

EMPLOYERSFORUMINDIANA.ORG/CONFERENCE



September 18, 2020 9:30 am - 3:50 pm ET

National Hospital Price Transparency Conference: Path to Affordability

Hosted by the Employers' Forum of Indiana

A free market approach to healthcare only works when purchasers have a choice.

We hope these RAND hospital price transparency studies, along with hospital quality and utilization information, permit for more informed discussions between purchasers and all other healthcare stakeholders. Thank you to all who have been working to realign benefit design and payment based on the value of the service.

SPECIAL THANK YOU

National Institute for Health Care Reform

NATIONAL INSTITUTE FOR HEALTH CARE REFORM HEALTH POLICY RESEARC

Thank you to the NIHCR for their generous financial support of this conference, which allowed for complementary registration for all attendees.

NIHCR conducts high-quality, objective research and policy analyses of the organization, financing and delivery of healthcare in the United States. The Institute works to identify key health policy issues, identify policy options, and assess the advantages and disadvantages of policy options to help inform policy makers and other decision makers about how to expand access to high-quality, affordable health care to all Americans.



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Don't forget to check out our Virtual Exhibit Hall for information and resources from our sponsors!

VISIT EXHIBIT HALL

Conference Agenda

| 9:30 am – 9:45 am | WELCOME AND INTRODUCTIONS Gloria Sachdev President & CEO, Employers' Forum of Indiana Christan Royer Director of Benefits, Indiana University; Chairman, Employers' Forum of |
|--|---|
| 9:45 am – 10:15 am | KEYNOTE Mike Braun U.S. Senator, Indiana |
| 10:15 am – 11:05 am | RAND 3.0 HOSPITAL PRICE TRANSPARENCY STUDY FINDINGS Chris Whaley Policy Researcher, RAND Corporation |
| 11:05 am – 11:15 am | BREAK |
| 11:15 am – 12:00 pm | HOSPITAL QUALITY VARIABILITY Shane Wolverton Senior Vice President, Quantros |
| 12:00 pm – 12:30 pm | HEALTHCARE POLICY UPDATES Donna Schaibley State Representative, Indiana Al Hubbard Chairman, Hoosiers for Affordable Health Care Brain Blase Blase Policy Strategies |
| 12:30 pm – 12:35 pm | LEADERSHIP AWARDS |
| 12:35 pm – 1:30 pm | LUNCH BREAK |
| CANCELLED DUE TO SHARK TANK FILMING | AN UNFILTERED PERSPECTIVE Mark Cuban Venture Capitalist, Dallas Mavericks Owner, and TV Celebrity on Shark Tank |
| 1:30 pm – 2:30 pm | PROVIDER EXECUTIVE PANEL Presentation & Panel Moderated by Marilyn Bartlett Senior Policy Fellow at National Academy for State Health Policy Ryan Catignani VP Managed Care, Beaumont Health Jonathan Nalli CEO, St. Vincent Indiana Shery Roussarie President, Integrative Care Partners |
| 2:30 pm – 2:40 pm | BREAK |
| 2:40 pm – 3:40 pm | EMPLOYERS USING PRICE & QUALITY TRANSPARENCY TO PURCHASE HEALTHCARE Presentation & Panel Moderated by Christan Royer Director of Benefits, Indiana University; Chairwoman, Employers' Forum of Indiana Candace Shaffer Senior Director of Benefits, Purdue University Phil Terry CEO, Monarch Beverage Natalie Roberts Senior Vice President of Support, Monarch Beverage |
| 3:40 pm – 3:50 pm | CONCLUSION Gloria Sachdev President & CEO, Employers' Forum of Indiana Christan Royer Director of Benefits, Indiana University; Chairman, Employers' Forum of Indiana |

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Welcome from the Forum



GLORIA SACHDEV President & CEO

READ FULL BIO

Employers' Forum of Indiana

On behalf of the Employers' Forum of Indiana, I am delighted to welcome you to our virtual National Hospital Price Transparency: Path to Affordability conference. Highlights of this one day event include the public release of the third hospital price transparency study which publicly notes commercial U.S. inpatient and outpatient hospital prices by hospital name. This study, conducted by RAND Corporation, reports commercial hospital prices paid as a percent of what Medicare paid for the same services, thus making these relative prices comparable across the country. This RAND 3.0 study will include analyses of 49 states, plus D.C.

