Business Health Care Group

Driving Meaningful Change

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Dianne Kiehl dkiehl@businesshealthcaregroup.org

www.businesshealthcaregroup.org

Background



A Business Community Effort to "Move the Market":

- Located in Southeast Wisconsin
- Started in 2003 by 14 CEOs
- Cost of care was 27% above mid-west average
- Goal to move cost to or below mid-west average

Covering 11 County Area:

- Dodge
- Milwaukee
- Rock
- Washington

Jefferson

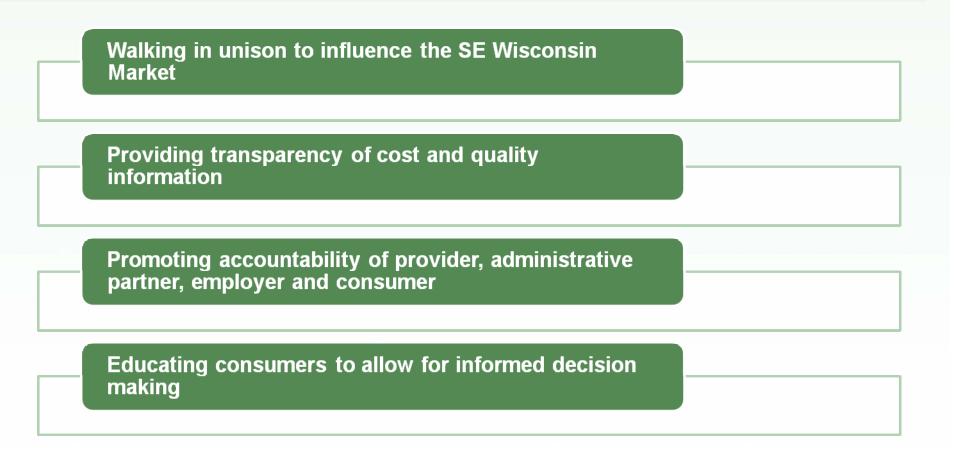
- Ozaukee
- Sheboygan
- Waukesha

- Kenosha
- Racine
- Walworth

Goal and Values



Reduce the cost of health care to at or below mid-west average by -



Current Membership



- 35 Self Funded
- Over 1,000 fully insured
- Over 102,000 members in health plan

What's Wrong with Our Health Care



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- Lack of accountability
- Lack of alignment
- Not a system

What do Employers Want?



- Lower health care costs
- Improved workforce health and productivity
- Improved health care

Creating Behavior Change in All Stakeholders



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 Optimize efficiency Achieve consistent medical outcomes Improve compliance with evidence based medicine Improve patient experience Take care risk not insurance risk Align provider payment incentives to outcomes, measures, patient compliance, total resource use Ensure support for needed behavior change Enhance provider performance data to support targeted initiatives Align with employer needs for continual design and implementation of programs that address cost drivers Provide tools needed for transparency of information and consumer engagement Align the intervent int	Providers	Employers
 Improve compliance with evidence based medicine Improve patient experience Take care risk not insurance risk Align provider payment incentives to outcomes, measures, patient compliance, total resource use Ensure support for needed behavior change Enhance provider performance data to support targeted initiatives Align with employer needs for continual design and implementation of programs that address cost drivers Provide tools needed for transparency of information and consumer engagement Model commitment to healthy inestyle and appropriate risk modifications Align provider payment incentives to outcomes, measures, patient compliance, total resource use Ensure support for needed behavior change Understand their risk factors Understand their risk factors Improve health status, treatment compliance and knowledge and use of appropriate resources Make appropriate decisions regarding providers, understanding cost and quality implications of choices Engage in programs that promote 	 Optimize efficiency 	
 Humana Enhance provider performance data to support targeted initiatives Align with employer needs for continual design and implementation of programs that address cost drivers Provide tools needed for transparency of information and consumer engagement Altariate to the test test test test test test test	Improve compliance with evidence based medicineImprove patient experience	 appropriate risk modifications Align provider payment incentives to outcomes, measures, patient compliance, total resource use
 Administration model that maximizes consumer engagement opportunities 	 Enhance provider performance data to support targeted initiatives Align with employer needs for continual design and implementation of programs that address cost drivers Provide tools needed for transparency of information and consumer engagement Administration model that maximizes 	 Understand their risk factors Improve health status, treatment compliance and knowledge and use of appropriate resources Make appropriate decisions regarding providers, understanding cost and quality implications of choices Engage in programs that promote

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ACO Issues – Employer Perspective



- Maintaining choice complicates attribution, attribution needed for accountability
- Integrated care vs locking in market share
- Payment models to support integrated care & outcomes
- Transparency of reliable information
- Shared decision making based on consumer not provider

ACO from an employer perspective



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- What it is
 - Patient centered
 - Improved efficiency
 - Outcome focused
 - Less costly
- What it is not
 - More of the same
 - A way to lock in market share
 - A new buzz word