A MARKET-CHANGING OPPORTUNITY!







HBA MVP Plan Designs and Monthly Billable Rates are illustrative. Final rates subject to carrier underwriting.

Short Presentation Deck

THE HBA MISSION

The Health Benefit Alliance's mission is to empower plan sponsors to establish their own plans, built on <u>copays</u> and not high deductibles, that provide access to truly affordable, fully ACA compliant health benefit designs that satisfy ACA parts A & B penalties.

- 76.1M Hourly Workers in United States
- 42% of Americans Had Less Than \$1,000 in Savings as of 2022 (with 10% or 25 million with no savings at all)²
- 36% of U.S. Residents Carry More Credit Card Debt Than Savings³
- 43% of working-age adults were inadequately insured in 20224

Average 2022 Marketplace Metallic Plan Deductibles⁵

- \$7,051 BRONZE (32% of Elections)
- \$4,753 SILVER (56% of Elections)
- \$1,600 GOLD (10% of Elections)

POPULAR INDUSTRIES SERVED

Hospitality, Restaurants, Hotels
Car Dealerships
Manufacturing
Construction
Maintenance
Golf Courses
Transportation, Trucking, Car
Services
Day Care Centers
And more...

EMPLOYEES SERVED

Full Time Staff Part-Time Staff Hourly Salaried Seasonal Union Great for Trade Associations, Chambers of Commerce, and Franchise Operations!



¹ U.S. Bureau of Labor Statistics, 2022 Labor Force Statistics

² ZippiaStudy, February 2023

³ Fox Business Study, December 2021

⁴ Commonwealth Fund Study, September 2022

⁵ Kaiser Family Foundation, ACA Open Enrollment2022

THE HEALTH BENEFIT ALLIANCE (HBA) MINIMUM ESSENTIAL COVERAGE (MEC) & MINIMUM VALUE PLAN (MVP) MENU



THE HBA MEC & MVP PLAN DESIGN MENU

Empowering employers with HBA plan design choices that include the following features:

- Zero Deductible Plan Designs
- Use any doctor... Office Copays both in and out-of-network
- No Hospital Network Restrictions (subject to plan rules)
- MVP Plans satisfying ACA A & B Penalties
- Including Vision

HBA ESSENTIAL VALUE (EV)

The only MEC plan design on the market with three (3) days of hospitalization benefit in addition to office visits and Rx coverage

MVP Bronze

MVP Limited Day Medical plan designs satisfy both the ACA A & B penalties.

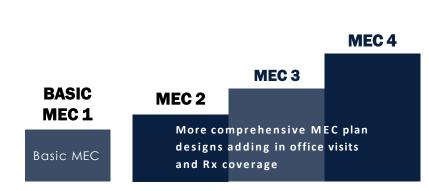
- No deductibles All copays
- Use any doctor
- No hospital network restrictions

MVP Ultra

MVP Gold

MVP Silver

HBA can also provide "Executive level plan designs" for consideration upon request. These plan designs require a more comprehensive upfront assessment to determine suitability for the prospective plan sponsor.





THE HBA MEC & MVP PLAN DESIGN MENU (CONT.)

- MEC plan designs satisfying the Affordable Care Act (ACA) Part A penalty.
- MVP plan designs satisfying both the Affordable Care Act (ACA) Part A and B penalties.
- Hybrid Level-Funded / Self-Insured plan designs: Standardized employer monthly level-funded billable rates.
- Each employer is their own plan sponsor. HBA is not a PEO Master Plan, Captive, MEWA or Association Health Plan.
- Plan Sponsor Suitability Assessment:
 - To obtain a proposal please submit the following:
 - Full Dependent-level Employee census (Name, DOB, Gender, Coverage Status, Home Zip Code)
 - Current plan designs (SOBs and/or SBCs)
 - Most recent renewal with current monthly rates.
 - Claims reports if provided by the current carrier (we recognize that claims experience availability will vary based on factors such as group size, carrier rules by state, funding arrangement, etc.)
 - Reports should include:
 - Prior policy year, including large claim listing; and
 - Current policy year to date, including large claim listing



