

# Creating Value-Based Benefits That Last

## Understanding the Partner Marketplace & Contracting for Success

December 10, 2025  
8 a.m. - 12:45 p.m. ET  
Rothchild Catering &  
Conference Center  
Knoxville, TN



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# ***Creating Value-Based Benefits that Last Understanding the Partner Marketplace & Contracting for Success***

Knoxville, TN  
Wednesday, December 10, 2025

- 8:00 am ***Exhibit Hall/Networking***
- 9:00 am ***Welcome***  
Phil Belcher, CEO, HealthCareTN
- 9:05 am ***Keynote Address: Show Me the Price! How Employers are Leveraging Hospital Price Transparency***  
Maureen Hensley-Quinn, Senior Program Director, National Academy for State Health Policy
- 9:35 am ***Panel: Hospital Price Transparency & Fair Pricing***  
Moderator: Maureen Hensley-Quinn, Senior Program Director, National Academy for State Health Policy  
Russell DuBose, Vice President of Human Resources, Phifer Incorporated  
Kiana Moore, CEO, Moore Consulting, LLC  
Jason Seltzer, Senior Director of Client Solutions, Innovu
- 10:20 am ***Exhibit Hall/Networking***
- 10:45 am ***Panel: Value-Based Primary Care Partnerships***  
Moderator: Dr. Raymond Tsai, Vice President, Advanced Primary Care, PBGH  
Kristy Bowman, Chief of Clinical Services & Operations, WeCare  
Russell DuBose, Vice President of Human Resources, Phifer Incorporated  
Ben Miller, Chief Revenue Officer, Premise Health  
Patrick Nelli, CEO & Founder, Aligned Marketplace
- 11:30 am ***Panel: Value-Based Sourcing & Contracting for Better Results***  
Moderator: Mike Kniery, SVP Employee Benefits Consulting, Alliant  
Jen Cressman, Chief Commercial Officer, Form Health  
Jordan Moore, Total Rewards Manager, Benefits, Crown Castle  
Brian Voight, Vice President, Partnerships, Summus
- 12:15 pm ***Reactor Panel: How Large Employers Are Creating Value Based Benefits that Last***  
Moderator: Jeff Townsend  
Courtney Meckes, VP Benefits and Well Being, First Horizon Bank  
Christine Stickler, Benefit and Risk Mgmt. Director, City of Knoxville  
Randi Preston, Benefits Manager, K-VA-T Foods, dba Food City
- 12:45 pm ***Closing Remarks/Door Prizes***  
Phil Belcher, CEO, HealthCareTN



# Speakers



## Maureen Hensley-Quinn

Maureen-Hensley Quinn, Senior Director, at the National Academy for State Health Policy (NASHP) leads the Coverage, Cost and Value team that focuses on states' efforts to finance, provide, and improve coverage and care for all people across ages and income ranges. Maureen leads efforts that support states working to ensure access to comprehensive, affordable health coverage and care. As part of this work, she leads NASHP's Centers on Prescription Drug Pricing and Health System Costs. These Centers work directly with diverse state officials to identify issues and create policy solutions and resource tools that are based on research, analysis, and data to inform strategies for lowering and containing high health care costs. Additionally, Maureen's portfolio includes supporting multiple state coverage networks that include Medicaid, CHIP, State-based marketplaces, and state employee health plans. Maureen also oversees work to support state efforts to transform their payment and delivery systems to move beyond fee-for-service and to explore global budgets, through the new CMS AHEAD model and without it.

Prior to joining NASHP in 2007, Maureen worked at a different national non-profit organization, and within the Insurance Division of the Massachusetts State Attorney General's Office. Maureen received a bachelor's degree in Political Science from Merrimack College in Massachusetts and earned a master's degree in Public Affairs from the John W. McCormack School of Public Policy at the University of Massachusetts in Boston.



