National Health Council
Health Leadership Conference

The Power of Partnerships

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Who We Are Today

Pharmacy Innovation Company
A Purpose-Driven Company

WE ARE
A pharmacy innovation company

OUR STRATEGY
Reinventing pharmacy

OUR PURPOSE
Helping people on their path to better health

OUR VALUES
Innovation
Collaboration
Caring
Integrity
Accountability
Prescription for a Better World

What is Prescription for a Better World?
The Prescription for a Better World charts our CSR course for the future, sharply focusing our strategy in three areas: supporting communities, protecting the planet and creating economic opportunities – essential ingredients for a better world.

How does Prescription for a Better World align with our business strategy?
The platform conveys the mission we are on to leverage our scale, expertise and innovative spirit in ways that engage people through community health programs and partnerships; deliver more sustainable products to an evolving marketplace; operate our business efficiently with a focus on resource management and climate change preparedness; and create economic opportunities for employees, suppliers and investors.
HEALTH IN ACTION

• Make community health and wellness central to our charge for a better world.
  – Accessible and affordable health care
  – Support for patients with chronic diseases
  – Patient and customer well-being and safety

PLANET IN BALANCE

• Ensure environmental sustainability is embedded in our approach to business operations and product development.
  – Sustainable operations
  – Sustainable products and packaging
  – Internal and external engagement around our sustainability vision

LEADER IN GROWTH

• Leverage the power and scale of our business to create economic opportunities and value for employees, customers, suppliers and investors.
  – Safe, rewarding and inclusive workplace
  – Regulatory compliance and voluntary standards are met or exceeded
  – Supply chain responsibility
We believe the path to better health can be achieved through targeted action, every step of the way. By investing in community health, we can take action to increase access to care, impact chronic disease, improve overall health outcomes and thus relieve the strain on our health care system. Our philanthropic support and efforts to raise awareness of key issues will ensure that our communities stay on the path to better health.
Ways We Support Our Communities

**Foundation Grants**
Broad support for organizations working in HIA focus areas

**Corporate Grants**
Support for specific initiatives and relationships aligned with HIA

**In-Kind Donations**
Support through donated products and services

**Volunteerism**
Driving engagement with employees and providing nonprofits strategic guidance

**Awareness & Strategic Counsel**
Driving awareness of key issues & causes

**Partnerships/Alliances**
Bringing together clients, suppliers, health system affiliations and other stakeholders on key issues
What Makes a Good Partnership

- Connected to purpose
- Provides shared value
- Supports short-term and long-term goals
- Garners stakeholder support
- Generates awareness
- Delivers measurable impact
- Opportunities for replicable success
- Creates a win-win-win
Partnership Approach

We are committed to advancing our purpose of helping people on their path to better health through impactful community engagement and support.

We partner with best-in-class organizations that provide subject-matter expertise in their field of health care. We work with partners who are national in scope and have local affiliates that help us deliver impact in the communities we serve.

We focus our efforts on underserved populations that lack access to quality health care by partnering with those organizations that reach under- and uninsured patients. Together, we are improving health outcomes and lowering overall health care costs.
We’re In Good Company

alzheimer’s association

Johnson & Johnson

National Hemophilia Foundation
for all bleeding disorders

March of Dimes
A FIGHTING CHANCE FOR EVERY BABY™

American Cancer Society®

American Heart Association®
Learn and Live

Arthritis Foundation®

Lung Cancer Alliance

Aetna

American Diabetes Association®

Michael J. Fox Foundation
FOR PARKINSON’S RESEARCH

Prevent Blindness®
Our Vision Is Vision®

Pfizer

L I V E S T R O N G

CVS Health
Key Partnership

- Free health services including: biometric screenings, diabetes education, smoking cessation counseling, professional consultations and the provision of a low/no-cost PCP directory.

- Primary target audience is African-American and Hispanic women ages 35-64 who may be uninsured and disproportionately suffer from certain treatable conditions, like hypertension and diabetes.

- Events are held in select CVS Pharmacy locations throughout the U.S. and Puerto Rico and open to all consumers regardless of race/ethnicity, gender or insurance status; no appointment is required.

- Over the past 11 years, we have held over 8k events in 22 States & Washington, DC at a consumer value of $117M worth of free medical services.
Q3/Q4 2016 U.S. & Puerto Rico

- 526 events in 10 U.S. markets & Puerto Rico
- Welcoming over 77k total attendees

**Core U.S. Markets**
- Atlanta
- Chicago
- Dallas Fort-Worth
- Detroit
- Houston
- Los Angeles
- Miami
- New York City
- Philadelphia
- Washington, DC

**Puerto Rico**
- Arecibo, Bayamon, Caguas, Carolina, Condado, Dorado, Fajardo, Guaynabo, Manati, Ponce, San Juan, Toa Baja, Vega Alta and Vega Baja
Key Partnership

• CVS Health is the Arthritis Foundation “Partner for Better Living” highlighting our commitment to helping people with arthritis and joint pain live better lives.

• This includes a one-stop-shop for arthritis-related products and disease management information in a dedicated section of CVS Pharmacy stores and digital hub on cvs.com that provides resources, tips and tools to help people manage joint pain and arthritis.

• We are also the first specialty pharmacy partner with the Arthritis Foundation. Together we do co-branded outreach to physicians and patient populations share information about CVS Specialty to patients through our partner channels (i.e. Arthritis Today magazine).
Key Takeaways

- Address a need
- Identify partner synergies
- Understand what success looks like
- Implement tools to measure impact
- Share best practices
- Promote key wins
Thank You