HEA WOITHING BIHADIE RATES	-			MVP Plan	s satisfy ACA Parts A and B
ILLUSTRATIVE Base Monthly Billable RATES-FINAL rates subj.	HBA ENHANCED ESSENTIAL VALUE (EV)	HBA ENHANCED MVP BRONZE	HBA ENHANCED MVP BRONZE PLUS	HBA ENHANCED MVP SILVER	HBA ENHANCED MVP GOLD
to carrier underwriting.	MEC Plus Hospital	Limited Day Medical [™] Plan	Limited Day Medical [™] Plan	Limited Day Medical [™] Plan	Limited Day Medical [™] Plan
Employee Only:	\$379.40	\$488.74	\$522.48	\$627.35	\$662.31
Employee + Spouse:	\$770.45	\$884.37	\$936.31	\$1,031.29	\$1,211.00
Employee + Child(ren):	\$651.35	\$749.01	\$823.61	\$919.50	\$990.08
Family:	\$990.66	\$1,134.20	\$1,233.19	\$1,353.16	\$1,583.50
Plan Overview					
ACA Preventive and Wellness	Covered 100%	Covered 100%	Covered 100%	Covered 100%	Covered 100%
Deductibles (IND/FAM)	None	None	None	None	None
Max Out-of-Pocket (IND/FAM) (Excludes Non-Covered days/services)	\$7,350/\$14,700	\$7,350 /\$14,700	\$7,350/\$14,700	\$5,000/\$10,000	\$5,000/\$10,000
Physician Services					
Telehealth/Teletherapy - HBA <mark>e</mark> Health	\$0 Copay (24/7/365)	\$0 Copay (24/7/365)	\$0 Copay (24/7/365)	\$0 Copay (24/7/365)	\$0 Copay (24/7/365)
Primary Care Office Visits	\$25 Copay 6 Visits Max/Year INN - Network Rate OON - 85% UCR	\$25 Copay 8 Visits Max/Year INN - Network Rate OON - 85% UCR	\$25 Copay 8 Visits Max/Year INN - Network Rate OON - 85% UCR	\$15 Copay 10 Visits Max/Year INN - Network Rate OON - 85% UCR	\$15 Copay 12 Visits Max/Year INN - Network Rate OON - 85% UCR
Specialty Care Office Visits	\$50 Copay 6 Visits Max/Year INN - Network Rate OON - 85% UCR	\$50 Copay 8 Visits Max/Year INN - Network Rate OON - 85% UCR	\$50 Copay 8 Visits Max/Year INN - Network Rate OON - 85% UCR	\$25 Copay 10 Visits Max/Year INN - Network Rate OON - 85% UCR	\$25 Copay 12 Visits Max/Year INN - Network Rate OON - 85% UCR
Urgent Care	\$50 Copay 2 Visits Max/Year INN - Network Rate OON - 85% UCR	\$50 Copay 2 Visits Max/Year INN - Network Rate OON - 85% UCR	\$50 Copay 2 Visits Max/Year INN - Network Rate OON - 85% UCR	\$35 Copay 3 Visits Max/Year INN - Network Rate OON - 85% UCR	\$35 Copay 3 Visits Max/Year INN - Network Rate OON - 85% UCR

What's a fair price for a CT scan in Springfield, IL?

	Average Billed	Average Cost	Medicare Pays	At a 50% Discount, the PPO Pays	We Pay
Hospital A	\$2,003	\$102	\$150	\$1,002	\$180
Hospital B	\$3,627	\$166	\$158	\$1,814	\$190
Hospital C	\$4,451	\$87	\$153	\$2,226	\$184

Typically, PPO claims are paid on a "discount" off billed charges.

Our plans use cost plus 12% and Medicare plus 20% to determine a fair price.

Resulting in **significant savings** versus your standard PPO allowable.



