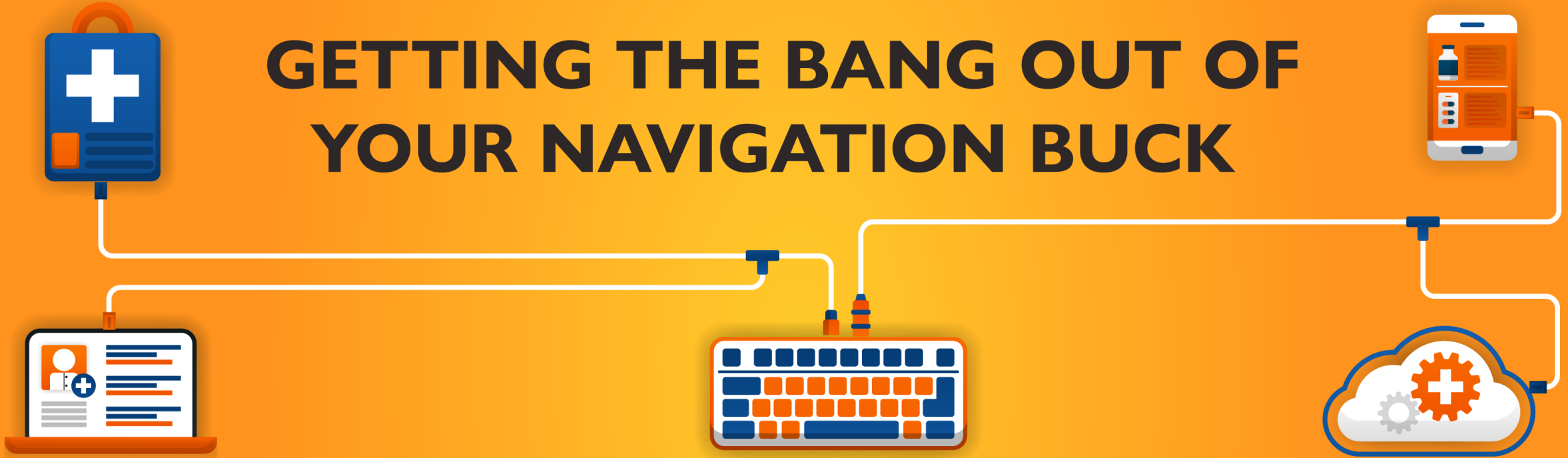
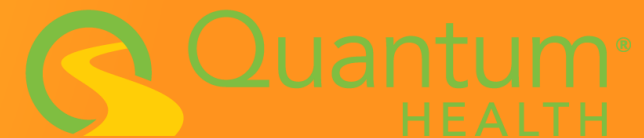


# GETTING THE BANG OUT OF YOUR NAVIGATION BUCK



**Thursday, December 1, 2022**  
**12:00 - 1:30PM**

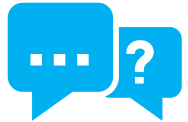
*Sponsored by*



# Webinar Procedures



All lines will be muted





Please submit all questions using the “Q&A” dialog box



Email Diane Engel at [dengel@nebgh.org](mailto:dengel@nebgh.org) with any issues during this webinar



