

Winter 2011


claimsecure

Client Profile: Intergraph Canada Ltd.

ClientSide
Volume 8, Issue 1


We are pleased to introduce **Intergraph Canada**, a Calgary-based ClaimSecure client since April 2009. We provide Drug, Extended Health and Dental benefit adjudication on behalf of their members. We welcome them into the ClaimSecure fold. A snapshot profile about their Company that spans four decades:

As a leading global and Canadian provider of spatial information management software, Intergraph fuses geospatial technology to security, helping some of the world's largest government, military, and industrial organizations in more than 60 countries better manage their operations and safeguard their infrastructure. Using our solutions, these organizations build and manage complex geospatial information systems and operations that make the world work - from oil and gas, utilities, communications, and transportation networks to public safety and national security systems. Intergraph has a unique history spanning four decades.


Founded in 1969 as M&S Computing, Inc, the company set out to solve one of the most difficult problems of the time – how to put a man on the Moon. From this initial work Intergraph pioneered the development of computer graphics systems, which allowed engineers to display and interact with drawings and associated alphanumeric information using the language of their applications, rather than programming terminology.

Our software, which began as a portal to underlying data, grew into a powerful visualization solution providing 3D modeling and photo-realistic rendering. As the company extended its platforms to reach

new areas of outlying information, it became even more valuable as a critical decision-support and project management solution.

Today, Intergraph technology enables our customers to make the world safer and more prosperous. We create intelligent maps, manage assets and infrastructure, build and operate better plants and ships, and dispatch emergency services to those in need. We seek to earn the respect and trust of our customers through a total commitment to their success, deep industry expertise, and a long tradition of technical innovation.

Intergraph's vision is to help organizations see the world clearly. Our mission is to empower governments and businesses around the world to make better, faster operational decisions. Through superior software and services, we enable our customers to organize vast amounts of complex data into understandable visual representations.

Intergraph Canada Ltd. is a wholly owned subsidiary of Intergraph Corporation headquartered in Alabama, USA. 

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Location:

2912 Memorial Drive SE Calgary, AB

(403) 569-5500

www.intergraph.com

Quebec Drug Reform News



Linda Lin,
B.Sc.Pharm., MBA
ClaimSecure


The Quebec government has recently announced details on the rollout of new generic pricing reforms. These reforms are effective November 8, 2010.

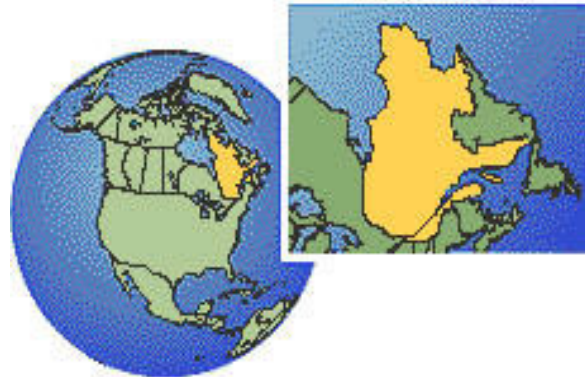
Despite earlier indications that Quebec would adopt Ontario's pricing strategy, they have instead opted for a gentler, "phased" approach over 3 years (illustrated below). Government officials have been quoted as saying that the new lower prices will apply to both the private and public payer equally.

No details have been released to date regarding any planned changes to dispensing fees or professional allowances (rebates).

We will keep you updated as more information becomes available.

Impact on ClaimSecure Plan Sponsors

Based on a generic fill rate of 17.6% in Quebec, and without factoring potential changes to dispensing fee and mark-up, ClaimSecure estimates clients can expect an initial 3.1% plan savings in Quebec. Cumulative savings will increase to 5.0% and 6.3% respectively in the next two years. 



Period	Nov 8, 2010- April, 2011	April, 2011- April, 2012	April, 2012 - onward
Generic Price Ceiling	37.5% of brand	30% of brand	25% of brand
Estimated Plan Savings*	3.1%	5.0%	6.3%

***Notes:**

1. Does not account for any change in fees or mark-ups.
2. Estimated savings based on Formulary Drugs only.

An Important Message for all ClaimSecure Clients

QUEBEC SALES TAX INCREASE - JANUARY 1, 2011

Effective January 1, 2011, the Quebec Sales Tax (QST) will increase from the current 7.5% to 8.5%.

This change will be reflected in the ClaimSecure Administration Fee on your January 9, 2011 invoice.

Please note that the current 9% on the claim cost remains unchanged.

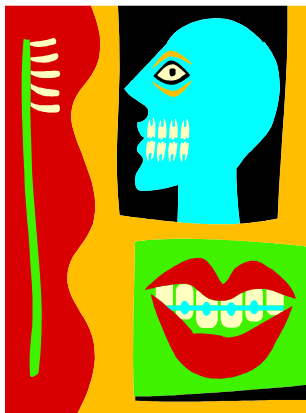
If you have any questions or require additional information, please feel free to contact our Accounting Department at:

accounting@claimsecure.com. 