TIDA WUTTINY BITTADIE NALES -				
ILLUSTRATIVE Base Monthly Billable	HBA ENHANCED	HBA ENHANCED	Н	
Rates. Final rates subj. to underwriting	ESSENTIAL VALUE (EV)	MVP BRONZE	M١	

\$50 Copay

3 Visits Max/Year

INN - Network Rate

OON - 85% UCR

\$350 Copay per Visit

1/1 Visit Max/Year

\$350 Copay per Admission

3 Davs Max/Year

(Supp HI available)

\$350 Copay

1Visit Max/Year

Not Covered

\$0 Copay

Tier 1-\$0 Copay

Tier 2 - \$10 Copay

Tier 3 - Not covered

Tier 4 - Not Covered

Illness Available

Illness Available

Rates. Final rates subj. to underwriting ESSENTIAL VALUE (EV)

MEC Plus Hospital

Limited Day Medical[™] Plan

\$50 Copav

3 Visits Max/Year

INN - Network Rate

OON - 85% UCR

\$350 Copay per Visit

1/1 Visit Max/Year

\$350 Copay per Admission

5 Days Max/Year

(Supp HI available)

\$350 Copay

1Visit Max/Year

Tier 3 - 20% Co-ins

Tier 4 - Not Covered

Not Covered-Patient Assistance

Programs may be available

MVP BRONZE PLUS

HBA ENHANCED

Limited Day Medical[™] Plan

\$50 Copay

3 Visits Max/Year

INN - Network Rate

OON - 85% UCR

\$350 Copay per Visit

1/1 Visit Max/Year

\$350 Copay per Admission

5 Days Max/Year

(Supp HI available)

\$350 Copay

1 Visit Max/Year

Covered

MVP SILVER

HBA ENHANCED

Limited Day Medical[™] Plan

\$50 Copay

3 Visits Max/Year

INN - Network Rate

OON - 85% UCR

\$350 Copay per Visit

2/2 Visits Max/Year

\$350 Copay per Admission

7 Days Max/Year

(Supp HI available)

\$350 Copay

1Visit Max/Year

Covered

\$0 Copay

Tier 1-\$0 Copay

Tier 2 - 20% Co-ins

HBA ENHANCED MVP GOLD

Limited Day Medical[™] Plan

\$50 Copay

4 Visits Max/Year

INN - Network Rate

OON - 85% UCR

\$350 Copay per Visit

2/3 Visit Max/Year

\$350 Copay per Admission

10 Days Max/Year

(Supp HI available)

\$350 Copay

2 Visits Max/Year

Covered

\$0 Copay

Tier 1-\$0 Copay

Tier 2 - 20% Co-ins

Tier 3 - 20% Co-ins

Tier 4 - Not Covered

Not Covered-Patient Assistance

Programs may be available OR

Gold-S Option available

Illness Available

Illness Available

Outpatient Services

Non-Hospital Based Lab/X-Ray Services

Outpatient Surgery/Complex

Imaging (RBP*) **Hospital Services**

Inpatient Hospital (RBP*)

(See Hospital Extension slide for additional coverage information)

Emergency Room (RBP*)

Maternity

Pharmacy Benefits Generic Rx: HBAScripts

Generic Rx: Tier 1 (Prev) Tier 2 (Non-Prev)

Brand Rx: Tier 3 (Preferred)

Tier 4 (Non-Pref)

Specialty Rx:

Additional Services

Kidney Dialysis

Chemotherapy & Radiation

Not Covered-Patient Assistance Programs may be available Not Covered-Supplemental Critical

Not Covered-Supplemental Critical Illness Available Not Covered-Supplemental Critical Not Covered-Supplemental