The recording will be shared



# Moderator



**Michael Perlmutter**

SVP, Managing Director – Insights & Innovation Lab  
*Lockton*

# *Agenda*

## **Getting the Bang Out of Your Navigation Buck**

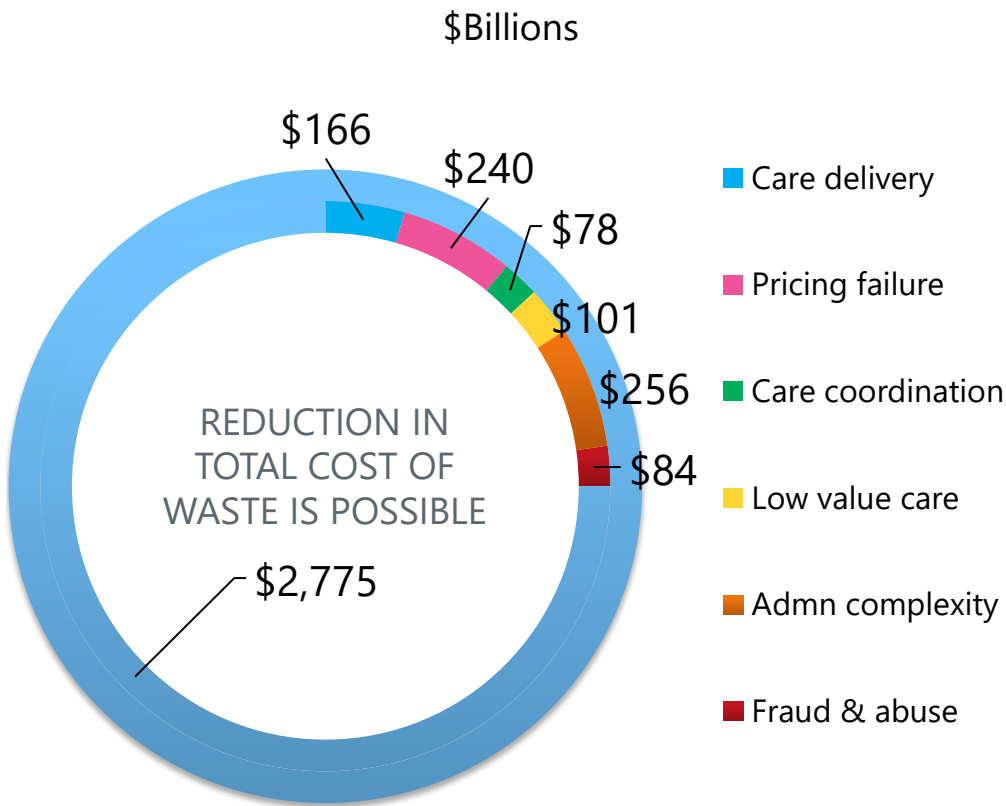
General navigation vendors offer broad capabilities including benefits assistance, utilization management and care coordination. Many have evolved their services over time and others have just recently made service additions to their ecosystems.