## Russell DuBose

Russell DuBose serves as the Vice President of Human Resources for Phifer Incorporated, Tuscaloosa, Alabama. After graduating from the University of Alabama, Russell worked for the Alabama Department of Labor for ten years. In 2000, Russell joined Phifer Incorporated as a Human Resources Recruiter. He currently enjoys broad HR responsibilities for compensation, benefits, employee relations, healthcare, talent management, and workers' compensation. He is a certified human resources professional, and healthcare advisor. Russell served 37 years in the U.S. Army in both active and reserve status and retired at the rank of Colonel. Russell currently serves on the board of directors for the Alabama Employer Healthcare Consortium, Health Transformation Alliance, and National Association of Worksite Healthcare Centers. Russell has been married to his wife Kelley for the past 31 years and they live in Tuscaloosa, Alabama.

# Speakers

## Kiana Moore



Kiana Moore is the CEO of Moore Consulting, LLC, a public health data strategy and advisory firm that helps organizations leverage data and technology to improve healthcare access, affordability, and quality through evidence-based decision making. She specializes in using data to inform policy, drive system change, and measure impact.

With more than two decades of experience, Kiana has advised government agencies, payers, providers, advocates, coalitions, and employers on translating data into practical strategies and policy proposals that improve transparency, access, affordability, and quality.

Her work bridges systems-level reform with the lived experiences of patients and caregivers, with the goal of making the healthcare system easier to navigate, more affordable, and delivering better value to patients, families, and purchasers.



# Speakers

## Jason Seltzer



As Innovu's Senior Director of Client Solutions, Jason partners with select advisors and employers to guide ongoing program management, develop tailored solutions, and support product adoption and deployment.

Previously, Jason served as Senior Director of Partner Analytics, where he focused on strengthening relationships with firm-to-firm clients and strategic partners while leveraging his deep industry and platform expertise to inform product development initiatives.

Prior to joining Innovu, Jason spent 17 years as a benefits advisor, working for both regional and global firms before co-founding his own firm, which was ultimately acquired in 2019. Before becoming an advisor, Jason was an award-winning salesperson for a top non-medical benefits carrier.

In addition to his career in financial services, Jason has been actively involved with a number of early-stage technology companies, serving as founder, advisor, investor, and board member developing digital and real-world solutions to market voids and inefficiencies. Jason's previous venture graduated from AlphaLab, a nationally recognized technology accelerator program in Pittsburgh, PA, part of the Global Accelerator Network (GAN).

Jason also regularly consults with global management consultants, private equity firms, insurers and financial institutions on product development, sales, employee benefits, market trends and distribution strategies and was recognized by Employee Benefits Advisor as one of 20 young leaders in employee benefits.

# Speakers



## Dr. Raymond Tsai

Dr. Raymond Tsai is a Family Medicine physician and boarded Clinical Informaticist serving as Vice President of Advanced Primary Care for Purchaser Business Group on Health, a non-profit coalition of around 40 private employers and public entities nationally that collectively spend \$350 billion annually purchasing health care services for more than 21 million Americans and their families. He is currently working with PBGH to help employer and purchaser members identify high quality advanced primary care that meet purchaser standards through the PBGH Care Excellence Award, as well as enabling partnerships to increase access to identified clinical partners of assured quality.

Prior to PBGH, he worked to establish advanced primary care clinic on behalf of a private employer and saw the effect their advanced primary care model in improving health outcomes, patient experience, provider experience, health equity, and health care spend for agriculture workers in Central Valley California. He was recognized for his primary care work as a Presidential Leadership Scholar, a partnership among the presidential libraries of George W. Bush, William J. Clinton, George HW Bush, and Lyndon B. Johnson. Dr. Tsai obtained his MD from Stanford University School of Medicine, completed Family Medicine residency at UCLA, and obtained his Masters in Health Policy and Management from Harvard TH Chan School of Public Health.



## Kristy Bowman

Kristy Bowman, RN, serves as Chief of Clinical Services and Operations at WeCare tlc, bringing more than 20 years of experience in healthcare, including 15 years leading clinical operations in primary care settings. A registered nurse by training, Kristy has combined frontline clinical care with executive leadership, overseeing care coordination, operational excellence, and patient-centered initiatives across multiple health centers. Her work focuses on improving clinical outcomes, optimizing care delivery, and ensuring a superior patient experience.

Throughout her career, Kristy has been dedicated to building care models that prioritize quality, efficiency, and comfort, empowering patients to access the care they need in a supportive, proactive environment.