Critical.Illness Available

Not Covered \$0 Copay

\$0 Copay Tier 1- \$0 Copay Tier 1- \$0 Copay Tier 2 - 20% Co-ins

Tier 2 - 20% Co-ins Tier 3 – 20% Co-ins

Not Covered-Patient Assistance

Programs may be available

Illness Available

Illness Available

Tier 4 – Not Covered

Tier 3 - 20% Co-ins

Tier 4 - Not Covered

Not Covered-Patient Assistance

Programs may be available

Not Covered-Supplemental Critical Not Covered-Supplemental Critical Not Covered-Supplemental Critical

Illness Available

Not Covered-Supplemental Critical Not Covered-Supplemental Critical Not Covered-Supplemental Critical

Illness Available

HOSPITAL EXTENSION BENEFIT - DESIGNED TO PAIR WITH HBA PLAN DESIGNS

This Hospital Indemnity Insurance from Wellfleet, an A-Rated carrier that is part of the Berkshire Hathaway family of companies, can be offered by the Plan Sponsor, at their choice:

- 1) As a "bundled" product with the HBA plans
- 2) As an employee payroll deduction voluntary benefit
 - You as the employer will choose either a \$1,000 or a \$1,500 daily benefit that the employee may elect. The benefit will be paid directly to the employee starting on the day the HBA hospital covered days end (e.g., at day 11 on the Gold Plan)
 - The benefit is payable for up to 365 days
 - Minimum of 5 enrolled (3 if enrolled with Wellfleet Critical Illness or Accident Insurance)
 - Can be 100% employee-paid
 - 12/12 pre-existing condition exclusion and 9-month maternity waiting period
 - Available in most states and Washington D.C (see below)

Product availability based upon contract <u>situs state</u>, not employee residence.



Daily Hospit	alBenefit	Max Benefit	М	onthly Rates ((365-day perio	d)
HBA MVP B	RONZE PLAN					
Days 1-5	\$50		E E Only	EE+SP	EE+CH	Family
Days 6-365	\$1,000	\$365,250	\$11.61	\$26.01	\$16.94	\$32.33
Days 6-365	\$1,500	\$547,750	\$16.67	\$37.33	\$24.31	\$46.40
HBA MVP SI	LVER PLAN					
Days 1-7	\$50		E E Only	EE+SP	EE+CH	Family
Days 8-365	\$1,000	\$365,350	\$9.09	\$20.36	\$13.26	\$25.51
Days 8-365	\$1,500	\$547,850	\$12.82	\$28.71	\$18.70	\$35.69
HBA MVP G	OLD PLAN					
Days 1-10	\$50		E E Only	EE+SP	EE+CH	Family
Days 11-365	\$1,000	\$365,500	\$6.98	\$15.63	\$10.18	\$19.43
Days 11-365	\$1,500	\$548,000	\$9.59	\$21.48	\$13.99	\$26.71
		Benefit	EE Only	EE+ SP	EE+ CH	Family
HBA ESSENTIAL VALUE PLAN						
Days 1-3		\$50				
Days 4-365		\$1,000	\$16.47	\$36.88	\$24.03	\$45.86
Days 4-365		\$1,500	\$24.08	\$53.93	\$35.13	\$67.05

ABOVE RATES AND BENEFITS ARE FOR THE FOLLOWING STATES: AL, AK, AZ, AR, CT, FL, GA, HI, IL, IA, KY, LA, ME, MA, MS, MO, NE, NV, NC, OH, OK, PA, SC, SD, TN, UT, VA, WV, WI, WY (Others ask for details)

CRITICAL ILLNESS & ACCIDENT INSURANCE - DESIGNED TO PAIR WITH HBA PLAN DESIGNS



10

Critical illness and accident insurance from Wellfleet:

An excellent way for an employee to get financial support for critical illness diagnoses and accidents.