As we all aim to achieve affordable, high value healthcare, in addition to discussing hospital price transparency, we will have presentations on hospital quality transparency, policy opportunities to create a more fair market, and perspectives from employers and providers on how best to realign payment with the value services provided.

Many thanks to the presenters and the Forum team, as well as our sponsors, for their contributions to bring you this conference. A special thanks to the National Institute for Health Care Reform for their generous grant to fund this conference, including all registration fees.

Enjoy the conference!

Thank You,

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Gloria Sachdev, BS Pharm, PharmD, FASHP President and CEO, Employers' Forum of Indiana Clinical Assistant Professor, Purdue College of Pharmacy Associate Professor, Indiana University School of Medicine

GLORIA@EMPLOYERSFORUMINDIANA.ORG

Thank you for attending our annual conference!

Meet the Speakers

We believe that our diverse group of speakers and panelists will provide in-depth insight, as well as actionable/practical tools, and will share how price transparency can be utilized to improve the value received by employers and patients for their health care expenditures.



Marilyn Bartlett, CPA

Senior Policy Fellow at National Academy for State Health Policy

Marilyn earned a bachelor's degree in education from the University of Nevada (Reno), and taught high school for one year. She then became a Certified Public Accountant, and followed that with the CMA, CGMA, and CFM designations.

In late 2014 Marilyn took the helm of the Montana State Employee Group Benefit Plan—the state's largest self-funded plan, with over 31,000 members. She then jettisoned most of the legislative suggestions and led the health plan forward to implement reference-based contracting with all Montana hospitals; demanded efficiencies and quality service at the state health clinics; negotiated a transparent pass-through pharmacy benefit; and excised vendors that weren't delivering on promises.

In July 2018, Marilyn left the state plan and took over as Special Projects Coordinator for State Insurance Commissioner, with the goal of peeling back the cloak of secrecy covering the never-ending, inexplicable costs of prescription pharmaceuticals. To date legislation and lawsuits have followed her research and data analysis with more to come.

🛷 READ FULL BIO



Brian Blase

CEO, Blase Policy Strategies LLC

Brian Blase is the CEO of Blase Policy Strategies, a health care research and consulting firm. From 2017 until 2019, Dr. Blase served as a Special Assistant to the President for Economic Policy at the White House's National Economic Council. In this capacity, he coordinated the Trump Administration's health policy agenda, leading the development of the administration's policies to increase health care choice and competition.

Dr. Blase has worked for key congressional committees in both the U.S. House of Representatives and U.S. Senate as well as conducting policy research for several think tanks. He often publishes research and commentaries, and is a regular contributor to the Wall Street Journal and New York Post, among many other outlets. He has a Ph.D. in Economics from George Mason University.



Mike Braun is honored to represent the state of Indiana in the U.S. Senate. Mike is a conservative who is proud to work with President Donald Trump and Vice President Mike Pence in creating jobs, building a strong national defense, reducing the debt and deficit and helping our veterans. In the Senate, he serves on the Aging Committee, Agriculture Committee, Budget Committee, Environment & Public Works (EPW) Committee, and the Health, Education, Labor and Pensions Committee (HELP).

Before Braun's historic victory in 2018, he was the founder and CEO of Meyer Distributing, a company he built in his hometown of Jasper that employs hundreds of Americans across the country. Today, Meyer is a nationwide contender in the third-party logistics business.

Throughout the years, Mike has always looked for ways to give back to his community and serve his fellow Hoosiers, such as serving as a member of the local School Board and as a State Representative in 2014. Mike is an avid outdoorsman and enthusiastic mushroom hunter every spring.

