

## Wal-Mart Health and Wellness

As the world's largest retailer and one of the nation's largest providers of health benefits Wal-Mart recognizes it has an enormous opportunity to positively impact the lives of our associates, customers and communities. We are uniquely positioned to be an advocate and ally for them and their health.

### Affordable Pharmacy Solutions: The Evolution of the \$4 Prescription Program

When Wal-Mart launched its \$4 prescription program in 2006, it truly **changed the pharmacy landscape** and the national thinking about generics. While generics have the same safety and efficacy profile of brand-name drugs, on average they cost 30 percent to 80 percent less. In three years, our customers have **saved more than \$2 billion dollars** on their prescriptions. And because insurance plans are not mandatory, both the insured and uninsured can take advantage of the savings. Based on the success and impact of the \$4 prescription program, Walmart has identified more health and wellness opportunities that would bring greater value and convenience to consumers:

- ✓ Shortly after launching the \$4 prescription program, we expanded it to **cover 90-day prescription supplies for \$10**. Today, there are more than 300 prescriptions covered in Wal-Mart's affordable pharmacy program.
- ✓ We offer **smoking cessation prescription starter packs for \$9**.
- ✓ To help asthma sufferers, we partnered with a branded manufacturer to **offer a \$9 ReliOn Ventolin HFA Inhaler** – the lowest priced 60-puff HFA inhaler available in any retail pharmacy in the U.S. The unique 60-puff count also helps limit overuse of a rescue inhaler and identify patients whose asthma isn't under control.
- ✓ **ReliOn's blood glucose meter, blood testing strips and A1C test for diabetes are also offered for \$9** by Walmart. A leading consumer publication recognized ReliOn's blood glucose meter as a best value compared to other models ranging from \$20 to \$85.
- ✓ We partnered with Epocrates to make our list of more than 300 prescriptions on the affordable prescription program accessible to physicians. The partnership provides physicians with the ability to **help identify lower cost medication options** available for their patients at Walmart, Neighborhood Market and Sam's Club pharmacies nationwide.
- ✓ In Michigan, we recently announced a pilot program that offers a **90-day supply of prescriptions for \$10 via free mail delivery**.

### Associate Benefits: Focusing on Health and Wellness

We are dedicated to protecting the health and wellness of our associates and their families. In fact, many of our benefit programs and offerings are a result of our associates' feedback.

- ✓ Nearly **1.2 million associates and family members**, representing more than half our workforce, are covered by Walmart health care plans.
- ✓ **1,049,772** Walmart associates were eligible for coverage, and **94.5 percent** of Walmart associates have health care coverage through Wal-Mart or another provider.
- ✓ The number of **uninsured associates** has dropped for the second year in a row, decreasing from **9.6 percent** in 2006 to **5.5 percent** in 2008. Walmart's uninsured rate is **11.3 percent** lower than the uninsured rate nationwide for the U.S. employed population (16.8 percent), according to the most recently reported data by the U.S. Census Bureau.

Recognizing the importance prevention and wellness tools offer our associates, so they can take a more proactive role in maintaining their and their families' health, we have enhanced our benefits:

- ✓ Associates who enroll in Walmart's "Value" or "Freedom" plans have **access to additional preventative care coverage** before meeting the annual deductible. This includes wellness offerings such as mammograms, colonoscopies, flu vaccinations and well-child office visits.
- ✓ Associates can take advantage of a free, confidential **24-hour registered nurse line through the Mayo Clinic** to get information about illness, injuries and wellness coaching.

- ✓ Walmart provides associates with the tools and resources to access their own life-long Personal Health Records (PHRs) through a secure, personal health care account through WebMD that is powered by Dossia, a health information technology consortium. To date, more than 50,000 associates have signed up for PHRs **to take a more active, informed role in their own health, as well as that of their families.**
- ✓ We introduced “Life with Baby,” a unique program that **gives mothers and their babies a healthy start on life** by providing personalized coaching by a professional nurse through pre-conception, pregnancy, postpartum and child development.

#### **Health IT: Providing Physicians with Solutions**

In an effort to further drive down health care costs and spur health IT adoption, Sam’s Club collaborated with eClinicalWorks and Dell to offer eClinicalWorks unified electronic medical record (EMR) and practice management (PM) software to physicians - **at a fraction of the cost of traditional programs.** Sam’s Club serves tens of thousands of physicians across the U.S., and the software package is available to purchase on samsclub.com, starting at \$22,000. The price includes hardware, software, in installation and maintenance.

#### **Employer Solutions: Direct –to-Employer**

This partnership allows Caterpillar to **bypass a third-party provider and get affordable medications directly from Walmart.** Caterpillar then passes those savings on to their employees via a \$0 co-payment on covered prescriptions bought through Walmart pharmacies. This offers a new way to think about pharmacy benefits – **eliminating the middleman to allow greater savings for self-insured employers and their employees.**

#### **The Clinic at Walmart: Offering Convenient Care**

**In-store clinics** in select locations nationwide provide basic health services such as simple check-ups and treatments for non-emergency conditions. By leasing to hospitals and health systems that operate these clinics in our stores the clinics **improve convenience and lower costs** in part by using high-quality, low-cost health providers. The clinics offer access to affordable health care services, especially during evenings and weekends, and both Walmart and hospitals see this as a way to alleviate pressure on the health care system as a whole. The clinics treat many patients who might otherwise have used an emergency room or foregone treatment entirely (potentially leading to more serious complications down the road) had the clinic in our stores not been available. By leasing to community hospitals and health systems that our customers already know and trust, there is brand equity and loyalty with the clinic operators from day one. .

#### **Optical Solutions: Affordable Eye Health**

By joining with 1-800 Contacts, we streamlined the rebate process so contact lens customers get their rebate at the point of purchase – thus **eliminating the need for excess paperwork and the mailing of forms and providing the lowest price in the market.** We estimate this has already saved customers more than \$25 million since the offering began on January 1, 2009.

*For more information on Wal-Mart health initiatives, please visit [www.walmartstores.com](http://www.walmartstores.com).  
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