- **Advocacy & Navigation- key questions**
- **Solution provider panel**
- **Employer panel**
- **Q/A - Discussion**

## **Discussion topics:**

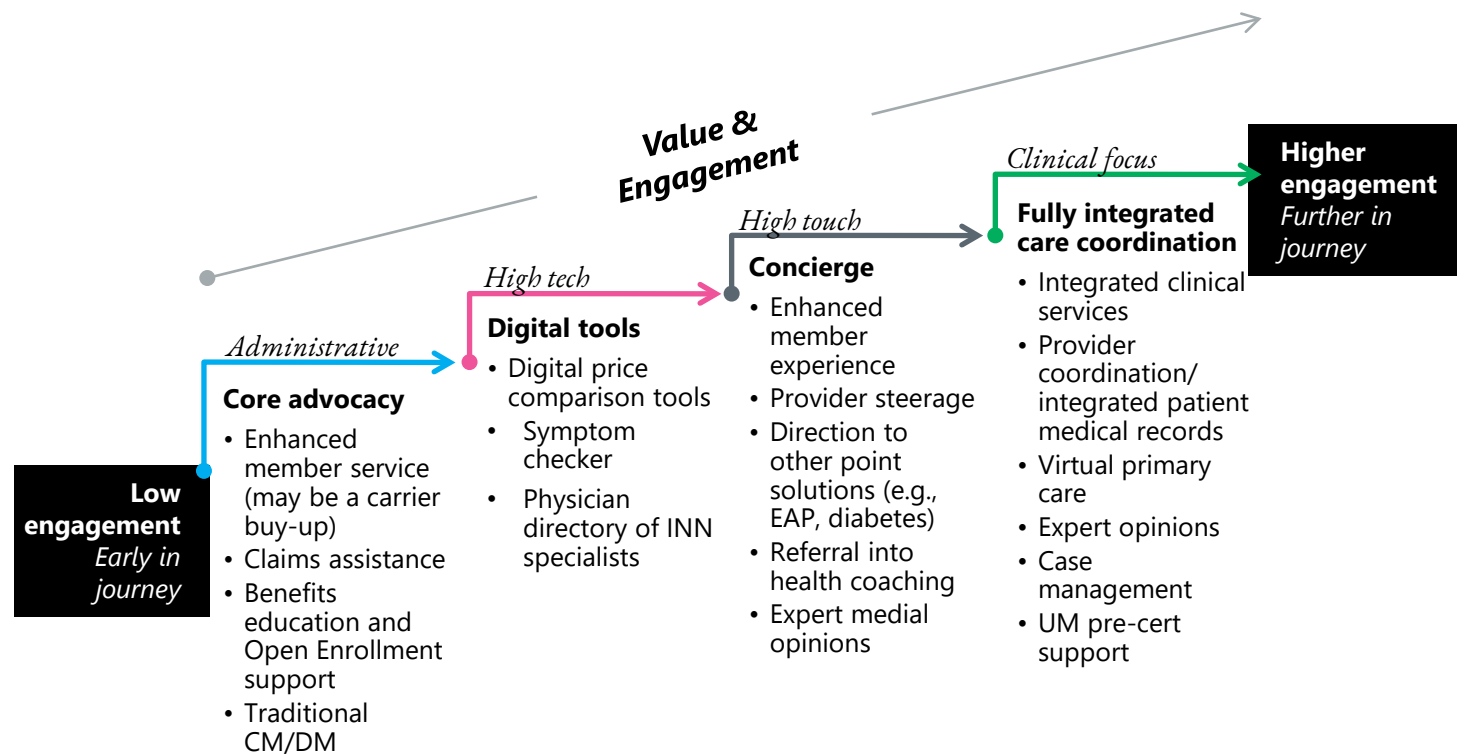
- **What's the value equation now for employers?**
- **How should we think about the range of solutions?**
- **How can we simplify the employee experience?**
- **How can we drive more integration across our ecosystem?**
- **What are the metrics that matter?**