# Speakers

## Ben Miller



Ben Miller is the chief revenue officer at Premise Health, where he drives the company's growth strategy, sales, and business development. He leads efforts to expand across new and existing markets, forge strategic partnerships with Taft-Hartley funds, health plans, and large employers, and position Premise Health as the nation's leader in employer-based healthcare.

A market-facing executive with more than 20 years in healthcare, Ben blends deep expertise in payer strategy, advisor partnerships, and healthcare economics to fuel sustainable growth. His career includes overseeing profitability and growth across multi-billion-dollar organizations and navigating the full spectrum of reimbursement models.

Before joining Premise, Ben served as vice president of marketing, sales, and business development at Kaiser Permanente, leading commercial growth across employer, public sector, Medicare, and Medicaid markets. He previously spent more than 15 years in leadership roles at Anthem Blue Cross Blue Shield, including regional vicepresident, where he built and led high-performing sales teams.

Ben holds a bachelor's degree in humanities from the University of Cincinnati and completed Harvard University's Executive Leadership Program. Passionate about community impact, he serves as president and board chair of the American Heart Association's Denver chapter and sits on the boards of the Jefferson County School Board Foundation and the Denver Chamber of Commerce's Economic Development Council.

## Patrick Nelli



Patrick Nelli is the CEO & Founder of Aligned Marketplace. Prior to Aligned Marketplace, Patrick spent a decade at Health Catalyst (HCAT), a data and analytics company focused on supporting some of the largest healthcare organizations in the country, where he was President and Chief Financial Officer and helped take the company public. Previously at Health Catalyst, he helped build value-based care analytics for some of the largest ACOs in the country in pursuit of Health Catalyst's mission to deliver data-informed improvement. Prior to Health Catalyst, Patrick invested across the healthcare space and performed drug discovery research. Patrick's passion is to drive healthcare improvement through innovation.



# Speakers

## Mike Kniery



Michael Kniery is a Vice President of Consulting within Alliant's Employee Benefits Practice. Mike is based in Nashville, TN serving a broad national client base, delivering innovative, data-driven strategies that help employers enhance performance, manage costs, and improve employee engagement.

Mike is a 20-year veteran of the employee benefits industry, with extensive experience in both the health insurance carrier and consulting and brokerage arenas. He partners with large, multi-site self-funded employers across diverse industries, including financial services, law, healthcare, hospitality, and manufacturing.

His consulting capabilities span self-funded program ecosystem optimization, value-based care and direct-to-employer initiatives, mergers and acquisitions diligence, multiple employer trust programs, and employer reinsurance. Known for his use of analytics to develop customized, results-oriented strategies, Mike helps employers achieve greater efficiency, cost savings, and employee engagement.

Prior to joining Alliant, Mike was Vice President with a national insurance brokerage and consulting firm. He holds a bachelor's degree in aviation business from Middle Tennessee State University and a master's degree in healthcare informatics and analytics from Lipscomb University. To connect and learn more, [visit his LinkedIn profile](#).

## Jen Cressman



Jen Cressman is Chief Commercial Officer at Form Health. Jen joined Form Health in 2023 to build the sales and client success team with a focus on serving large, self-funded employers. Jen has an outstanding track record of building and leading commercial functions for other healthcare companies including Brightline, Welldoc, StayWell and more.

# Speakers



**Jordan Moore**

Jordan is a benefits professional at Crown Castle with more than 10 years of experience in benefits consulting and employer benefits. Her passion for helping her clients solve their complex problems led her to managing the benefits strategy at Crown Castle, where she helps design and deliver innovative programs aimed at tackling population health concerns and rising spend.



**Brian Voight**

Driven by a deep commitment to being a lifelong student of healthcare, Brian has built a career at the intersection of payers, providers, and innovation, specializing in guiding large, matrixed organizations through the complex transformation from fee-for-service to value-based care. His work at Summus focuses on partnering with Health Plans and Risk Bearing Entities to design programs that reduce costs, improve outcomes, and strengthen trust across the continuum of care.