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Ryan Catignani Vice President of Managed Care & Accountable Care Services, Beaumont Health

Ryan Catignani, MBA, PAHM is the Vice President of Managed Care & Accountable Care Services at Beaumont Health – Michigan's largest health system. In this role he manages payor relations and leads managed care contracting negotiations. His team collaborates with system departments and payors to structure value-based contracting arrangements and develop innovative payment models that promote the triple aim while protecting the system's fee-for-service revenue lines. Ryan also works tightly with the Beaumont ACO and serves as the Executive Director of Beaumont Care Partners.

In his previous role as Field Vice President at Humana, he oversaw the creation of value-based/risk-based relationships in various geographies, as well as narrow/high value networks in several markets. He contributed to national payment reform initiatives and coordinated to bring the OakStreet Health primary care-centered care model to Detroit.

Ryan has worked for Health Alliance Plan, Detroit Medical Center, and Promedica, as well as for Coventry Healthcare in different markets. He holds an MBA from the W.P. Carey School of Business at Arizona State University and a Bachelor's Degree in Interdisciplinary Studies.

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Mark Cuban Venture Capitalist, Dallas Mavericks Owner and TV Celebrity on Shark Tank

Since the age of 12, Mark has been a natural businessman. Selling garbage bags door to door, the seed was planted early on for what would eventually become long-term success. After graduating from Indiana University—where he briefly owned the most popular bar in town—Mark moved to Dallas. After a dispute with an employer who wanted him to clean instead of closing an important sale, Mark created MicroSolutions, a computer consulting service. He went on to later sell MicroSolutions in 1990 to CompuServe.

In 1995, Mark and long-time friend Todd Wagner came up with an internet based solution to not being able to listen to Hoosiers Basketball games out in Texas. That solution was Broadcast.com—streaming audio over the internet. In just four short years, Broadcast.com (then Audionet) would be sold to Yahoo for \$5.6 billion dollars.

Since his acquisition of the Dallas Mavericks in 2000, he has overseen the Mavs competing in the NBA Finals for the first time in franchise history in 2006—and becoming NBA World Champions in 2011. They are currently listed as one of Forbes' most valuable franchises in sports.

In addition to the Mavs, Mark is chairman and CEO of AXS tv, one of ABC's "Sharks" on the hit show Shark Tank, and an investor in an ever-growing portfolio of businesses. He lives in Dallas with wife Tiffany, daughters Alexis and Alyssa, and son Jake.

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Al co-founded EA Companies in 1977. Along with searching for new acquisition opportunities, Al is instrumental in the oversight of EA's current portfolio holdings.

In addition to his work at EA Companies, Al served in the White House under two different administrations. For President George W. Bush, Al was Assistant to the President for Economic Policy and Director of the National Economic Council. During the George H.W. Bush administration, Al was Executive Director of the President's Council on Competitiveness. Currently, Al serves on the Board of Directors of the Simon Property Group, The Heritage Group, the Lumina Foundation, and the Indiana Commission for Higher Education, and is the chairman of Hoosiers for Affordable Health Care.

Al earned his J.D., cum laude, from Harvard Law School, his MBA with Distinction from Harvard Business School, and his B.A., cum laude, from Vanderbilt University.



Jonathan Nalli CEO, St. Vincent Indiana

Jonathan Nalli serves as Chief Executive Officer of St. Vincent Indiana. He also serves as Senior Vice President of Ascension Healthcare, and Indiana Ministry Market Executive (MME).

Mr. Nalli has driven positive changes in Indiana that are being modeled across all of Ascension, including a multidisciplinary command center, proactive recruitment, physician entrepreneurism and the transformation of surgical experiences. Under Mr. Nalli's leadership and integration of 24 independent hospitals into a true network of care, Ascension St. Vincent has become one of the largest and most respected employers in Indiana, known for datadriven analytics and solutions focused on improving the quality and cost of healthcare.

Mr. Nalli graduated from the University of Kentucky with a Bachelor of Health Sciences in Health Administration and earned his Master of Business Administration from Drexel University in Philadelphia. He and his wife, Cathleen, reside in Indianapolis with their four children.

READ FULL BIO



Natalie Roberts is the Senior Vice President of Support at Monarch Beverage. As a Senior Vice President, she is involved in development and implementation of short and long-range goals and objectives for the company. Her specific responsibilities include oversight of the support divisions including Finance, Customer Service, Risk Management, Human Resources, Marketing, Public Relations and Government Affairs.

