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# The Vision and overall health connection

Vision problems are now the second most prevalent health issue in the U.S.,

affecting over 120 million Americans.<sup>1</sup> They impose a heavy financial burden on employers, accounting for a whopping **\$8 billion in sick days**, medical bills and lost productivity per year. In fact, employers spend more on vision and eye disease annually than on breast cancer, lung cancer or HIV.<sup>2</sup>

Nearly 60% of the U.S. population over 18 has at least one chronic health condition.<sup>3</sup>

**What does that mean for the employer?** It means that over half of its employees likely have a chronic health problem.

Because the rate of chronic disease—which now accounts for 85% of overall health care spending—is expected to increase, it also means that health care costs will continue to rise.<sup>4</sup>

That trend could be slowed by improving prevention, early intervention and disease management. A current report estimates that these measures could avert 40.2 million cases of chronic conditions and **save \$1.1 trillion** by 2023.<sup>5</sup> The global cost of vision loss and blindness is nearly \$3 trillion for 733 million people worldwide in 2010.<sup>6</sup> Many companies are fostering improvements by offering health and wellness and disease management programs to their employees.

## Eye Health Connection<sup>SM</sup> Program

Promoting better health and lowering overall medical costs.

The Davis Vision Eye Health Connection<sup>SM</sup> Program aims to provide better care while reducing the cost of caring for the chronically ill. That’s why our program prompts members to receive two regular comprehensive eye exams per benefit cycle including dilation for early diagnosis of sight-threatening eye diseases, some of which have no symptoms.

**This exam is not only critical to maintaining eye health; it also often provides the first indication of a chronic systemic disease, such as diabetes or hypertension, that can lead to more critical complications and higher costs if left untreated. Early diagnosis and treatment are essential to preventing such complications.**

### Eye Health Connection<sup>SM</sup> Program Components\*: TWICE AS MANY EYE EXAMS AND EYEWEAR

Disease	Eye Health Connection <sup>SM</sup> Program Enhanced Benefits	Disease	Eye Health Connection <sup>SM</sup> Program Enhanced Benefits
<b>Diabetes:</b>		<b>Cataracts:</b>	
5.5 million Americans have diabetic retinopathy. <sup>1</sup> Yet one-fourth of the 23.6 million Americans with diabetes remain undiagnosed, putting them at risk for vision loss. <sup>2</sup>	<ul style="list-style-type: none"><li>★ 2 examinations per benefit cycle at standard plan copay (if applicable)</li><li>★ New lenses after each exam with qualifying prescription change<sup>4</sup></li><li>★ Polycarbonate lenses at no charge</li></ul>	More than 22 million Americans have cataracts. Over half of all Americans have cataracts by the time they are 80 years old. <sup>3</sup>	<ul style="list-style-type: none"><li>★ 2 exams per benefit cycle at standard plan copay (if applicable)</li><li>★ New lenses after each exam with qualifying prescription change<sup>4</sup></li><li>★ Transitions<sup>TM</sup> lenses at no charge</li><li>★ Standard Progressive lenses at no charge</li></ul>
<b>Glaucoma:</b>		<b>Macular Degeneration:</b>	
About 2.3 million Americans over age 40 have been diagnosed. An additional 2 million do not yet know they have it. <sup>3</sup>	<ul style="list-style-type: none"><li>★ 2 exams per benefit cycle at standard plan copay (if applicable)</li><li>★ New lenses after each exam with qualifying prescription change<sup>4</sup></li></ul>	AMD currently affects the vision of more than 2 million Americans over age 50. <sup>1</sup>	<ul style="list-style-type: none"><li>★ 2 exams per benefit cycle at standard plan copay (if applicable)</li><li>★ New lenses after each exam with qualifying prescription change<sup>4</sup></li><li>★ Transitions<sup>TM</sup> lenses at no charge</li><li>★ Enhanced Low Vision allowances (\$2,000 lifetime limit for Low Vision aids)</li></ul>

★ Added to our Eye Health Connection<sup>SM</sup> Program in 2011  
\*Eye Health Connection<sup>SM</sup> Program benefits are available to the member after diagnosis of manifested condition

<sup>1</sup>Prevent Blindness America | <sup>2</sup>American Diabetes Association |  
<sup>3</sup>NIH Medline Plus | <sup>4</sup>+/- 0.50 diopter change in power or ≥ 10 degree change in axis