Prior to joining Summus, Brian held key roles at Press Ganey, CirrusMD, and GetWell that focused on advancing access, equity, and member experience by leveraging technology, human-centered design, and targeted performance analytics. Earlier experience as an Institutional Trader at Robert W. Baird provided a critical foundation in market dynamics, financial performance, and stakeholder alignment, skills that continue to inform his approach to system-level collaboration today. Brian holds an MBA from Marquette University and a B.A. in Economics and Business Administration (Magna Cum Laude) from Coe College.

# Speakers

## Courtney Meckes



Courtney Meckes serves as the Vice President, Benefits and Wellbeing Strategy Leader for First Horizon. In this role, she is responsible for benefit design, administration and compliance as well as the advancement of First Horizon's culture of health & wellbeing. Executing on data driven solutions and a holistic approach to supporting associates and their families, First Horizon is moving their population along the full scope of the healthcare continuum. Courtney is passionate about identifying gaps in care and implementing programs and solutions targeting social determinants of health and wellbeing to bring an enriched experience for members across the geographic footprint.

During her fifteen-year tenure with First Horizon, Courtney has maintained several lead positions driving strategy and oversight in HR operations and compliance. She enjoys serving as an active mentor and volunteer within her community.

## Christine Stickler



Christine Stickler joined the City of Knoxville the fall of 2011 as the Benefits Coordinator. In 2013, she was promoted to Benefits Manager with responsibility for planning, developing, implementing, and daily administration of the employee benefit programs offered through the City. In July 2017, Christine was promoted to Employee Benefits and Risk Management Director with the added responsibilities of overseeing the City's Risk Management Division, including occupational health, workers' compensation, general liability and property insurance.

Prior to her work at the City, Christine worked for 10 years as an Account Manager for a global consulting firm, specializing in Employee Benefits. She has also worked as a Financial Consultant, where she obtained her Series 7, 63 and 65 and Life & Health Insurance License. Christine is a graduate of The University of Tennessee with a bachelor's of science degree in Business Administration.



# Speakers



## Randi Preston

Randi Preston, Benefits Manager, K-VA-T Food Stores, dba Food City. Grandmother of three, under the age of three (specialty in terrorist negotiations). She is responsible for Food City's Employee Benefits Program providing services to 19,000 associates in 5 states, including the management and oversight of a \$50+million dollar health plan spend and programs associated, such as EAP, Wellness, Voluntary Benefit offerings, and Life and Disability. Randi has worked in the insurance industry for 35 years, with time divided between Employee Benefits and Risk Management. She has worn many hats over her career, working in claims for a TPA, delivering services to clients from the Brokers office, in healthcare working for providers filing claims, however she feels her most impactful role is working for a large employer delivering benefits to employees. Randi maintains her Virginia Life and Health broker's license. Randi calls out that associates are our number one priority at Food City, making certain we provide quality products that are affordable. One of the biggest challenges she states is operating in a very low profit margin industry, that operates 7 days a week, 364 days a year, where healthcare trend often outpaces employee raises.

## We're stronger together

HCTN is a true partner, making it easy for you to get the support you need. Organized across Tennessee, HealthCareTN serves employers by creating:



### One Voice

Join the only organization that unites leading employers to drive change in healthcare meaningful to health plan sponsors.



### One Focus

Align with other employers who understand they have the reasons, responsibilities and leverage to create a value-based healthcare market.



### Leading Employers

Engage with other leading employers to get expertise and crucial resources - allowing you to focus on the healthcare benefits your organization needs to succeed.

## Collaboration: Create **One Voice**

- Take an active role in collectively tackling industry pain points with other employers
- Align with other employers who understand your struggles and can help you optimize your strengths and recognize your blind spots

## Changing the Conversation to **One Focus** of What Matters

- Focus on driving value into healthcare. HCTN is agile to the crisis of the moment; Steadfast to establish lasting improvements

## Participation: **Leading Employers**

- Support employer fiduciary responsibilities with more confidence in dealing with vendors, providers, and brokers; Clarity in establishing strategic objectives
- Change the dialogue with your current and future vendors to establish priorities and expectations through HCTN educational meetings and benchmarking
- Access the knowledge of peers; breed intelligence and contribute to the knowledge of all
- Collaborate nationally and regionally to enhance your effectiveness achieving results across a broader footprint

