



HOLMES MURPHY®

THINKING AHEAD

CITY OF SAN MARCOS VISION ANALYSIS

JUNE 2020

CITY OF SAN MARCOS – VISION OVERVIEW

VISION BENEFITS

- Current spend is approximately \$71,117 annually
- 6 vendors responded to proposal:
 - Davis Vision (Incumbent)
 - CEC
 - EyeMed
 - Humana
 - MetLife
 - UHC
 - VSP



VISION CARRIER SUMMARIES

Davis Vision (Incumbent)

- ID cards included
- 227 current public entity clients
- Includes dedicated account manager
- 100% of top 50 utilized providers are in-network
- Safety glass rider: \$4.71 per EE
- 4-year rate guarantee

Community Eye Care (CEC)

- ID cards included
- 131 current public entity clients
- Frames/lens/contacts and options all fall under same allowance
- Includes dedicated account manager
- 74% of top 50 utilized providers are in-network
- Safety glass rider included under standard allowances
- 3-year rate guarantee



VISION CARRIER SUMMARIES

EyeMed

- ID cards included
- 720 current public entity clients
- Does not include dedicated account manager
- 58% of top 50 utilized providers are in-network
- No safety glass rider
- 4-year rate guarantee

Humana

- ID cards included
- 1,100+ current public entity clients
- Includes dedicated account manager
- 46% of top 50 utilized providers are in-network
- Safety glasses available at preferred pricing
- 2-year rate guarantee



VISION CARRIER SUMMARIES

MetLife

- No ID cards provided
- 432 current public entity clients
- Does not include dedicated account manager
- 90.0% of top 50 utilized providers are in-network
- Safety glass rider included with separate lens allowance
- 2-year rate guarantee

UHC

- No ID cards provided
- Did not provide count of current public entity clients
- Includes dedicated account manager
- 90.0% of top 50 utilized providers are in-network
- No safety glass rider
- 3-year rate guarantee



VISION CARRIER SUMMARIES

VSP

- No ID cards provided
- 2,500+ current public entity clients
- Includes dedicated account manager
- 86% of top 50 utilized providers are in-network
- Safety glass rider: \$4.97 per EE
- 4-year rate guarantee



VISION PROPOSALS: COST COMPARISON

Carriers	Annual Premiums	\$ vs. Current	% vs. Current
Davis (Current/Renewal)	\$71,117	\$0	0.0%
CEC	\$67,841	-\$3,276	-4.6%
EyeMed	\$76,520	\$5,403	7.6%
Humana	\$76,043	\$4,926	6.9%
MetLife	\$68,365	-\$2,752	-3.9%
UHC	\$66,822	-\$4,295	-6.0%
VSP	\$85,062	\$13,946	19.6%

