



FORUM UPDATE: WHAT WE ACCOMPLISHED IN 2019 & WHERE WE ARE HEADED FOR 2020

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EMPLOYERS' FORUM OF INDIANA



YEAR IN REVIEW

JANUARY-MARCH 2019 DEVELOPED OPIOID TOOLKIT

LAUNCHED IN MARCH: EMPLOYEROPIOIDTOOLKIT.ORG

Employers' Forum of Indiana

Gloria Sachdev

Megan Boardman

Michaela Trame

Rene Morcos

Katherine Kohler

Indiana University

DeeDee Appel

Sarah Stewart

Mental Health America of Indiana

Steve McCaffrey

Purdue University

Tami Whitehead

Vida Websites

Julie Reyes



MARCH 5TH PREVIEW OF RAND 2.0 RESULTS AT A FORUM MEETING (18 STATES PLUS DC REPRESENTED)

Forum Members who participated in the National Hospital Price Transparency Conference

- Gary Everling, Hendricks Regional Health
- Renee Gerber, Ortho Indy
- Rob Hillman, Anthem
- Dave Kelleher, Healthcare Options Inc.
- David Lee, Anthem
- Dave Lippincott, Suburban Health Organization
- Rich Mousty, Unified Group Services
- Christan Royer, Indianapolis University
- Nicole Williams, Cummins Inc.



LAUNCHED FORUM NEWSLETTER IN APRIL

April:

https://employersforumindiana.org/media/2019/05/Employers-Voice-Issue-1_April-2019.pdf

July:

https://employersforumindiana.org/media/2019/07/Employers-Voice-Issue-2_July-2019.pdf

Nov:

https://employersforumindiana.org/media/2019/11/Employers-Voice-Issue-3_Nov-2019.pdf



MAY 6TH, THE FORUM DEVELOPED AND LAUNCHED PRICE TRANSPARENCY PROJECT WEBSITE: EMPLOYERPTP.ORG

RAND 1.0 Study, published Sept 2017, Indiana only

RAND 2.0 Study published 5-6-19, Interactive Tableau Map and Excel Spreadsheet of 1600 hospitals in 25 states

News articles since RAND 2.0

Sign up to participate in RAND 3.0 – enrollment has now closed but the final report will be posted on RAND's website and here

Plans to build onto this website – received a grant and contracted with Catalyst for Payment Reform to develop an employer toolkit on how to use this information to drive value and survey determine how employers are using price transparency study information across the country



MAY 10TH ALL-STAKEHOLDER MEETING

Forum Pilot with IHE: Employer-Level Population Health Reports

- Drew Richardson, Director of Population Health, Indiana Health Information Exchange
- Natalie Roberts, Senior Vice President, Monarch Beverage
- Christan Royer, Director of Benefits, Indiana University
- Nicole Williams, Global Director of Clinical Operations, Cummins Inc.

Bundled Payments for Episodes of Care

- François de Brantes, Senior Vice President, Remedy Partners



JUNE 4TH: LEGISLATIVE HEALTH CARE ROUND TABLE

Overview of RAND 2.0 Findings and Employer Panel Discussion

- Meeting Purpose:
 - Forum invited to provide an educational opportunity for legislators to hear directly from employers about how high hospital prices in Indiana are impacting their businesses and employees.



JULY 31ST ALL-STAKEHOLDER MEETING

Determining the Value of Hospital Services

- Gloria Sachdev, RAND 2.0 Results
- Bob Smith, Executive Director, Colorado Business Group on Health

Employer Engagement on Provider Quality

- Shelley Stewart, Executive Director of Global Health and Well-Being, Cummins Inc.



JULY 31ST ALL-STAKEHOLDER MEETING CONTINUED

Multi-Stakeholder Panel Discussion on How to Best Address High Health Hospital Prices

- Gloria Caruthers, Director of Benefits, Cummins Inc.
- Liz Drury, Vice President of Total Cost of Care, UnitedHealthcare
- Gary Everling, Vice President and Chief Strategy Officer, Hendricks Regional Hospital
- Dave Lee, Regional Vice President of Provider Solutions, Anthem Blue Cross and Blue Shield
- Natalie Roberts, Senior Vice President, Monarch Beverage
- Candace Shaffer, Director of Benefits, Purdue University
- Marlene Weathermax, Chief Financial Officer, Columbus Regional Hospital



AUGUST 15TH FORUM MEETING IN FORT WAYNE

RAND 2.0 report, local analysis, and hospital quality presentation by Gloria

Candace Shaffer, Purdue University shared how they are using RAND 2.0 results

Provider and Health Plan Panel Discussion: Strategies to Support Value-Based Payment

1. Fort Wayne Medical Oncology and Hematology: Dr. Lakshmi Aggarwal, Hematologist/Oncologist
2. Indiana University Health System: David Burton, Vice President of Revenue Management
3. Anthem: Meredith Carlson-Cristo, Director Provider Collaboration Strategy
4. United Healthcare: Liz Drury, Vice President of Network Management
5. Physicians Health Plan of Northern Indiana: Gary Shearer, President & CEO