Gum and Heart Disease

Cardiovascular disease and periodontal (gum) disease are among the most prevalent conditions affecting adults today. Recent clinical studies (see examples below) have suggested a strong connection between periodontal disease and cardiovascular disease.

Periodontal disease has been shown to affect (at any given time) up to 75% of the adult population. Gum disease results in inflammation which can become systemic. As heart disease goes, it is estimated that 1 of every 3 adults has some form of cardiac disease –



and almost 1/2 of these people are under 60 years of age.

Study 1 - demonstrated a positive relationship between periodontal microbiota (organisms in the gum tissue) and carotid plaque build-up. This strengthens the hypothesis that oral infection may contribute to cardiac disease morbidity and atherosclerotic development in the arteries.


Study 2 - measured elevated C-Reactive Protein (CRP) levels when inflammation is present. Patients who had gum conditions treated conservatively were able to reduce these elevated levels after only one month.

Study 3 - found that early on in the development of arterial disease there is an “endothelial dysfunction”. This study showed that the intensive treatment of gum disease resulted in an improvement in this endothelial dysfunction.

Other studies conducted to determine if the treatment of chronic inflammation caused by organisms

other than those found in gum disease did NOT have the same improvement in reducing cardiac problems. One ten year study on middle-aged men followed blood levels of cytokines and proteases which are involved in the breakdown of cell material. They are found both in patients with gum disease and heart disease. The men who sustained high levels of these inflammatory mediators had higher incidences of cardiac problems.

Another study looked at periodontal disease as a risk factor for ischemic stroke. They compared patients with a recent stroke to control patients. They found that patients with more severe periodontal disease had a 4.3 times higher risk of cerebral ischemia than subjects with little or no periodontal problems.

Current evidence supports an association among periodontal infections atherosclerosis and vascular disease, although it will still be debated for some time to come. 



Mark Donnelly, D.D.S.
Dental Consultant

Botox — Is it Causing You to Frown?



David Wong, MD
Medical Consultant

Botox is becoming a household name, mostly because of the advertising touting this drug for cosmetic use. Recently, a number of our clients have questioned why Botox appears on a drug report when drugs for cosmetic use are not covered. Botox Cosmetic® has a unique Drug Identification Number (DIN).


Botox Cosmetic® is used to reduce fine facial wrinkles, frown lines and crow’s feet. ClaimSecure plans exclude this DIN unless we are asked to include it. Botox too has a unique DIN although the active ingredient in both drugs is the same.

Botox is not readily recognized as a product that contains the toxin that causes botulism, a common yet deadly form of food poisoning. This nerve poison causes muscle paralysis and it is this ability that is capitalized upon in the many uses of Botox.

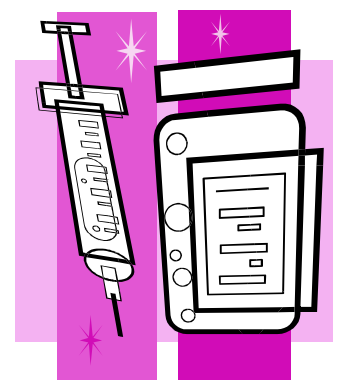
Health Canada has approved Botox for the following indications:

- Treatment for involuntary movement of neck muscles

- Eyelid Spasms
- Mis-aligned Eyes (crossed eyes)
- Spasticity in Cerebral Palsy associated with a stroke.
- Excessive Sweating

To ensure that Botox is being used to treat one or more of the above indications, it is recommended that Botox be placed on special authorization. 

“Botox is not readily recognized as a product that contains the toxin that causes botulism...”





People Who Care...Business Solutions That Work

November 15th...ClaimSecure Operations has a State of the Art New Home !


On November 15th, we began settling into our new office; all systems are up and running and everyone now knows where their respective departments are located.

"It's an exciting time at ClaimSecure" says Greg Sawyer the Project Manager for our new Sudbury office. The 45,000 square foot office has been constructed with the needs of our clients and the desires of our staff in mind.

Carmen Marcon, our H.R. Director and Associate Project Manager adds,

"There are two levels of security at all entrances, centralized filing and an emergency generator to ensure that our business is not affected by power outages."

For all ClaimSecure employees, there are private lockers, a large and open Bistro, a dedicated employee lounge, multiple coffee stations throughout the office and new, ergonomic workstations."

This has to be the place to work in Sudbury! If you are ever in the area, please drop in – we think it's a must-see; right up there with the Big Nickel and Science North! 



Our Vision

We succeed by combining knowledge and talent with integrated systems and proven processes to deliver innovative solutions that meet the needs of our clients.



Important health information on-line now!
www.claimsecure.com
 health library
 menu santé
 L'information importante de santé en-ligne maintenant!

Visit our health library which has recently been updated.

Your feedback is important to us. If there is anything you would like to see in this newsletter, or you have any suggestions or comments, please contact:

Editor:
Ellen Trotman,
Director, National Accounts

1-888-479-7587 ext. 3014
Fax: 905-949-3029

e.trotman@claimsecure.com

<http://www.claimsecure.com>

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