## EXCELLENT WAGES AND BENEFITS

### ACTIVE MEDICAL
- Co-pays for ER visits ($50 in the California regions and the Northwest; $100 all other regions); no other changes

### RETIREE MEDICAL
- Future retirees and their spouses to enroll in a KP Senior Advantage individual plan to reduce liabilities for KP while maintaining high-quality benefits
- Health Reimbursement Accounts will cover most out-of-pocket expenses
- No change for California retirees until 2028; retirees in ROCs start new plan in 2017

### PENSIONS AND 401(k) PLANS
- No change to existing benefits

### DENTAL AND LIFE INSURANCE
- Dental, orthodontia and life insurance benefits improved, to provide same basic coverage across all regions

### ACROSS-THE-BOARD WAGE INCREASES

<table>
<thead>
<tr>
<th>Regions</th>
<th>10/1/15</th>
<th>10/1/16</th>
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<th>9/1/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>California</td>
<td>+3%</td>
<td>+3%</td>
<td>+4%</td>
<td>n/a</td>
</tr>
<tr>
<td>Regions Outside</td>
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<td>+1%</td>
</tr>
<tr>
<td>California</td>
<td>+3%</td>
<td>+3%</td>
<td>+4%</td>
<td>n/a</td>
</tr>
</tbody>
</table>

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## IMPROVING PARTNERSHIP AND PERFORMANCE

### BETTER ACCOUNTABILITY
- Improved learning system for frontline management and labor
- Scorecard to track partnership performance at the facility and regional level

### PLAN FOR FLEXIBILITY
- Regional subgroups to address issues related to flexibility, to address patient and KP member needs
- Commit to operational flexibility while relying on regular full-time and part-time staff to greatest extent possible

### STRONGER UNIT-BASED TEAMS
- Face-to-face assessments to ensure accurate ratings
- Increased support for UBT sponsors
- New criteria for high-performing teams to include spreading successful practices, working with a health and safety UBT champion, and getting input from customers
- New Path to Performance targets through 2019 for percent of teams rated Level 4 and 5
- Launch UBTs of the Future program

### IMPROVED DISPUTE RESOLUTION PROCESS
Streamlined steps to resolve partnership issues at lowest appropriate level, starting with facility representatives

* 30-day limit to resolve issue at each level before it is passed along
** Panel to include a neutral third party

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CONTINUES ON THE NEXT PAGE
PREPARING FOR CHANGES IN CARE DELIVERY

REMOVE BARRIERS TO CAREER DEVELOPMENT AND MOBILITY

+ Regions will work with unions to identify training opportunities to help employees meet minimum experience requirements
+ Collaborative, transparent redeployment process
+ Preceptor programs and mentorships
+ Enhanced opportunities for career mobility with joint system to capture skills, education, licensure, certification and work experience

MORE RESOURCES FOR WORKER TRAINING

+ Ben Hudnall Trust Fund and SEIU-UHW Joint Employer Education Fund increased by 33 percent (from 0.3 percent to 0.4 percent of gross annual payroll of coalition-represented employees)
+ An additional $1 million per year to each fund to support workers going through redeployment
+ Tuition reimbursement raised to $3,000 per year (applies to all regions)

STRONGER HEALTH AND SAFETY

FLU PREVENTION FOR PATIENT SAFETY

All health care workers will be required to get the seasonal flu vaccine or wear a surgical mask during flu season while working in patient care areas.

TOTAL HEALTH INCENTIVE PLAN: REVISED FOR 2016

+ Joint expert team to analyze current program
+ Still voluntary and confidential, with collective rewards, no penalties

FRONTLINE LEADERSHIP DEVELOPMENT

+ Total Health and Workplace Safety integrated into UBTs
+ Union engagement in Community Benefit programs

REDUCE WORKPLACE INJURIES AND VIOLENCE

+ Assess current workplace safety investments and provide guidelines for regional and local implementation
+ Enhanced tracking of safety hazards
+ Organization-wide workplace violence analysis and prevention efforts

The 2015 National Agreement was crafted through the joint efforts of 150 union, management and physician representatives over 10 weeks. It reflects the common interests of the organization, the workforce and Kaiser Permanente members and patients. The agreement took effect Oct. 1 and remains in effect through Sept. 30, 2018. For more information, visit LMPartnership.org.