

COVID-19 VACCINE LANDSCAPE

COVID-19 vaccines have arrived, and while supplies remain limited, it is expected that more doses and more vaccine options will be available throughout 2021.

Employers are considering how best to prepare and support their employees from health and safety, educational, and legal perspectives. It will be important to proactively identify and align resources within their organization. To ensure the best possible outcome for their workforce, they will need to build the infrastructure required to tackle the associated operational, financial, compliance, and Human Resource issues.

Approaches to managing vaccination preparation may vary from providing educational material to partnering with vendors or other community partners to hosting on-site clinics. Employer vaccination strategies and options will likely differ based on employer size, employee distribution, and each state's specific plans for distribution/ allocation and authorized providers. Most employers will want to tailor communications to their specific populations to supplement the guidance being provided by federal, state, and local government resources.

In preparation for widespread vaccine distribution, employers should proactively be planning their internal communication strategies and coordination with key vendor partners (health plans, PBMs, on-site resources).

PREPARING FOR VACCINE ACCESSIBILITY

As employers prepare for vaccine accessibility, there are several items to consider:

- Evaluate establishing a cross-functional work stream vaccination team within your organization.
- Build trust and vaccine confidence to reduce vaccine hesitancy.
- Determine if the vaccine will be required, encouraged, or incentivized for your workforce.
- Leverage your vendor and health plan partnerships.
- Plan for cost and coverage of vaccine administration.
- Develop a communication and engagement strategy leveraging CDC and other resources.
- Determine if your organization will provide/or pay for the vaccine for employees and family members not on the plan, and others including contractors.
- Promote and enforce ongoing precautions against the spread.



VENDOR LANDSCAPE

Vaccine Strategy

- Determine who will be included: All employees, all benefit plan members, etc.
- Survey your vaccine: Eligible population to determine needs.
- Determine whether you will offer private on-site/ near-site vaccination clinics to your employees.
- Complete the contracting process and vaccine procurement.

Vendor Features to Consider

- Vaccine Clinic Implementation Experience
- Program Fees: Implementation, Administration, Add-on Services
- Vaccine Procurement Process
- Scheduling and Tracking
- Billing and Reporting
- Communication Support

Vendors listed below are experienced in administering vaccinations, responsible for scheduling and tracking, have appropriate storage capability for vaccines being administered, and require a contractual agreement, MSA, or SOW.

Vendor & Criteria	CVS	GMR	Harness Health
Provider Type	National	National	Local
Covered Locations ¹	National Presence Variable by Client Location(s)	National Footprint and a Specialized Division that Supports Occupational Health Projects and On-Site Medical Services; EMS Standby Programs For Various Manufacturing, Mining, Transportation, and Energy/ Petroleum Industries	OH, KY, PA, NJ, DE, VA, SC, NC, FL
Procure Vaccine on Client's Behalf	No	No	Yes
Vaccine Administration Setting	Employer On-Site	Employer On-Site, Drive Through	Employer On-Site, Harness Health Clinics
Minimum Vaccine Quantity/Volume	1,000	500	80
Implementation Lead Time ²	Approx. 14 days	14 days	Dependent on Type of Engagement and Size
Administration Billing Method	Direct to Employer or Insurance Claim	Direct to Employer or Insurance Claim	Direct to Employer or Insurance Claim
Pricing	Varies by Client	Variable Depending on Project Scope	Geographic/Resource Specific and Varies by Client Needs
Contact For More Information	Brown & Brown Population Health Team kburke@bbins.com	Joshua Rose Joshua.Rose@gmr.net	Tom Brown tbrown3@harnesshp.com

¹ Possible client locations and/or states in which vendor is a registered vaccine provider.

² Post contracting/vaccine availability

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Vendor & Criteria	HCA CareNow	IHP	Matrix Clinical Solutions
Provider Type	Local	National	Local
Covered Locations ¹	Select Clinics in: NV, CA CO, KS, TN, TX, LA, VA, NH, GA, FL	Registered in 50 states	All 49 States, except AK
Procure Vaccine on Client's Behalf	Yes	Yes	Yes
Vaccine Administration Setting	Employer On-Site, CareNow Urgent Care locations	Employer On-Site	Employer On-Site
Minimum Vaccine Quantity/Volume	No Minimums	2,000	500 Dose Minimum; Prefer 1,000 Doses for On-site
Implementation Lead Time ²	7-14 Days	2-3 Weeks	5-7 Days
Administration Billing Method	Direct to Employer or Insurance Claim	Direct Bill Only	Direct to Employer or Insurance Claim
Pricing	No Standard Pricing Model; Willing to Negotiate with Client	Average price: \$55-\$65 Program per Vaccine Dose Administration; Implementation Pricing Varies Based on Number of Vaccine/Location	Negotiable Based on SOW and Number of Locations
Contact For More Information	Beth Tuma Elizabeth.Tuma@ MedicalCityHealth.com	Aron Placencia Aron@ihponsite.com	Aerste Howells Aerste.Howells@ MatrixMedicalNetwork.com Steven Holstein Steven.Holstein@ MatrixMedicalNetwork.com

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Vendor & Criteria	Walgreens	Visit Health	MedExpress
Provider Type	National	National	National
Covered Locations ¹	National Presence Variable by Client Location(s)	Currently Approved in AK and CA. Working on Approval for AZ, CT, IL, MA, NY, NJ, OH, TX; Willing to Prioritize States with Large Essential Client Populations	Registered to be Eligible Administrator for All 50 States, Current Status of Approval Pending
Procure Vaccine on Client's Behalf	No	Yes	Assist with Applying
Vaccine Administration Setting	Employer On-Site	Mobile On-Site, Drive-Up	Employer On-Site
Minimum Vaccine Quantity/Volume	No Minimum, Base Cost	No Set Minimum	No Minimum, Base Cost
Implementation Lead Time ²	7-14 Days	7-14 Days	2 Weeks
Administration Billing Method	Direct to Employer or Insurance Claim	Direct to Employer or Insurance Claim	Direct to Employer or Insurance Claim
Pricing	Minimum \$4,250 for Offsite Clinic; Up to 500 Doses. After 500 Doses, Price is \$8.50 per Vaccine Plus Vaccine Administration Fees	Varies by Engagement	Case by Case Basis
Contact For More Information	Corporate Offices wagsoutreach.com/COVID-Contact-Us	Emily Oestreicher emily@visit-healthcare.com	Anne Morton anne.morton@optum.com

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² Post contracting/vaccine availability

Vendor & Criteria	Premise Health	LabCorp	US Wellness
Provider Type	National	National	National
Covered Locations ¹	Premise Health will Register in all 50 states, the District of Columbia, and Guam.	In Process for all 50 States	In Process for all 50 States
Procure Vaccine on Client's Behalf	Yes	No	Yes
Vaccine Administration Setting	Premise Clinics, Employer On-site	To be Provided by the Client	Employer On-Site
Minimum Vaccine Quantity/Volume	No Set Minimum	180	No Minimum
Implementation Lead Time ²	Depends on Location, Proximity to Premise Locations	4 weeks	5-7 Business Days Post Allocation
Administration Billing Method	Direct Bill	Direct or Insurance, if Contracted with Carrier	Direct Bill
Pricing	Costs Vary Based on Whether or not Premise Health is Currently Operating an On-site/Nearsite for the Client	TBA	\$40 for Single-dose Vaccines, \$80 for Two-dose Vaccines, No additional implementation fees
Contact Name and Email	Clay Elder clay.elder@premisehealth.com	Kelly Tran trank12@labcorp.com	Alyssa Williamson awilliamson@uswellness.com

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² Post contracting/vaccine availability

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