# HealthCareTN Board of Directors



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**Christine Stickler**

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# HealthCareTN Members

## 2025

Abbvie  
Alliant Insurance Services  
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Baptist Memorial Health Care Corporation  
BlueCross BlueShield of Tennessee  
Bush Brothers & Company  
Capital Rx  
Cigna Healthcare  
City of Germantown  
City of Knoxville  
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Knox County Government  
Knox County Schools  
Lantern  
Lockton Companies

Memphis-Shelby County Schools  
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Methodist Le Bonheur Healthcare  
Metro Nashville Public Schools  
Nashville Electric Service  
Nissan North America Inc.  
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Rhodes College  
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State of Tennessee  
TeamHealth  
Tennessee Pension Administrators LLC  
Tennova  
The Memphis Medical Society  
TestleTree  
Trinity Benefit Advisors  
WeCare  
Willis Towers Watson

**Prioritizing patients over profits as the only Public Benefit Corporation leading the next generation of PBM solutions.**

**We're all in.**



## Care that goes **beyond the counter**



### **Patient Care Advocates (PCAs)**

Our PCAs don't wait for problems, they solve them before they happen. Prior authorizations? Lower-cost options? Done.



### **Tech That Makes Life Easier**

Our app helps members manage prescriptions, find savings, and switch pharmacies with a tap.



### **Results That Matter**

Better adherence, fewer headaches, and real health outcomes. Happy members, happy employers.

## Savings that deliver

### **Net Cost Guarantee**

We lock in real savings—10% in Year 1 and keep costs steady or dropping after that. Any extra savings? They are all yours.

### **Smart Formulary Management**

We're all about balancing efficacy and affordability. Think significant savings without cutting corners on care.

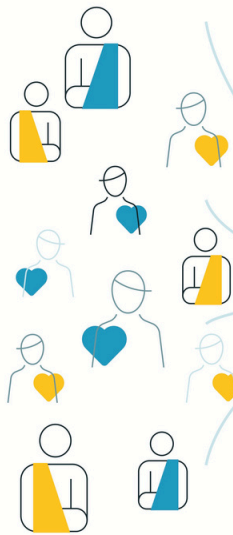


# The only national and value-based advanced primary care network

## Aligned

Advanced Primary Care has proven 15%+ cost savings through better care, but has been difficult to purchase, until now

Employees of Self-Insured Employers

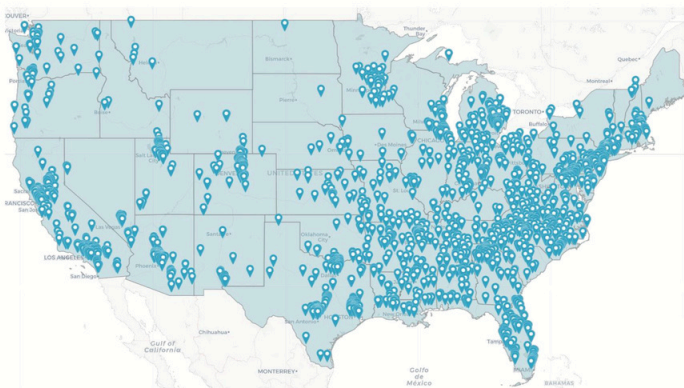


Advanced Primary Care Providers



### Aligned

Single contract with Aligned gets your employees and their families a choice of personalized, comprehensive primary care provider groups



2024 national network with over 3000 locations and coverage in all 50 states

# 15%+

Employer Total cost-of-care savings

Value-based payments and a comprehensive care model is proven to drive significant savings





## Provide peace of mind for your employees

To learn more,  
please call  
901-227-BHSG.

A comprehensive health care plan is more than a standard job benefit. It's peace of mind that your employees and your business need during these extraordinary times. No one understands that better than Baptist Health Services Group. As a provider-owned health care network, BHSG represents 5,000 physicians, more than 50 hospitals, and about 200 health care facilities throughout the Mid-South. And of course, BHSG is backed by one of the largest and most trusted names in integrated health services. Get better with Baptist.