Critical Illness

- Guaranteed Issue (GI) up to \$30,000; Simplified Issue (SI) up to \$100,000
- Reoccurrence (a new diagnosis of the same specified disease for which a benefit has already been paid) is paid at 100% of the lump-sum benefit. There is a six-month waiting period between diagnoses to be eligible for a reoccurrence payment.
- 12/12 Pre-existing Condition limitation
- Minimum of 5 enrolled (3 if enrolled with Wellfleet Hospital Extension or Accident Insurance)
- Portability is included
- <u>Situs State</u>: AL, AK, AZ, AR, CT*, GA, HI, IL, KS, KY,LA, ME, MA*, MS, MO, NE, NV,NC, ND*, OK, PA, SC, SD, TX, UT, VA, WV, WI, WY (*States that require major medical insurance to apply for coverage). Coverage not available for New York or California situs. Please ask about other states.

Accident Insurance

- Guaranteed Issue (GI)
- No Pre-existing Condition limitation
- 24-hour coverage
- Minimum of 5 enrolled (3 if enrolled with Wellfleet Hospital Extension or Critical Illness Insurance)
- Portability is included
- <u>Situs State:</u> AL, AK, AZ, AR, DC, FL, GA, HI, IL, IA, KS, KY, LA, ME, MA, MI, MS, MO, NE, NV, NC, OH, OK, PA, RI, SC, SD, TN, UT, VA, WV, WI, WY. Coverage not available for New Yorkor California situs. Please ask about other states.

NORTHWESTERN MEDICAL SYSTEM PLANS

A "THREE TIER" PLAN FOR EMPLOYERS IN ILLINOIS





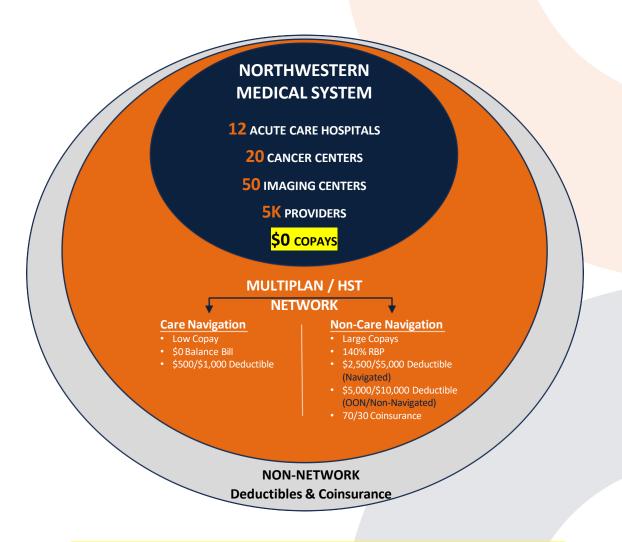
HBA NMS SILVER PLAN

	Primary Competitor	HBA NMS Silver
Plan Type	НМО	PPO
Funding Type	Fully Insured	Level Funded
Network	Blue Precision HMO (BAV)	Northwestern Medical / PHCS
Metallic Level	Gold	Silver
Referrals Required	Yes	Yes
In-Network		(Tier I Tier II)*
Deductible	\$0	\$0 \$750/\$1,500 [†]
Coinsurance	80%	100%
OOP Max	\$6,500/\$13,000	\$6,500/\$13,000
Inpatient Facility	\$1,000 plus 80%	\$0 \$350 after deductible
Outpatient Surgery	80%	\$0 \$350 after deductible
Copays		(Tier I Tier II)*
Office	\$50	\$0 \$50
Specialist	\$75	\$0 \$75
Urgent Care	\$75	\$0 \$75
Emergency Room	\$500 plus 80%	\$0 \$500
Other Services		(Tier I Tier II)*
Diagnostic Lab/X-Ray	\$250 per procedure	\$0 \$50 after deductible
MRI & CT Scan	\$750 per procedure	\$0 \$350 after deductible
Telemedicine	Not Covered	\$0
Out-of-Network		
Deductible	Not Covered	\$2,500/\$5,000
Coinsurance	0%	70%
OOP Max	Not Covered	\$10,000/\$20,000
Inpatient Facility	Not Covered	140% RBP
Outpatient Surgery	Not Covered	140% RBP
Illustrative Pricing (Ave Age	. 42)	
Employee Only	\$436.11	\$369.18
Employee + Spouse	\$872.22	\$741.06
Employee + Child(ren)	\$806.80 \$680.36	
Family	\$1,056.94	
ranny	\$1,242.51	\$1,050.54

^{*}Tier I = Northwestern Medical System | Tier II = PHCS/Multiplan VDHP Network (requires Care Navigation adherence)

†Tier II deductible waived for participants outside of Northwestern Medical System service area

MEMBERS CAN ACCESS CARE THREE WAYS!