Natalie graduated from Franklin College with a degree in business and from the University of Indianapolis with an MBA. Natalie has been recognized locally and nationally for her work in health and wellness and The Indiana Business Journal recognized her as one of Central Indiana's "40 under 40" in 2010. She is an alumnus of the Hoosier Fellows Program and previously served on the Indiana Recycling Coalition Board and as a Board of Director on the 500 Festival. Currently, Natalie serves as a Board of Trustee for Franklin College, on the 500 Festival Foundation.

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Shery Roussarie President, Integrative Care Partners

Shery Roussarie was the President and CEO of Allied Physicians of Michiana, LLC, from November 2007 until merging with the South Bend Clinic June 2020. In the past 18 months, Ms. Roussarie has been instrumental in development and implementation of a clinically integrated network of independent provider groups, purchase of a physician-owned hospital, and the merger with South Bend Clinic. Each of these initiatives, collectively and independently, are intended to preserve the independent provider and lower the cost of care.

Prior to joining Allied, Ms. Roussarie was the Administrator of several Independent Practice Associations with North American Medical Management in Houston and later became the Regional Vice President of the Arizona market. In 1999, she moved to South Bend upon accepting the position of Chief Executive Officer of Select Health Network / Executive Vice President at Saint Joseph Regional Medical Center.

Ms. Roussarie received a Bachelor of Science degree from Texas Tech University and Master of Healthcare Administration and Master of Business Administration from University of Houston – Clear Lake. Her business philosophy is "start with yes" and she is anchored in servant leadership.

READ FULL BIO



Christan Royer Director of Benefits, Indiana University

Christan Royer is the Director of Benefits at Indiana University where she manages employee benefit programs and helps lead university-wide human resource initiatives. Christan has also taught courses on health information management in the School of Informatics at IUPUI. She holds a M.Ed. with a focus on eLearning and a BS is Business Administration, both from the University of Illinois.

Christan is the Chairwoman of Employers' Forum of Indiana.



Gloria Sachdev

Presidents and CEO, Employers' Forum of Indiana

Dr. Gloria Sachdev became President and CEO of the Employers' Forum of Indiana in February 2015. She also serves as part-time faculty at Purdue University College of Pharmacy, with an adjunct faculty appointment at Indiana University School of Medicine. At Purdue, she teaches in public health, health policy, and business marketing & management courses.

Prior to the Forum, Dr. Sachdev consulted for employers, health-systems, physician groups, health plans, universities, and other health care stakeholders locally and nationally to assist with strategic planning around various health care quality improvement initiatives. She also practiced for 12 years as a clinician in primary care physician offices at the VA in Madison, Wisconsin; at Scott & White Hospital and Clinics in Temple, Texas; and at Eskenazi Health in Indianapolis, Indiana.

Dr. Sachdev received her B.S. in Pharmacy and Pharm.D. degrees from the University of Oklahoma College of Pharmacy, and completed a primary care pharmacy residency at William S. Middleton Memorial Veterans Affairs Hospital in Madison, Wisconsin. She has published and presented nationally in the space of developing sustainable business models.

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Donna Schaibley State Representative, Indiana

Donna Schaibley has served as State Representative for District 24 in Indiana since 2015. She is currently Vice Chairman of the Courts and Criminal Code Committee, and is a member of the Insurance Committee, the Financial Institutions Committee, and the Recycling Marketing Development Board. Donna has authored and sponsored numerous health care bills which have been enacted into law, including legislation requiring providers to give patients healthcare cost estimates in advance of treatment if requested, prohibiting gag clauses in health provider contracts, and setting up initial guidelines to provide for an all payers claim database.

Donna graduated from Purdue University with a B.A in education and political science. She has worked in the administration of two major universities, was a leader on the Board of Trustees of the Orchard School, and served as a substitute teacher in the Carmel Clay schools.