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Get Better.

# GO BEYOND THE SCIENCE

## PIONEERING TOGETHER FOR A CANCER-FREE TOMORROW

Their Fight, Our Mission. Together, we boldly create a future where all patients, regardless of circumstances, can access medicines that are precisely right for them.

### PATIENT-CENTERED CARE



- **20% of rural residents live >60 miles from a medical oncologist**, creating a barrier to treatment<sup>1</sup>
- **Self-care for cancer patients proves difficult**, particularly within safety-net environments, due to reduced health literacy and various other barriers<sup>2</sup>

### EQUITABLE CARE



- Black women are **41% more likely to die** of breast cancer than white women<sup>3</sup>
- Only about **5% to 15% of US clinical trial participants are Black or Latino**, yet non-white people are predicted to make up the majority of the US population by the year 2045<sup>4-7</sup>

### PRECISION MEDICINE



- **1 in 3** patients with advanced non-small cell lung cancer **did not receive next-generation sequencing (NGS) testing**<sup>8</sup>
- White patients with NSCLC **received timely NGS testing at higher rates** (~8%) compared to Black or Latinx patients<sup>9,10</sup>



### HOW MIGHT WE BOLDLY IMPACT PATIENT CARE TOGETHER?

Learn more about our initiatives at [genentechoncology.com](https://genentechoncology.com)

**References:** 1. Levit LA, et al. *JCO Oncol Pract.* 2020;16(7):422-430. doi: 10.1200/OP.20.00174 2. Trosman J, et al. *JCO Oncol Pract.* 2021;17(8):e1202-e1214. doi:10.1200/OP.21.00161 3. American Cancer Society. Cancer facts and figures for African American/Black people 2022-2024. Available at: <https://www.cancer.org/content/dam/cancer-org/research/cancer-facts-and-statistics/cancer-facts-and-figures-for-african-americans/2022-2024-cff-aa.pdf> Accessed October 5, 2023. 4. Coakley M, et al. *J Womens Health (Larchmt).* 2012;21(7):713-716. doi:10.1089/jwh.2012.37332 5. Ma MA, et al. *Mayo Clin Proc.* 2021;96(1):264-266. doi:10.1016/j.mayocp.2020.10.027 6. Garrick O, et al. *Ethn Dis.* 2022;32(1):61-68. doi:10.18865/ed.32.1.61 7. Vespa A, et al. United States Census Bureau. Report number P25-1144. February 2020. Accessed September 7, 2023. 8. Schwartzberg L, et al. *Future Oncol.* 2023;19(20):1397-1414. doi:10.2217/fon-2022-1216 9. Vidal G, et al. Practice- and provider-level inequities in next-generation sequencing (NGS) testing by race/ethnicity for patients (pts) with advanced non-small cell lung cancer (aNSCLC) treated in the community setting. Presented at: American Society of Clinical Oncology, June 2-6, 2023; Chicago, IL. Accessed September 8, 2023. <https://meetings.asco.org/abstracts-presentations/219916> 10. Vidal G, et al. Practice- and provider-level inequities in next-generation sequencing (NGS) testing by race/ethnicity for patients (pts) with advanced non-small cell lung cancer (aNSCLC) treated in the community setting. Presented at: American Society of Clinical Oncology, June 2-6, 2023; Chicago, IL. Oral presentation.



# HealthNEXT

A culture of health and wellbeing is a competitive advantage.

Achieve it with HealthNEXT.

HealthNEXT's Culture of Health and Wellbeing solution provides your organization with tools and guidance to bend the healthcare cost curve and improve organizational performance by elevating the health, wellbeing, and vitality of your workforce.



Controlled illness burden and healthcare cost trends



Improved employee performance, retention, productivity, and engagement



Enhanced leadership buy-in and timely employee participation

Our evidence-based and peer-reviewed strategic solution is based on two key components, resulting in an enduring corporate culture of health and wellbeing:



## ASSESSMENT

- Utilizes validated gap-analysis metrics.
- Serves as the master framework and baseline for developing a multi-year strategic roadmap.
- Includes simulation capability of the relative gap to benchmark for various possible planning scenarios.
- Uses sophisticated AI algorithms to close benchmark gaps faster and more cost-effectively.
- Draws from decades of research and application to identify best-practice factors.