Target Plan Pricing - ~10-15% below primary market competitors

PROPRIETARY AND CONFIDENTIAL

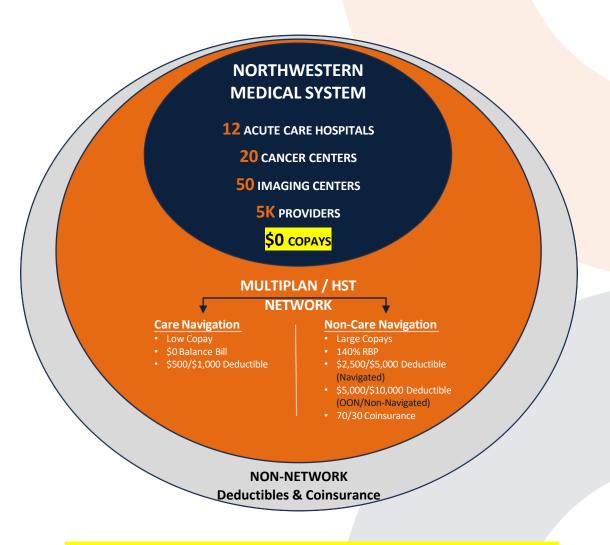
HBA NMS HDHP PLAN

	Primary Competitor	HBA NMS HDHP
Dien Tune		
Plan Type	POS	POS/PPO
Funding Type	Fully Insured	Level Funded
Network	Choice Plus POS	Northwestern Medical / PHCS
Metallic Level	Silver	Ultra
Referrals Required	No	No
In-Network		(Tier I Tier II)*
Deductible	\$5,000/\$10,000	\$1,600/\$3,200† \$5,000/\$10,000
Deductible Type	Embedded	Embedded
Coinsurance	80%	100%
OOP Max	\$6,000/\$12,000	\$6,000/\$12,000
Inpatient Facility	80% after deductible	\$0 after deductible \$350 after deductible
Outpatient Surgery	80% after deductible	\$0 after deductible \$350 after deductible
Copays		(Tier I Tier II)*
Office	80% after deductible	\$0 after deductible \$25 after deductible
Specialist	80% after deductible	\$0 after deductible \$50 after deductible
Urgent Care	80% after deductible	\$0 after deductible \$50 after deductible
Emergency Room	80% after deductible	\$0 after deductible \$350 after deductible
Other Services		(Tier I Tier II)*
Diagnostic Lab/X-Ray	\$250 per procedure	\$0 after deductible \$50 after deductible
MRI & CT Scan	\$750 per procedure	\$0 after deductible \$350 after deductible
Telemedicine	Not Covered	\$0 [‡]
Out-of-Network		
Deductible	\$10,000/\$20,000	\$10,000/\$20,000
Coinsurance	50%	50%
Inpatient Facility	50% after deductible	50% after deductible/140% RBP
Outpatient Surgery	50% after deductible	50% after deductible/140% RBP
Illustrative Pricing (Ave Age	42)	
Employee Only	\$654.00	\$508.24
Employee + Spouse	\$1,308.00	\$1,145.37
Employee + Child(ren)	\$1,209.90	\$969.77
Family	\$1,863.90	\$1,490.44
•		·

^{*}Tier I = Northwestern Medical System | Tier II = PHCS/Multiplan VDHP Network (requires Care Navigation adherence)

†Tier I deductible must be prefunded through HSA/HRA in order to access Tier I benefits

MEMBERS CAN ACCESS CARE THREE WAYS!



