

Vanguard Furniture

"We will know patient centered medical homes are working when our population is healthier, providers are proactively engaging with patients and all stakeholders are maximizing current technologies."

-John Bray, Chief Executive Officer

- **About Hickory, N.C.**
 - 60% of US Furniture Manufacturing in Hickory and High Point Market
- **Vanguard Furniture**
 - 42 Years in Business/500 employees
 - Non-smoking workplace
 - Self Insured 20 Years
- **DirectNet, LLC**
 - Founding member, local employer owned/operated healthcare organization since 2004
 - Mission: To connect employers, providers and consumers to lead reform in our local healthcare community
- **PCMH Journey**
 - Vanguard implemented first PCMH Plan in 2010
 - Today, two other DirectNet employers have PCMH Plan Options
 - Approximately 3600 eligible members
 - Premium structure and benefits drive participation in PCMH
 - 20 primary care practices representing 56 clinical providers
 - Six worksite clinics staffed by PCMH clinical providers
 - Positive employee surveys and feedback
 - Care management (pepm) to PCMH providers
- **Performance to Date**
 - 2009-2013 Gross Plan Costs are close to flat at 5% for all employers (approximately +1% per year)