## GUIDANCE

- Delivers direction and support from "NEXTperts" — corporate population health experts who have achieved self-sustaining cultures of health and wellbeing for employers, including Proctor & Gamble, Kimberly-Clark, Johnson & Johnson, and JPMorgan.
- Drives the assessment and success through sequencing, interventions, and the best use of scarce resources.
- Implements metrics-based planning and monitoring to ensure continuous improvement.

Start your journey today.

HealthNEXT.com

# Optimize Your Benefits Strategy

The InnovuLens platform and an extensive menu of targeted solutions allows you to leverage integrated claims data insights and expert analysis to make informed procurement and plan design decisions that:

- ✓ **Eliminate Wasteful Spending**
- ✓ **Optimize Benefits Strategy**
- ✓ **Improve Population Health**





## LILLY FOR BETTER

At Lilly, we are constantly evolving the way we discover, develop and manufacture medicines to bring new treatments to the people who need them even faster – and expand access to these medicines for even more people around the world.

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Great care never stops evolving. For over a century, Methodist Le Bonheur Healthcare has been dedicated to advancing the health and well-being of Tennesseans by strengthening our communities and supporting local employers. Our compassionate, expert care empowers individuals to maintain everyday wellness, manage chronic conditions and achieve better health outcomes. We're honored to support HealthCareTN and help shape the future of employee benefits in our state.



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There's nothing  
artificial  
about our  
intelligence.



10 years of data helps uncover health insights, but it's  
our compassionate care that makes Omada different.

Real coaches + 10 years of data is how Omada  
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6.7M  
covered  
lives





For 24 years, our health coaching has addressed the leading causes of healthcare spending by helping people make lasting change



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## LAST 5 YEARS BOOK OF BUSINESS OUTCOMES

Weight

64%

with a BMI  $\geq 30$  lost an avg of 16 lbs from 233 to 217 for an avg savings of **\$2,000/person\***

Diabetes

73%

with HbA1c  $\geq 7\%$  reduced by an avg of 1.7% from 8.7% to 7.0% for an avg savings of **\$1,908/person\***

Cholesterol

82%

with cholesterol levels  $\geq 240$  reduced by an avg of 65 from 269 to 204 for an avg savings of **\$2,915/person\***

Blood pressure

80%

with BP  $\geq 140/90$  reduced from an avg of 149/90 to 128/78 for an avg savings of **\$2,000/person\***

\*Savings based on TrestleTree's biometric improvement using citations from published studies and health plans' assessments

### TrestleTree

- ✓ **Holistic coaching:** our Coaches have 200+ hours of training from a PhD psychologist in TrestleTree's model, proven for over 23 years, to address the whole person.
- ✓ **Meeting people where they are:** our Coaches understand each participant's unique circumstances, and meet them where they are on their health journey.
- ✓ **Earning the right to influence:** building trust through relationships is essential for earning the right to influence.

VS

### Other solutions

- ✗ **Symptom focused care:** common approaches often focus solely on treating an individual's symptoms rather than addressing the whole person.
- ✗ **One-size fits all:** cookie cutter solutions fail to consider each individual's unique situation and circumstances and lack personalized care.
- ✗ **Information without action:** traditional solutions lead with knowledge, merely informing people what they need to do.

Contact us



Joe DiSalvo, Business Development



joe.disalvo@trestletree.com



207-544-4865



# What Can Vanderbilt Health Do For You?

Vanderbilt Health Employer Solutions (VHES) helps you enhance employee health and productivity, reduce health care costs, and attract and retain top talent, while making health care simpler for your employees to navigate.

## By working with VHES, you can:

- Deploy a full spectrum of proven tools and resources, uniquely tailored to your organization
- Effectively support local employees as well as your colleagues across the country
- Harness the power of the region's largest integrated care network

Stop by our table to learn more about our total health portfolio of solutions and what **Vanderbilt Health** can do for your organization.  
**Let's bring the best of Vanderbilt Health to your workforce!**

## FEATURED SOLUTIONS:

### MyHealth Bundles

Innovative, value-based program that addresses common and costly health conditions with a focus on an improved patient experience.

