



August 27, 2020 | Issue 9

September 4 is Prospective Member Quote Deadline

For colleges, universities and other educational institutions considering edHEALTH for January 1, 2021, the deadline for a rate quote is September 4, 2020. [Don't delay](#). For more information on edHEALTH, [contact us](#).

Optum Rx Representative's Safe, but Excellent Adventure

How do you make a long drive interesting while practicing social distancing? Drop by the entrances of edHEALTH member colleges and universities. Meet OptumRx account rep, Ken, who took in the sights of our member institutions on the way to and from his family vacation. Check out [Ken's safe, but excellent adventure](#).

2020 Annual Members'/Owners' Meeting Will Be Virtual

This year's Annual Members'/Owners' Meeting will take place virtually. On Wednesday, September 23, 2020, from 1:00 -3:00 PM, we will provide an interactive forum for our member colleges, universities, and other educational institutions to discuss a range of critical financial and strategic topics.

RSVP



Salve Regina Realizes Strong Results and Valuable HR Support

With compensation and benefits comprising 60% of Salve Regina University's budget, Vice President for Administration and Chief Financial Officer, William Hall is always evaluating ways to keep costs in check while continuing to attract and retain top-notch faculty and staff.

In the late 1990s he moved the health insurance benefits from an insured to a self-insured program where the university takes the responsibility for paying medical claims plus stop-loss to protect against high-cost claims. This approach creates the lowest possible administrative costs and means that the employer isn't paying profits on top of claims. This was a bold move, especially at the time, as some small colleges and universities worry about the higher risk of a self-insured arrangement.

"We were already self-insured and had been pleased with that decision," said

Forward to a Colleague

Forward this newsletter to your colleagues. They can [sign up here](#). Do you have feedback? Send [us an email](#).

Mr. Hall. “However, healthcare costs were still having a negative impact on Salve Regina’s bottom line, so we were seeking a solution to the rising cost conundrum.”

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5 Reasons Why 2021 Healthcare Costs will be Volatile *edHEALTH Takes Strategic Approach to Address These Challenges*

Healthcare Cost Trends and Challenges

Since the COVID-19 pandemic hit the United States, there's been a dramatic impact on medical claims:

- Mental health care has skyrocketed;
- Prescription drug costs have largely been unaffected – spending continues to climb; and
- Medical claims have dropped precipitously as provider groups closed or limited their practices. Most elective procedures were canceled or postponed.



Find out how these trends will factor into 2021 healthcare cost volatility and how edHEALTH is looking ahead to address these challenges.

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Boston College Takes Home Walking Challenge Trophy *Event Especially Appreciated in These Difficult Times*

In the midst of a difficult time, edHEALTH's “Walk this Way” Walking Challenge brought some healthy competition for our college and university staff. Boston College was this year's winner. “This year's edHEALTH



Connect with Us on Facebook

We want to hear from you! As so many of our member school faculty and staff, vendors, partners, and other stakeholders are on Facebook, we're back on the platform.

Collaboration has never been more critical, and social media is one more way to stay in

Walking Challenge was especially welcome, considering everything we've all been going through," said Boston College Director of Benefits, Jack Burke.

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touch. How can we be helpful? Are you experiencing a positive or negative experience with your healthcare benefits? Let us know.

edHEALTH is also on [Twitter](#), [LinkedIn](#), and [YouTube](#). Be sure to engage with us on these platforms too. Be sure to "like us" on [Facebook](#) to receive the latest edHEALTH news and insights. We look forward to connecting.

edHEALTH Newsletter Editor, [Cindy McGrath](#) | [Website](#)



Please add info@educatorshealth.org to your contacts so we're recognized as a safe sender.