



# Creating a culture of health

## Foundation structure

Year	Eligible Discounts
Year 1 (2020)	3% introduction discount
Year 2 (2021)	2% baseline discount + Maturity Level discount
Year 3 (2022)	1/3 earned outcomes-based discount for each measure + Maturity Level discount
Year 4 (2023)	1/3 earned outcomes-based discount for each measure + Maturity Level discount
Year 5 (2024)	1/3 earned outcomes-based discount for each measure + Maturity Level discount

## Example group scenario

Group of 100 contracts with avg. CPC = \$600 for an annual total cost of \$720,000				
Year 1 (2020)	Year 2 (2021)	Year 3 (2022)	Year 4 (2023)	Year 5 (2024)
3% introduction discount	2% baseline discount + 1% Maturity Level discount	4.9% outcomes discount + 1.25% Maturity Level discount	4.9% outcomes discount + 1.75% Maturity Level discount	4.9% outcomes discount + 1.0% Maturity Level discount
3%	3%	6.15%	6.65%	5.90%
\$21,600	\$21,600	\$44,280	\$47,880	\$42,480

**5-year total discounts (24.7%) = \$177,840**

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1133 SW Topeka Blvd, Topeka, KS 66629