Target Plan Pricing - ~10-15% below primary market competitors

[‡] Telehealth services exempt from HDHP deductible requirements for plan years beginning before January 1, 2025

HBA HEALTH ACCESSS PLANS

LOW-COST MEMBERSHIP PLANS WITHOUT THE HASSLES OF INSURANCE!







HBAHealthACCESS[™] - ALSO AVAILABLE...HBA HEALTH ACCESS PLANS...No hassling with insurance...Two (2)

plan benefit levels to choose from:

Base Plan

\$49/month - Single (\$59/month - Single + Dependents)

BASE PLAN AT A GLANCE*	<u>COPAY</u>
Telemedicine/Virtual Care (24/7/365)	\$0
Virtual Mental Health Therapy	\$0
Prescription Generic Drugs (Acute, Chronic and Refills - 800 in formulary)	\$0
Coordinated In-Person Urgent Care Visits	\$0
Coordinated Lab/Radiology Services	Discounted Fee

Additional Member Benefits

Vision (up to 65% off on eye exams, glasses, frames, and lenses)

Dental (discounts for dental exams, retainers, mouthquards, teeth whitening, and more)

Hearing (discounts on cutting-edge hearing aids)

Premier Plan

\$89/month - Single (\$99/month - Single + Dependents)

PREMIER PLANI AT A GLANCE*	COPAY
Telemedicine/Virtual Care (24/7/365)	\$0
Virtual Mental Health Therapy	\$0
Prescription Generic Drugs (Acute, Chronic and Refills - 1,220 in formulary)	\$0
Coordinated In-Person Urgent Care Visits	\$0
Coordinated Lab Services	\$0
Coordinated Radiology Services	Discounted Fee

Additional Member Benefits

Vision (up to 65% off on eye exams, glasses, frames, and lenses) **Dental** (discounts for dental exams, retainers, mouthquards, teeth

whitening, and more)

Hearing (discounts on cutting-edge hearing aids)

Great for...

- ✓ self-employed
- √ 1099 contractors
- √ gig economy workers
- √ part-time employees ...even Associations!

HBA Health Access[™] features:

- > Care triage, navigation support, and LifeVitals, facial scan technology that turns your smart phone into a powerful healthcare tech tool to measure and track important health statistics
- > Teletherapy ongoing short term mental health therapy with no copays or consultation fees
 - In-the-moment support offered in between sessions
- Life Coaching assistance to meet personal and professional goals
- Nutritional Counseling
- > Financial Consultations with Certified Planners
 - Budgeting, taxes, managing debt, etc.
- > Smoking Cessation



*HBA Health AccessSM Plans are membership programs and not insurance.



BENEFIT ADMINISTRATION TECHNOLOGY

A **benefits toolkit must accommodate the people it serves.** We identify tech vendors and platforms that will smoothly integrate with existing processes, be cost-effective and boost engagement.

BENEFITS ADMINISTRATION TECHNOLOGY CORE PLATFORM FEATURES



HR Management, online enrollment with year-round HR engagement



Built-in communications and mobile compatibility/integrations



Benefits administration platform and new hire onboarding



Time off tracking, COBRA and FSA Administration, ACA Compliance



COMPLIANCE



Never underestimate the collective impact of compliance on your benefit offerings. **CBIZ** makes a continuous investment in national practices and resources to help navigate the increasingly complex scope of regulatory and compliance changes.



- In-house ERISA Attorney
- Self-Audit compliance checklist
- ACA Checkpoint
- Chart of notice obligations
- State and federal legislation communication
- Enrollment and administration compliance support



THANK YOU

HBA is committed to removing the barriers to accessing healthcare, through empowering employers to establish affordable health plans for their employees, with their choice of service providers in the Alliance dedicated to this mission.

We look forward to discussing next steps together
Brian Jablonski

<u>bjablonski@cbiz.com</u>

312 888 0391

Open the Health Benefit Alliance HBA Overview Video

