



# Ventegra Annual Benefit Report

For period ending December 31, 2015



## Ventegra's Pursuit of Public Benefit

Ventegra is proud to be a Benefit Corporation as we strongly believe healthcare is a societal good. Our business model focuses on our strength and knowledge of the healthcare industry to provide administration of pharmacy benefits and services in a manner that is different than the traditional Pharmacy Benefit Management (PBM) business model. Our process incorporates the integrity, transparency and cost efficiency associated with Benefit Corporations, which returns value to our clients and patients.

The Benefit Corporation status reflects our company culture and the clients we attract, enhances our company manifesto (see Exhibit A), and allows us to further channel our resources to greater impact and improve the lives of others. In 2015, Ventegra's transparent business model, growth, operations, philanthropic engagement, and company structure created a general public benefit.

Our company's operations demonstrate our commitment to being environmentally conscientious. In 2015, 50 percent of company cars were hybrid, and we have a company commitment to use all electric and alternative energy sources as the technology matures. In addition, the virtual nature of our company, in which every member of our team has the opportunity to work remotely, reduces our carbon footprint by eliminating traditional daily commutes for our team.

Ventegra strives to actively participate in social causes, contributing more than \$25,000 in 2015 to numerous fundraising activities and charities including sponsoring a Bike MS team in the October 2015 ride, which supports the National Multiple Sclerosis Society. In the past calendar year Ventegra team members also volunteered over 1,500 hours individually to causes important to them. In January 2015, the company developed and implemented a Volunteer Time Off (VTO) policy to encourage our team to be active with non-profit groups in their communities.

To show our support of like-minded companies, we have chosen to obtain California Small Business certification, become an Illinois Business Enterprise Program Vendor, a California Benefit Corporation, become a certified B Corporation through B Lab, and become certified by the Minority Suppliers Development Council.

We are pleased to have met our public benefit purpose in 2015, and we look forward to future opportunities and growth in 2016 as we continue to seek innovative ways to improve the lives of others.

## Improving Human Health

In 2015 our mission to improve human health was specifically furthered by growth in the segment of our client base serving underinsured/uninsured populations. One hundred percent of the savings created by



Ventegra's transparent business model is passed through to our clients servicing these uninsured/underinsured individuals. By eliminating the hidden margins and spreads commonly seen with traditional Pharmacy Benefit Managers (PBMs), we are fostering the transparency of our industry as well as ensuring that health care costs are better managed for both our clients and patients.

More broadly, our commitment to be environmentally and socially engaged will improve overall human health on a long-term basis. In this way we are also improving the lives of others.

## Challenges

Change is not always welcomed nor understood. Ventegra's business model reduces costs, which may be the source of another business' (and their supporters' or handlers') revenue. It is our view that reducing costs is a necessary change that will benefit the industry and public. This resistance to change has slowed, but not hindered, our mission to improve human health. As the Ventegra movement gains momentum and our philosophy is heard by individuals who share our frustration with previous PBM models, we are finding that like-minded businesses are seeking us out. We look forward to continued growth and progress in the coming year.

## Quantification of Progress

We are a certified Benefit Corporation through a third party, B Lab. B Lab is a non-profit entity that quantifies how companies are meeting social and environmental targets. B Lab has provided us with a tool that we used to prepare our 2015 benefit report. This standard is calculated by an in-depth assessment, which breaks down and reviews all operations of a business. This assessment quantifies how a business is meeting environmental, employee, community, and governing standards. Businesses must score 80 out of 200 points to attain certification as a B Corp. Ventegra scored a 90 in 2014 and will recertify in 2016. Our 2015 score is 95.9 (see Exhibit B). We chose this third party standard due to their objective, comprehensive and quantifiable approach, and our shared vision to be a force for good in business.

No financial or governance relationship exists between B Lab and Ventegra that could materially affect the use of the B Lab standard by Ventegra. B Lab is an independent and unbiased third party, and the assessment is objective in nature and utilizes global standards, processes, and metrics that provide consistent and comparable results. The B Lab scoring metrics are used by thousands of companies worldwide. We look forward to showcasing our progress based on the B Lab metrics and are proud to transparently share our scores.



## Looking Ahead

Ventegra remains committed to the standards and vision promoted by the Benefit Corporation movement. These standards and vision underpin the Ventegra business model and our culture, and form the foundation for our alternative, innovative solution in healthcare. As we believe healthcare to be a societal good, Ventegra remains committed to providing a solution that addresses the appropriate balance of healthcare access, cost, and quality for the clients and patients we serve.

## Exhibit A

### Ventegra Manifesto

Ventegra is committed to seeking innovative ways to channel our resources for a greater impact to improve the lives of others. The principles below guide us as we strive for excellence - to our team, our clients, and our partners.

- We will value our *relationships* and show *respect*, always
- We will actively *participate*; your thoughts and actions can make a difference
- We will be *proactive*, not reactive
- We will do what is *right* and be always mindful of the *whole*
- We will be *accountable*. Be *responsive*. Be *engaged*.

Always remember that our work begins and ends with Truth and Integrity.  
It is our name; it is our core; it is how we do business.

## Exhibit B



# Ventegra 2016 B Impact Report

Company's Points		Ordinary Businesses** UNVERIFIED	B Corps*** CERTIFIED
<b>Overall B Impact Score</b>	<b>96 pts</b>	<b>51 pts****</b>	<b>97 pts****</b>
<b>Governance</b>	<b>20</b>	<b>6</b>	<b>14</b>
Corporate Accountability	15	3	10
Transparency	5	3	4
<b>Workers</b>	<b>27</b>	<b>20</b>	<b>26</b>
Compensation, Benefits & Training	20	15	17
Worker Ownership	0	1	3
Work Environment	6	4	5
<b>Community</b>	<b>24</b>	<b>15</b>	<b>44</b>
Community Practices	23	10	20
Suppliers & Distributors	2	2	4
Local Involvement	6	3	6
Diversity	5	1	3
Job Creation	4	1	2
Civic Engagement & Giving	6	2	5
<b>Customers</b>	<b>12</b>	<b>5</b>	<b>18</b>
Consumer Products & Services	12	5	18
Serving Those In Need		N/A	N/A
Products or Services	5	N/A	N/A
<b>Environment</b>	<b>13</b>	<b>6</b>	<b>13</b>
Environmental Products & Services	N/A	2	8
Environmental Practices	12	N/A	N/A
Land, Office, Plant	11	3	5
Inputs	0	1	3
Outputs	1	1	1
Suppliers & Transportation	0	0	3

\* All of this information in this report is self-reported by the company and unverified by a third party, which is compliant with all benefit corporation statutes. B Lab has not verified and does not make any claims about the veracity of any of the information contained in this report. The B Impact Scores presented in this report are also self-reported and unverified and are thus of limited use for benchmarking. B Impact Scores typically decline by a material amount after review by B Lab, typically as a result of misunderstanding of questions, not misrepresentation of answers. \*\* Median score of Ordinary Businesses that have completed the B Impact Assessment (BIA). \*\*\* Median scores of all Certified B Corporations that have received a minimum certified score of 80 on the BIA. \*\*\*\* For Ordinary Businesses and Certified B Corps, Total B Impact Scores will not equal the sum of the sub-scores since each reflects a median score. For Company's points, numbers in bold may or may not equal subcategories, depending on algorithm for specific category.