Candace Shaffer

Senior Director of Benefits, Purdue University

Candace Shaffer earned both her bachelor's and master's degrees from Purdue. Now, she's the senior director of benefits in Human Resources, responsible for overseeing and planning the realm of benefits for Purdue employees. In this role, Shaffer manages the strategic planning and customer service of a strong benefits plan for the employees and their families. This includes medical and dental benefits, as well as retirement, leave, worker compensation, families and the systems and processes in place to help employees engage in those programs.

Awarded with Employee Benefits News 'Benefits Leadership in Healthcare' in 2018, Candace's focus on overall employee wellness—physical, mental, behavioral, financial—continues to bring new opportunities to the table, not only to the employee population but also the university.

READ FULL BIO



Phil Terry is CEO of Monarch Beverage Co. and EF Transit. As CEO, Phil oversees the strategic direction of the company. With his help, Monarch Beverage has grown substantially in the last decade – now employing over 650 Hoosiers. The Indiana company has been named Best Places to Work, Healthiest Employer, and Beer Wholesaler of the Year under his direction.

Prior to his career with Monarch Beverage, Phil practiced law with law firm McHale, Cook & Welch p.c. in Indianapolis where he represented Monarch and a number of other vendors of alcoholic beverages.

Phil received his bachelor's degree from Indiana University and his law degree from the Indiana University School of Law. He serves on several boards throughout the Hoosier state including Citizens Energy Inc., Greater Indianapolis Chamber of Commerce, Greater Lawrence Chamber of Commerce, Columbia Club Historic Preservation Foundation, Boy Scouts of America, The Julian Center, Wheaton World Wide Moving, & University of Indianapolis.



Chris Whaley Policy Researcher, RAND Corporation

Christopher Whaley is a Policy Researcher at the RAND Corporation and also a professor at the Pardee RAND Graduate School. His research focuses on using large-scale medical claims data to examine how information and financial incentives influence patient's choice of providers, how providers respond to changes in consumer incentives, and how employers and insurers can design insurance benefits to promote value.

His research has been published in a variety of clinical, health policy, and economics journals. He is the lead author of a JAMA paper that examines the effects of online price transparency information. This paper was a finalist for the 2015 National Institute for Health Care Management Foundation Annual Health Care Research Award. He also received the 2015 AHRQ Research Conference Director's Award for a paper published in JAMA Internal Medicine that examines the effect of reference pricing on consumer choice of providers for cancer screening services. Whaley received a B.A. in economics from the University of Chicago and a Ph.D. in health economics from the University of California, Berkeley.

Contact Chris at cwhaley@rand.org or 310-393-0411 x 7969.



Shane Wolverton Senior Vice President, Ouantros

As the Senior Vice President of Growth, Shane Wolverton is Quince's chief evangelist and establisher of business relationships and distribution channels. Shane's 25+ years of deep domain expertise in the use of clinically and riskadjusted medical analytics makes him a sought after thought leader on value-based healthcare.

Prior to Quince, Shane served as Senior VP of Corporate Development at Comparion Medical Analytics, a management consultant with Health Care Investment Analysts (now IBM Truven Health Analytics), and the McGraw-Hill Healthcare Management Group.

W Knowing is not enough; we must apply. Willing is not enough; we must do."

Johann Wolfgang von Goethe

RAND Studies

U.S. employers spend billions of dollars on health care services. However, a lack of information limits the ability of employers to monitor the prices negotiated on their behalf, to implement innovative insurance benefit designs, and to ensure insurers are negotiating favorable prices. If employers have access to the information on prices needed to be better-informed customers, they can do a better job shopping for health care on behalf of their employees.





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Hospital Prices in Indiana: Findings from an Employer-Led Transparency Initiative CHAPIN WHITE

• 120 hospitals in Indiana

- Claims data from mid-2013 mid-2016
- Claims data from 12 selffunded employers
- **\$695 million** in total paid claims analyzed

Prices Paid to Hospitals by Private Health Plans Are High Relative to Medicare and Vary Widely

CHAPIN WHITE & CHRISTOPHER WHALEY

- 1,598 hospitals in 25 states
- Claims data from 2015 2017
- Claims data from dozens of selffunded employers, two statebased all payer claims databases (APCDs), and several health plans
- **\$13.0 billion** in hospital spending analyzed

For RAND 3.0, the scope of analysis was expanded to include additional self-funded employers and was enhanced in the following ways:

- includes additional states and hospitals
- includes more claims data for hospitals than did previous rounds of the study
- includes claims data through 2018

RAND Studies Key Findings



RAND 1.0

INDIANA RELATIVE PRICES ARE TRENDING UP

Overall relative prices have been rising over the period of the study (2013 - 2017), with particularly steep increases for Parkview Health and Community Health Network. Only one system — Community Health Systems/Lutheran — had flat or declining relative prices.