For a minimal cost to your benefit package, you can make a significant impact to the quality of your employees’ lives.<sup>7</sup> **Contact us today at [eyeconnection@davisvision.com](mailto:eyeconnection@davisvision.com) about getting a disease management program started in your workplace.**

# Targeted Programs for Targeted Results

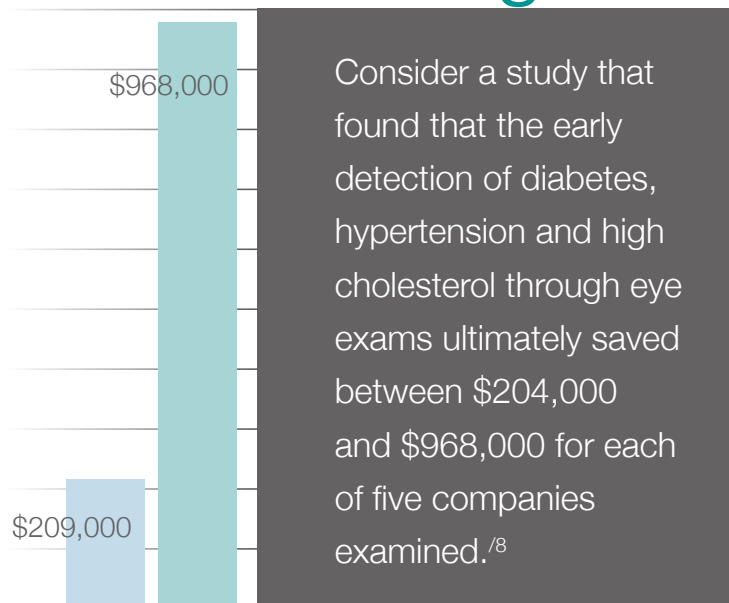
The most effective health and wellness and disease management programs are the ones most specifically targeted to individual members' health care needs. Our goal is to elevate the level of benefits offered to members living with eye disease so that their overall health is positively impacted and decrease our clients' total health care expenditures.

Davis Vision's Eye Health Connection<sup>SM</sup> Program provides greater frequency of dilated eye exams to members affected by the four leading eye conditions that lead to low vision or blindness: Diabetic Retinopathy, Glaucoma, Cataracts and Age-Related Macular Degeneration.

## Our internal capabilities to detect disease and connect with health and management professionals extend further than those of other managed care companies:

- Communication and data sharing with the appropriate health and management companies at no cost
- Allowing us to track patients diagnosed with all four conditions, not diabetic retinopathy alone
- Flexibility to offer expanded eyewear coverage for those members, motivating the member to return for routine eye care
- Earlier detection and treatment for the member
- Enhanced savings in total health care expenditures for the client
- Communication with the member's primary care physician and pharmacy after the completion of the eye exam
- Targeted disease specific communications to members that remind them of the importance of a routine eye exam and continual eye care

## see the savings



Human Capital Management Services Inc. analyzed costs directly related to the health plan, disability and employee termination for five companies with 90,000 total employees. Cost savings were realized during early treatment of nearly 2,000 members diagnosed during an annual eye exam.

## Investing in Your Employees

Eye Health Connection<sup>SM</sup> Program is a critical risk management tool which allows the employer an important measure of control over the performance of a key asset – employees.

That's why the Eye Health Connection<sup>SM</sup> Program is vital to controlling employment costs and critical parameters of product and service delivery, especially in a world of very lean staffing.

### Sources

<sup>1/</sup> The Vision Council: "Vision in Business," 2007

<sup>2/</sup> Ibid.

<sup>3/</sup> Center for Studying Health System Change: "Rising Rates of Chronic Health Conditions: What Can Be Done?" July 31, 2008

<sup>4/</sup> HealthReform.gov Web site: "Health Reform Quiz"

<sup>5/</sup> Milken Institute: "An Unhealthy America: The Economic Burden of Chronic Disease," 2004

<sup>6/</sup> Access Economics, prepared for AMD Alliance International, *The Global Economic Cost of Visual Impairment*, March 2010 (all costs are reported in 2008 US Dollars)

<sup>7/</sup> Center on an Aging Society: "Disease Management Programs: Improving Health While Reducing Costs," January 2004

<sup>8/</sup> Employee Benefit News: "The Eyes Have it," April 15, 2010