

The right vision partner should do five things to help you manage chronic conditions and control your healthcare costs.



VSP
Eye Health
Management
Program®
Delivers

1. Create a plan that drives utilization

Vision plans can only double as effective preventive care if your employees use their benefit.

▶ VSP members have the highest utilization.¹
22% more VSP members with diabetes return for an eye exam after we send them a reminder letter if they haven't had their annual eye exam.²

2. Identify chronic conditions early

Serious chronic conditions like diabetes, hypertension, and high cholesterol can be detected during an eye exam before costly symptoms emerge.

▶ VSP Providers are often the first to detect signs of chronic conditions:³

- Diabetes – 20% of the time
- Hypertension – 30% of the time
- High cholesterol – 65% of the time

3. Collect actionable data

It's important to collect patient-specific data you can use to improve employee health and lower your healthcare costs.

▶ VSP has collected actionable chronic condition data for 2.4 million members.

4. Connect employees with your health partners

Sharing patient-specific health data with your health plan or disease management or wellness vendor is critical.

*If your vision partner only shares aggregate data, you can't take action to enroll employees in programs to help them manage their condition—and help you manage your healthcare costs.

▶ VSP doctors share patient condition data with PCPs.

Through VSP Smart Data ManagementSM VSP shares HIPAA-compliant data with more than 100 health plans and disease management vendors:

- Diabetes
- Diabetic retinopathy
- Hypertension
- High cholesterol

5. Track and share results

Your vision partner should track and share compelling results.

▶ An independent study showed that for every \$1 invested in VSP exam services, you get \$1.27 back over two years.

VSP is the only managed vision company who delivers on all five points. And we've got independent research to prove it. Contact your VSP representative today to start saving.

¹Synovate, a leading market research firm, surveyed members of four national vision vendors in 2010 to find out what was most important to them and how their plans compared.

²VSP Eye Health Management Program Data

³Human Capital Management Services, Inc. (HCMS) study on behalf of VSP, 2010