Business Health Care Group
Driving Meaningful Change

The Health Industry Forum
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www.businesshealthcaregroup.org
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 -

- Walking in unison to influence the SE Wisconsin Market
- Providing transparency of cost and quality information
- Promoting accountability of provider, administrative partner, employer and consumer
- Educating consumers to allow for informed decision making

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Current Membership

- 35 Self Funded
- Over 1,000 fully insured
- Over 102,000 members in health plan
What’s Wrong with Our Health Care

- 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

**Providers**
- Optimize efficiency
- Achieve consistent medical outcomes
- Improve compliance with evidence-based medicine
- Improve patient experience
- Take care risk not insurance risk

**Employers**
- Design benefits that create optimal outcomes for health and productivity
- Model commitment to healthy lifestyle and appropriate risk modifications
- Align provider payment incentives to outcomes, measures, patient compliance, total resource use
- Ensure support for needed behavior change

**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
- Administration model that maximizes consumer engagement opportunities

**Consumers**
- 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 accountability

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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

- 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