RAND 2.0

NATIONAL RELATIVE PRICES ARE TRENDING UP

Relative prices, including all hospitals and states in the analysis, rose from **236%** of Medicare prices in 2015 to **241%** of Medicare prices in 2017.

Thank you to the following organizations for their generous funding of these studies:

- **RAND 1.0** The Robert Wood Johnson Foundation (RWJF).
- **RAND 2.0** RWJF, the National Institute for Health Care Reform, The Health Foundation of Greater Indianapolis, and self-funded employers across the country. No funding accepted by hospitals or health plans.
- RAND 3.0 RWJF, self-funded employers, employer coalitions, and foundations.

RAND 1.0

INDIANA HOSPITAL PRICES VARY WIDELY

Employers participating in this study paid, on average, **358%** of the Medicare rate for hospital outpatient services.

There is significant variation in hospital outpatient prices within systems. Within three large systems, the flagship facility is at or near the top of the price range within that system, while other, smaller hospitals within those systems tend to be paid lower outpatient prices.



Adapted from Hospital Prices in Indiana: Findings from an Employer-Led Transparency Initiative, by C. White, 2017, p. 14.

RAND 2.0

NATIONAL HOSPITAL PRICES VARY WIDELY

The overall relative prices of hospital care vary widely among hospital systems, from around **150%** of Medicare at the low end to **400%** of Medicare at the high end.

Looking at outpatient versus inpatient services, relative prices for outpatient services were **293%** of Medicare rates on average, far higher than the average relative price for inpatient care (**204%** of Medicare rates).



Virtual Exhibit Hall

We would like to extend a special Thank You to our conference sponsors! These partners play a critical role in making this an exceptional event.

Learn more about each of these organizations by visiting our Virtual Exhibit Hall. Click on the 'Enter' button below to browse all of our sponsors, or click an organization's icon below to go directly to their virtual booth.



Who We Are

The Employers' Forum of Indiana, founded in 2001, is a non-profit 501(c)(3) employer-led multi-stakeholder healthcare coalition, comprised of employers, physicians, hospitals, health plans, public health officials and other interested parties in Indiana. The goal of the Forum is to improve the value received by employers and patients for their health care expenditures. Value considerations includes price, quality, employee satisfaction and utilization.

PREMISE

Employers who work corroboratively with a unified voice can more effectively partner with providers, health plans, and other partners to address pressing healthcare issues.

- The Forum is a vehicle to provide collaborative opportunities as it is the largest employer-led multi-stakeholder coalition in Indiana.
- The intention of the Forum is to foster health care value improvement that is substantial and continuous.

PRINCIPLES

All Forum members will work together to:



Develop a system of purchasing health care services that differentially rewards providers for producing superior value.

Identify payment related barriers to quality improvement and reduce or eliminate these barriers where possible.



Fairly measure health plan performance and reward superior value.



Embody this system of rewards in both insured and self-funded programs.

Identify new technology/programs that can improve value and $\overline{\mathcal{C}}$ promote their adoption.



While fostering value improvement, the Forum should not seek to exclude qualified providers as a mechanism for promoting economic efficiency or quality improvement. The intention is to raise the value of services provided by all providers in the community.



Employees must be provided with the information, choices. and incentives necessary to act as informed consumers and these consumers must be responsible for the choices they make.



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Addressing the Challenges of the Local Healthcare Marketplace

FORUM LEADERSHIP



GLORIA SACHDEV President & CEO Employers' Forum of Indiana February 2015 - Present

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CHRISTAN ROYER Chairwoman Employers' Forum of Indiana January 2019 - Present

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