447.56	428.00	\$0.00	\$1,088,080.69
200706	\$817,293.52	\$258,798.33	425.60	\$0.00	\$1,076,517.45
200707	\$759,031.34	\$236,319.96	424.80	\$0.00	\$995,776.10
200708	\$628,816.14	\$376,106.04	448.80	\$0.00	\$1,003,370.98
200709	\$793,787.84	\$271,740.09	418.40	\$0.00	\$1,065,946.33
Sum:	\$9,775,957.12	\$3,361,416.02	5,607.20	\$0.00	\$13,142,979.34
Grp Total:	\$18,236,257.81	\$6,050,321.44	10,587.20	\$0.00	\$24,297,166.45

BCBSF Major Accounts Performance Report
Prepared For: City Of Gainesville (16035)

Benefit Plan: PPO
Claims Basis: Paid Date

Network and Program Estimated Savings Report
For The Time Period: Jun 2006 Through May 2007

	PPC In Network				PHS / PPS In Network				NON-Network Out Of State			
	Billed	Allowed	Savings	% Disc	Billed	Allowed	Savings	% Disc	Billed	Allowed	Savings	% Disc
INPT FAC.	6,113,636	1,683,806	4,429,830	72.5	0	0	0	0.0	516,704	305,781		28
OUTPT FAC.	4,976,331	2,052,700	2,923,630	58.8	678	678	0	0.0	517,051	395,221		983
PHYSICIAN	8,218,727	3,246,321	4,972,407	60.5	632,930	327,279	305,651	48.3	685,611	276,603		2,553
OTHER	1,275,618	498,849	776,768	60.9	16,804	5,017	11,787	70.1	355,718	161,465		990
TOTAL	20,584,312	7,481,676	13,102,636	63.7	650,412	332,974	317,438	48.8	2,075,085	1,139,070		4,554

Total PPC/PHS/PPS Savings: 13,420,074

Total Billed: 23,309,809
Total Allow: 8,953,720
Total Paid: 7,682,021
PPC Facility Inpatient Use: 92.2
PPC Facility Outpatient Use: 79.1
PPC Physician Use: 81.9
PPC Other Medical Use: 83.5
Total PPC, PHS, PPS USE: 89.7

Billed = Submitted Charges
Allowed = Negotiated Agreements Between Provider And BCBSFL
Savings = Difference Between Billed And Allowed Amounts
% Discount = Savings Amount Divided By Billed Amount

Claim Adjustments May Impact Calculated Network Savings Amounts. Excludes Prescription Drugs