### Executive Health Physicals

Year-long, holistic health support for your VIP corporate athletes, helping them remain in top health and maintain peak performance.  
**Care Navigation/Advocacy**

Dedicated guidance for employees to help them effectively address physical, mental and spiritual health needs while ensuring the right level of care, every time.



AON

# Aon is in the Business of Better Decisions

Contact Us:



## Powering the Future of Value-Based Benefits with Judi®

An effortlessly scalable and efficient  
enterprise health platform built for  
centralized, value-based care.



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So Why Are They Living That Way?

Let's **prevent** and **reverse**:

- Cardiometabolic disease
- Obesity
- Type 2 diabetes
- Autoimmune conditions
- Digestive disorders
- Mental health challenges

Ciba Health's whole-person precision care model uncovers the "why" behind complex and costly conditions.

- ✓ 1:1s with a physician-led care team
- ✓ Advanced diagnostic testing
- ✓ Personalized sustainable health plans
- ✓ Data-driven and clinically-validated outcomes

Ready for a program that doesn't treat chronic illness like a life sentence?

Partner with Ciba Health  
to unlock better health.

Contact Michael Tomback, SVP of Sales, to learn more.  
[mtomback@cibahealth.com](mailto:mtomback@cibahealth.com)

Fewer prescriptions.  
Fewer doctor visits.  
Happier healthier employees.



# Cancer care is broken.

We're **fixing it** with the  
Virtual Cancer Clinic.

color®

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Healthcare can  
be confusing.

**We're here  
to help.**

CHC helps plan members make  
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care**



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**Leading clinical results**



**Guaranteed ROI**



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# Transforming the way pain is treated

The market leading solution

## 1M

members treated

## 50+

health plans and PBMs  
choose Hinge Health

## 1 in 2

MSK surgeries avoided



[www.hingehealth.com](https://www.hingehealth.com)



## We're lighting the way to better care.

Learn more at [lanterncare.com](https://lanterncare.com)

"Lantern had the data to show that these were good, quality surgeons and they weren't just choosing the lowest-cost providers. First and foremost, it was based on quality."

— Dawn Beaudin, Vice President, Benefits, Hyatt Hotels





UNCOMMONLY INDEPENDENT

# Independence changes everything



SCAN TO LEARN MORE ABOUT HOW  
LOCKTON PEOPLE SOLUTIONS CAN  
IMPACT YOUR ORGANIZATION.

As an organization committed to being perpetually private, Lockton is not driven by the quarterly pressure from the financial markets. This kind of independence frees us to always act in the best interest of our clients. We bring creative thinking and an entrepreneurial spirit to the insurance business, uniquely positioning our people to put our clients' success first.

**LOCKTON PEOPLE SOLUTIONS** exists to help make our clients' organizations more successful and people's lives better. We do this through:

- Employee experiences and engagement
- Total benefits and rewards
- Measurement and management

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## Stay up to date with reliable info on COVID-19.

Scan below to sign up for important updates and resources on COVID-19 and a vaccine option by Pfizer and BioNTech.



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# The healthcare navigation leader

With an exceptional Net Promoter Score® of 70+, Quantum Health places the health and wellbeing of members as the utmost priority. With our proprietary Real Time Intercept® technology, we're able to engage earlier in a member's journey for maximum impact on satisfaction, health outcomes and cost control. This, paired with our unbeatable clinical knowledge and human-centered approach, labels us the most trusted and unparalleled navigation solution by far.

84% of household  
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Give your employees the expert healthcare navigation and specialty care they deserve—personalized, trusted, and always available.

**Better access. Better decisions.  
Better outcomes.**





# Comprehensive support for your mental wellbeing.



## TELUS Health EAP

Support that meets you where you are.

- Mental health support
- Professional care
- Flexible access
- 24/7 support resources
- Work Life services



## TELUS Health Wellbeing

Establish healthy habits and reach your goals.

- Content library and newsfeed
- Activity tracking
- Goals and challenges
- Social stream
- Rewards



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