

Integrated Programs 2015-2017

3 Year Cost (Savings) Projections

SH valued at 16% savings

	CURRENT	ESI	ESI + SH	ENVISION	ENVISION + SH
RETAIL	\$58,676,230	\$52,468,531	\$52,468,531	\$61,448,168	\$61,448,168
RETAIL 90	\$40,895,325	\$35,498,384	\$35,498,384	\$34,971,146	\$34,971,146
SPECIALTY	\$32,870,050	\$32,288,279	\$32,288,279	\$22,536,435	\$22,536,435
ADMINISTRATIVE FEES	\$0	\$0	\$3,142,156	\$2,058,552	\$2,987,460
REBATES	-\$9,460,021	-\$15,971,347	-\$11,675,341	-\$7,548,023	-\$5,609,633
SH PROGRAM	\$0	\$0	-\$17,875,521.54	\$0	-\$18,613,372.18
RENEWAL ADJUSTMENT	\$0	-\$1,343,342	-\$1,343,342	\$0	\$0
TOTAL COSTS	\$122,981,584	\$102,940,505	\$92,503,146	\$113,466,278	\$97,720,204
SAVINGS (\$)		\$20,041,079	\$30,478,438	\$9,515,306	\$25,261,380
SAVINGS (%)		16.3%	24.8%	7.7%	20.5%

Integrated Program Year 1

2015 Cost (Savings) Projections

SH valued at 16% savings

	CURRENT	ESI	ESI + SH	ENVISION	ENVISION + SH
RETAIL	\$18,796,091	\$16,885,419	\$16,885,419	\$19,782,064	\$19,782,064
RETAIL 90	\$12,862,710	\$11,210,531	\$11,210,531	\$11,052,748	\$11,052,748
SPECIALTY	\$9,323,017	\$9,158,008	\$9,158,008	\$6,420,952	\$6,420,952
ADMINISTRATIVE FEES	\$0	\$0	\$1,039,112	\$669,029	\$978,665
REBATES	-\$2,941,425	-\$4,827,667	-\$3,518,268	-\$2,287,624	-\$1,757,946
SH PROGRAM	\$0	\$0	-\$5,563,968.14	\$0	-\$5,836,237.37
RENEWAL ADJUSTMENT	\$0	-\$1,343,342	-\$1,343,342	\$0	\$0
TOTAL COSTS	\$38,040,392	\$31,082,948	\$27,867,491	\$35,637,169	\$30,640,246
SAVINGS (\$)	-	\$6,957,444	\$10,172,902	\$2,403,223	\$7,400,146
SAVINGS (%)	-	18.3%	26.7%	6.3%	19.5%

Integrated Program Year 2

2016 Cost (Savings) Projections

SH valued at 16% savings

	CURRENT	ESI	ESI + SH	ENVISION	ENVISION + SH
RETAIL	\$19,575,238	\$17,510,095	\$17,510,095	\$20,511,056	\$20,511,056
RETAIL 90	\$13,620,441	\$11,824,406	\$11,824,406	\$11,645,983	\$11,645,983
SPECIALTY	\$10,871,736	\$10,679,316	\$10,679,316	\$7,478,726	\$7,478,726
ADMINISTRATIVE FEES	\$0	\$0	\$1,047,512	\$686,184	\$995,820
REBATES	-\$3,158,228	-\$5,407,123	-\$3,951,365	-\$2,654,909	-\$1,848,567
SH PROGRAM	\$0	\$0	-\$5,937,594.13	\$0	-\$6,205,282.90
RENEWAL ADJUSTMENT	\$0	\$0	\$0	\$0	\$0
TOTAL COSTS	\$40,909,187	\$34,606,694	\$31,172,369	\$37,667,041	\$32,577,735
SAVINGS (\$)	-	\$6,302,493	\$9,736,818	\$3,242,147	\$8,331,452
SAVINGS (%)	-	15.41%	23.80%	7.93%	20.37%

Integrated Program Year 3

2017 Cost (Savings) Projections

SH valued at 16% savings

	CURRENT	ESI	ESI + SH	ENVISION	ENVISION + SH
RETAIL	\$20,304,901	\$18,073,018	\$18,073,018	\$21,155,048	\$21,155,048
RETAIL 90	\$14,412,174	\$12,463,447	\$12,463,447	\$12,272,415	\$12,272,415
SPECIALTY	\$12,675,297	\$12,450,956	\$12,450,956	\$8,636,757	\$8,636,757
ADMINISTRATIVE FEES	\$0	\$0	\$1,055,533	\$703,339	\$1,012,975
REBATES	-\$3,360,368	-\$5,736,557	-\$4,205,707	-\$2,605,490	-\$2,003,120
SH PROGRAM	\$0	\$0	-\$6,373,959.27	\$0	-\$6,571,851.92
RENEWAL ADJUSTMENT	\$0	\$0	\$0	\$0	\$0
TOTAL COSTS	\$44,032,004	\$37,250,863	\$33,463,286	\$40,162,068	\$34,502,223
SAVINGS (\$)	-	\$6,781,142	\$10,568,718	\$3,869,937	\$9,529,782
SAVINGS (%)	-	15.4%	24.0%	8.8%	21.6%

Integrated Programs 2015-2017

3 Year Cost (Savings) Projections

SH valued at 10% savings

	Current	ESI	ESI + SH	Envision	Envision + SH
RETAIL	\$58,676,230	\$52,468,531	\$52,468,531	\$61,448,168	\$61,448,168
RETAIL 90	\$40,895,325	\$35,498,384	\$35,498,384	\$34,971,146	\$34,971,146
SPECIALTY	\$32,870,050	\$32,288,279	\$32,288,279	\$22,536,435	\$22,536,435
ADMINISTRATIVE FEES	\$0	\$0	\$3,142,156	\$2,058,552	\$2,987,460
REBATES	-\$9,460,021	-\$15,971,347	-\$11,675,341	-\$7,548,023	-\$5,609,633
SH PROGRAM	\$0	\$0	-\$11,172,200.97	\$0	-\$11,633,357.61
RENEWAL ADJUSTMENT	\$0	-\$1,343,342	-\$1,343,342	\$0	\$0
TOTAL COSTS	\$122,981,584	\$102,940,505	\$99,206,467	\$113,466,278	\$104,700,218
SAVINGS (\$)		\$20,041,079	\$23,775,117	\$9,515,306	\$18,281,366
SAVINGS (%)		16.3%	19.3%	7.7%	14.9%