

VSP PRESENTATION

MAY 7, 2015



VSP Global



Vision Is Important



62.3%

63.7%

companies offer VSP as their vision carrier

VSP Global – Making a Global Difference



2K new clients in 2015

23.5M Claims
14% increase from 2013

70M members



- #2 frame manufacturer
- 19.6M frames sold
- 5% increase from 2013



- Unity Progressive 2nd most popular lens
- 2.9M RX's made
- 7% increase from 2014



- 379 Electronic Health Record clients

Extra \$20 on Feature Frame Brands

Calvin Klein collection	G-STAR RAW EYEWEAR		NINE WEST	AIRLOCK
MARCHON			genesis	NAUTICA
SEAN JOHN		KARL LAGERFELD	Salvatore Ferragamo EYEWEAR	Altair
VALENTINO	Chloé	GAMES.	 ANNE KLEIN	
skaga sweden 1948	DF DIANE VON FURSTENBERG	 LACOSTE	JOSEPH  ABBOUD	Tommy Bahama.
SIGRID OLSEN	Flexon COLLECTION	Otis & Piper	REVLON	bebe

Vision Care You Can Count On

Best Care



World Class Member Service



Highest Quality Doctors



Providers Prefer VSP

Best Coverage



Best Member Satisfaction



Best Vision Coverage



Top Rated Vision Care

Member Services



**Listening to
the voice of
the customer**

VSP Customer Service has consistently received a wide range of customer service awards from the SQM Group Inc.

- Call Center of the Year
- Call Center World Class Call Certification
- Highest Customer Satisfaction by Industry: Insurance
- World Class Certified CSRs
- World Class Certified Supervisors

Innovative Outreach

Global
Charitable Fund

Reduced uncorrected vision impairments
among the school children of Soweto by 90%

Eyewear
Donations

Donated more than **250,000 pairs of glasses**

Mobile Eye Care
Clinics

Features exam rooms **with the latest technology,**
dispensaries with popular frame brands

Eye Care Gift
Certificates

Ensures that adults and children in need have
free access to quality eye care and glasses

Optometry
Education Support

Provided more than **\$1 million in scholarship**
support to optometry students

Employee
Giving

Empowers the employees to **invest in**
their communities



Member Out of Pocket Example

	U&C	VSP Choice Plan®	Vendor 1	Vendor 2
Exam	\$154.29	\$10.00	\$10.00	\$10.00
Frame	\$149.95	\$0	\$23.96	\$23.96
Bifocal Lens	\$147.75	\$25.00	\$25.00	\$25.00
Progressive Lens	\$222.00	\$150.00	\$240.80	\$295.80
Anti-Reflective Coating	\$129.00	\$85.00	\$103.20	\$60.00
Backside UV Coating	\$22.00	\$10.00	\$15.00	\$12.00
Polycarbonate	\$63.00	\$35.00	\$50.40	\$30.00
Member out of pocket total	\$887.99	\$315.00	\$468.36	\$456.76

Eyeconic

HOME SHOP FIND FOR YOU FIND A DOCTOR LOG IN SHOPPING CART

eyeconic SEARCH

SHOP

- CONTACT LENSES
- SUNGLASSES
- GLASSES

FIND

- BRANDS
- FIND A DOCTOR
- FRAME FINDER

FOR YOU

- INSURANCE BENEFITS
- TESTIMONIALS
- PERSONAL STYLIST
- SPECIAL OFFERS

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TWEET TO WIN!
Tweet your favorite shades to win them.
[See How >](#)

CHECK YOUR BENEFITS!
[Log in now](#)

REORDER CONTACTS
[Shop contacts](#)

GOT A DOC?
Your eyes deserve one.
[Find a doctor](#)

eyeconic

- Shop for contact lenses, glasses or sunglasses
- Use the frame finder to narrow down the best frame for you
- Make an appointment with a personal stylist

Access on-the-go



https://www.vsp.com/find-eye-doct

menu vsp login

Find A Doctor

[Search Help](#)

SEARCH BY:

Location/Services
 Doctor Name
 Office Name

PLEASE ENTER CITY/STATE OR ZIP CODE:

Minneapolis, MN or 90210

USE CURRENT LOCATION

25 miles Select Brand

Select Network English

SERVICES **PRODUCTS**

New Patients Welcome
 Glasses
 Eye Exam
 Featured Frame Brands

https://www.vsp.com/scms/signon

menu vsp login

Login

Member User Name **LOG IN**

Password

[Forgot Username or Password?](#) Remember User Name

Log in now for instant access to:

- View your personal benefit information.
- Find a VSP doctor who participates in your plan.
- View your previous visits, services, and savings.
- Access your Member Vision Card.

Registration reminder - you can register to view your personal benefit information once your coverage begins.

If you don't have a vsp.com account, register and log in to see a list of VSP doctors who participate in your plan.

REGISTER FOR AN ACCOUNT

[View Full Site](#)

GetFIT for Wellness

- Complimentary, easy-to-implement wellness program, including customizable engagement tools and celebration certificates.
- Interactive tools will help your employees track their progress and our health inspirations will keep them motivated in a fun and engaging way.

GetFIT
PROGRAM



VSP Choice Plan[®]

Plan Design



- Exam and lenses every calendar year
- Frame every calendar year



- WellVision Exam[®] covered in full with \$10 copay
- Retinal Screening no more than a \$39 copay



- Single Vision, Lined Bifocal, Lined Trifocal prescription lenses covered in full
- With \$25 copay
- Polycarbonate lenses for dependent children covered in full
- Frame covered in full up to retail allowance of \$150
- Received an extra \$20 on featured frame brands**



- \$150 allowance

VSP Choice Plan[®]

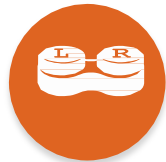
Extra Savings and Discounts



- All lens enhancements are covered after a copay, saving members an average of 20-25%*



- 20% off unlimited additional pairs of prescription glasses valid through any VSP Preferred Provider within 12 months of the last covered eye exam*



- 15% discount off the contact lens exam and other contact lens services*
- Exclusive mail-in rebate savings up to \$110 on eligible Bausch + Lomb contact lenses



- Discounts averaging 15-20% off or 5% off a promotional offer for laser surgery including PRK, LASIK and Custom LASIK*

Diabetic Eyecare Plus[®] Plan

Plan Design



- Supplemental medical eyecare for members and dependents with type 1 or type 2 diabetes



- Continuity of Care and Convenience of Providers



- Early Detection



- Cost Savings

TruHearing® Hearing Aid Discount Program



- 3 provider visits for fitting, adjustments, and cleanings
- 3-year manufacturer's warranty for repairs and one-time loss and damage
- 48 free batteries per hearing aid
- Access to a national network of more than 4,500 licensed hearing aid professionals
- Straight-forward, nationally fixed pricing on more than 90 digital hearing aids in 400 styles from five of the seven industry-leading brands