# 25% of healthcare spend (\$3.9T) is wasteful

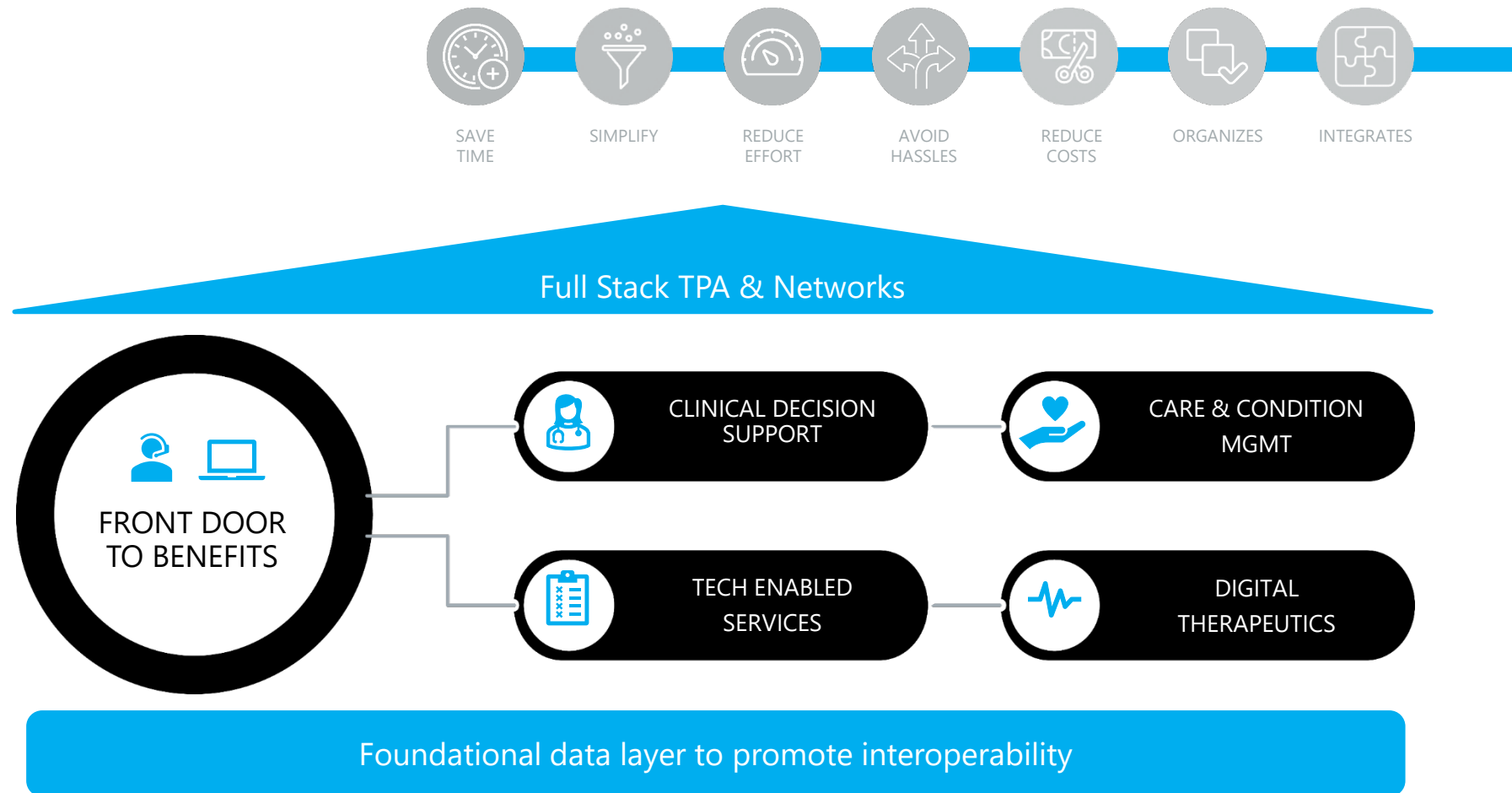


Implementation of effective measures to eliminate waste represents the greatest opportunity to reduce the continued increases in U.S. healthcare expenditures

# Healthcare navigation spectrum



# *Simplify the employee experience*



# Integration & consolidation of point solutions

## Advocacy Navigation



## Musculoskeletal



## Maternity Fertility



Solutions continue to multiply and address more conditions.

## Cardiometabolic



## Mental Health



## Disease Reversal



Vendors are consolidating programs for a more whole-person approach.

## Bundled Care COE



## Telemedicine



## Onsite Nearsite



Carriers and PBMs are joining with partners and creating their own solutions.

Note: This market graphic is adapted from CBInsights and intended to be illustrative only. Lockton does not endorse featured solutions.

# *Metrics that matter*

## **Best practices**

1. Understand your current ecosystem of partners and integrations.
2. Set specific goals and objectives for the program.
3. Collect employee feedback on key challenges and dissatisfiers.
4. Assess budget implications in terms of costs and potential value.
5. Determine the optimal time to put a solution in place.

## **Potential outcomes**

1. Drive greater engagement in solutions that add value.
2. Improve the employee experience.
3. Improve employee decision making.
4. Increase steerage to higher quality, lower cost providers.
5. Improve patient outcomes.

*Independence changes everything.*

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# Thought Leader Panel Discussion



**Michael C. Sokol, MD, MS**  
SVP, Clinical Strategy  
*Quantum Health*



**Greg Morgan**  
VP, Health Strategy  
*Alight Healthcare Navigation*



**Jordan Feldman**  
Co-Founder & CEO  
*Rightway*



**MODERATOR**  
**Michael Perlmutter**  
SVP, Managing Director  
– Insights & Innovation  
Lab  
*Lockton*

# Employer Leader Panel Discussion



**Julie Blume**

Director of Total Rewards  
*Ropes & Gray*



**Jared Lewis**

Sr. Director, Total Rewards  
*Curtiss-Wright*



**Melanie Eisen**

Sr. Director of Human  
Resources  
*TPG*



**MODERATOR**

**Michael Perlmutter**

SVP, Managing Director  
– Insights & Innovation  
Lab  
*Lockton*

# Questions? Use the Q & A box!

## Upcoming NEBGH events:

- **Dec. 5**– Bi-Weekly COVID-19 Update w/ Dr. Mark
- **Dec. 6** – 28<sup>th</sup> Annual Tribute to Leadership
- **Dec. 8** – The State of Women's Mental Health
- **Dec. 19**– Bi-Weekly COVID-19 Update w/ Dr. Mark

*Thank you!*