

Creating and sustaining employer engagement in payment reform

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**Aligning Forces
for Quality** | Improving Health & Health Care in
Communities Across New Mexico

An initiative of the New Mexico Coalition for Healthcare Quality and the
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HealthInsight New Mexico.

Today's presentation

Summarize work being done to engage purchasers/employers in payment reform

American Institutes for Research

- *First Steps in Engaging Employers in Innovative Payment Strategies*

New Mexico Coalition for Healthcare Quality

- *Forming the Business Health Advisory Group and value-based change*

National Business Coalition on Health

- *National Business Coalition on Health and ValuePort*

First Steps in Engaging Employers in Innovative Payment Strategies

Crafting the “Right” Messages

Develop a compelling value proposition

Meet employers where they are

Anticipate and address the impact on employees

Reaching Receptive Audiences

Cast a wide net

Leverage existing channels

Questions?

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Forming the Business Health Advisory Group and value-based change

Patricia Montoya, MPA, BSN

Director, New Mexico Coalition for
Healthcare Quality

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Employer engagement

Formation of the Business Health Advisory Group

2011

- General discussion
- Goal setting
- Work plan development

2012

- Payment reform summit
- Increased engagement

2013

- Requested and reviewed top cost drivers
- Discussed community messaging and standardized reports

2014

- Strategic planning
- Began executing work plan
- Value Based Purchasing College



Setting a strategic plan



Early value-based purchasing activities

- Value-based college
- Changes to plan language

Questions?

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EMPLOYER ENGAGEMENT IN VALUE BASED PURCHASING: THE COALITION IMPERATIVE

Sara Hanlon, MBA, Vice President, National Business Coalition on Health
September 9, 2014

National Business Coalition on Health

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- **Identity:** National, non-profit membership association of **54** employer-led health coalitions. Network of **7,000** employers and **30 million** covered lives.
- **Vision:** Become a trusted resource enabling employer led health coalitions to achieve better health, better care, lower cost, community by community.
- **Mission:** NBCH exists to help member coalitions lead in improving health and the value of health care services in their communities.



Core Principles

Accelerating Value Based Purchasing

... a health care system, built on value, with a clear return for every dollar spent

- Performance Measurement
- Transparency and Public Reporting
- Provider Payment Reform
- Consumer Choice/Engagement

Improving Population Health

... within the worksite and throughout the community,
one market at a time

Coalitions Impact the System

NBCH member coalitions are committed to community health reform, including an improvement in the value of health care provided through employer-sponsored health plans and to the entire community.

- There are **limitations** to what a **single employer** can do to drive meaningful, sustainable, change
- Even a small number of **employers working together** can have a **powerful and amplifying effect**
- **Successful practices and models are being replicated** across the national network, accelerating the power of the local market.

NBCH “Value Platform”

A closer look at premier products

Value Based Purchasing Guide



- Chapters include:
 - ▣ Value-Based Benefit Design
 - ▣ Physician Performance Measurement & Reporting
 - ▣ Physician Payment Reform
 - ▣ Foundational Business Diagnostics
 - ▣ Health Promotion

- Provides solid foundation in concepts and real world application, preparing employers for additional work in VBP

Our Newest Solution: ValuePort™

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A comprehensive, easy to use online decision support and planning tool that helps benefits professionals achieve value-based purchasing.


- ValuePort™ will guide employers to specific purchasing strategies demonstrated to strengthen an employer's health care dollar by helping to:
 - ▣ Assess their current purchasing strategies
 - ▣ Quantify their population risk
 - ▣ Identify and adopt targeted evidence-based strategies

Assessing the employer's health care purchasing approach

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Analysis of progress to adopt value-driven health benefit practices in comparison to other employers

Scoring Summary

The following is your scoring summary based on your responses to the previous questions. Your scoring summary and your customized opportunities for improvement have been automatically saved to the [My PSAT Scoring Summaries](#) and [My PSAT Strategic Action Item Reports](#) section in your [My Toolkit](#) page. Click on  the next to each topic area to see the related opportunities to improve your value-based purchasing skills.

Test 5 2013 11-8

Report Generated: 11/08/2013

Topic	Bronze	Silver	Gold	Platinum	
Incentive Strategies	[Blue bar spanning all categories]				
Health and Wellness Support Strategies	[Green bar spanning Bronze, Silver, Gold]				
Strategies to Help Employees Manage Chronic Conditions	[Blue bar spanning Bronze, Silver]				
Incentive Strategies to Encourage Value-based Decisions About Plan Selection and Health Care Utilization	[Green bar spanning all categories]				
Employee Communication Strategies	[Blue bar spanning Bronze]				
Provider, Vendor, or Community-Facing Strategies	[Green bar spanning all categories]				
Sources of Data Gathered	[Blue bar spanning Bronze, Silver, Gold]				
Metrics Tracked	[Green bar spanning all categories]				
Expertise Used to Leverage Data and Conduct Strategic Analyses	[Blue bar spanning Bronze]				

Your Aggregate Ranking is:



Quantify employer's population risk

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Identify the greatest opportunities for savings from 12 health risks and chronic conditions typically found in an employed population.

Priorities

■ Greatest Opportunity -Take Action
 ■ Needs Improvement
■ Lowest Priority

Short term savings opportunities are not likely
 □ No Ranking Data Available

Legend

▶ View Related Strategy
 ? Ranking Descriptions

Scenario: Financial services employer

Ranking by Risk ?	Your Prevalence ?	Benchmark ?
Cervical Cancer Screening	▶ 38.0%	87.4%
Breast Cancer Screening	▶ 42.0%	76.7%
Colorectal Cancer Screening	▶ 16.0%	33.0%
Tobacco Use	▶ 22.0%	17.0%
Depression	▶ 6.0%	9.5%
Alcohol Use	▶ 7.0%*	7.0%
Obesity	▶ 29.1%*	28.2%
Diabetes	▶ 5.0%	5.2%
Physical Inactivity	▶ 25.6%*	24.7%
Hypertension	▶ 17.0%	28.1%
Non-Urgent ED Use	▶ N/A	N/A
Stress	▶ 0.0%	33.2%

Opportunities for Savings ?	
Obesity	\$13,648,900 ▶
Tobacco Use	\$7,105,100 ▶
Alcohol Use	\$4,222,800 ▶
Diabetes	\$3,662,700 ▶
Depression	\$2,789,600 ▶
Physical Inactivity	\$1,941,500 ▶
Non-Urgent ED Use	\$866,000 ▶
Hypertension	\$549,400 ▶
Breast Cancer Screening	▶
Cervical Cancer Screening	▶
Colorectal Cancer Screening	▶
Stress	▶

Save this Scenario

Revise this Scenario

Start Over

Questions?

DISCUSSION

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