A Few Considerations for Fort Wayne Market













Hospital Name	Relative Price 2015-2017	Relative Price 2017			Quality	
		Total (%)	Inpt (%)	Outpt (%)	CMS Hospital Compare Star Rating 2017 (1=worst, 5=best, rec expand domains)	Others (i.e. Quantros, MPIRICA)
Parkview Health	2	417	303	542	4 (Fort Wayne)	
Indiana University Health	8	318	267	451	4 (Indy)	
Lutheran Hospital	10	298	222	379	2 (Fort Wayne)	
Cleveland Clinic	39	231	187	313	5 (Cleveland)	
Other						

Price: <https://employerptp.org/>

Quality: <https://www.medicare.gov/hospitalcompare/search.html?#>

Northeast IN Hospital-Level Information

Quantros Quality Reliability Performance for Cardiac Care

Score	Hospital	City	State	CCN
93.5	Parkview Regional Medical Center	Fort Wayne	IN	 150021
87.2	Parkview Whitley Hospital	Columbia City	IN	 150101
83.0	Cameron Memorial Community Hospital, Inc	Angola	IN	 151315
83.0	Dupont Hospital, LLC	Fort Wayne	IN	 150150
77.9	Parkview Noble Hospital	Kendallville	IN	 150146
56.5	Parkview Huntington Hospital	Huntington	IN	 150091
43.5	St Joseph Hospital	Fort Wayne	IN	 150047
28.6	Adams Memorial Hospital	Decatur	IN	 151330
21.8	Dekalb Memorial Hospital, Inc	Auburn	IN	 150045
21.6	Lutheran Hospital of Indiana	Fort Wayne	IN	 150017
20.8	Bluffton Regional Medical Center	Bluffton	IN	 150075
46.2	Cleveland Clinic	Cleveland	OH	 360180

Central IN Physician-Level Information

Quantros Quality Reliability Performance for Cardiac Care

Score	Physician Name	Hospital Name
99.8	CHEN, HUEI-SHENG VINCENT	Eskenazi Health
99.8	KEATING, VINCENT P	Community Hospital South
99.7	STEINBERG, LEONARD ALAN	St Vincent Heart Center of Indiana, LLC
99.6	MOORE, JOHN WILLIAM	Franciscan Health Indianapolis
99.5	BANTHIA, SMRITI	Franciscan Health Indianapolis
99.5	MALINENI, KRISHNA C	Community Hospital East
99.5	SHAIKH, SAEED R	Franciscan Health Indianapolis
99.3	CARY, NORMAN S	IU Health West Hospital
99.3	PADANILAM, BENZY JAMES	St Vincent Hospital & Health Services
99.2	ROUCH, CARL L	Franciscan Health Indianapolis
99.2	SZWED, JOSEPH M	St Vincent Heart Center of Indiana, LLC
99.2	NAVARRETE CASAS, ANTONIO J	Indiana University Health North Hospital
99.1	KINN, ROBERT MARK	Franciscan Health Indianapolis
99.1	HERMILLER, JAMES B	St Vincent Heart Center of Indiana, LLC
98.9	JOSHI, SANDEEP A	St Vincent Hospital & Health Services
98.6	KREUTZ, ROLF	Eskenazi Health
98.5	CAVE, MELISSA D	St Vincent Hospital & Health Services
98.5	HUFFER, CHRISTOPHER JAMES	Witham Health Services
98.4	PUROHIT, ANIL	Community Hospital South
98.3	BONHOMME, CHAD E	Community Hospital East
98.3	SCHUTZMAN, JOHN J	St Vincent Hospital & Health Services
98.2	HEALY, CHRISTOPHER ALAN	Community Hospital East
98.1	STEINBERG, LEONARD ALAN	St Vincent Hospital & Health Services
98.1	IQTIDAR, ALI FAROOQ	Indiana University Health

Score	Physician Name	Hospital Name
10.1	MELDAHL, RAYMOND VICTOR	Community Hospital South
8.7	NAIR, GIRISH V	St Vincent Hospital & Health Services
8.7	HILL, STEVEN D	Indiana University Health
8.5	LIU, HONGWEI	Community Hospital East
8.4	SHAWA, IMAD	Franciscan Health Indianapolis
8.2	WERNE, ADAM M	St Vincent Heart Center of Indiana, LLC
8.2	COWGER, JENNIFER ANN	St Vincent Hospital & Health Services
8.0	BALFOUR, MIGUEL R	Franciscan Health Indianapolis
8.0	MILLER, MICHELLE D	Community Hospital North
7.9	KIRLIN, PHILIP C	St Vincent Hospital & Health Services
7.7	FARMER, JEFFREY L	IU Health West Hospital
7.4	SCHLEETER, THOMAS P	St Vincent Hospital & Health Services
7.0	SCHIER, JOHN J	St Vincent Hospital & Health Services
7.0	SNYDER, MICHAEL JAMES	Franciscan Health Indianapolis
7.0	BLAKLEY, TYLER D.	Johnson Memorial Hospital
6.6	FAHMY, USAMA LOTFY	St Vincent Hospital & Health Services
6.2	ABBOTT, TROY A	Community Hospital of Anderson and Ma
6.1	PANNABECKER, ANDREW	St Vincent Hospital & Health Services
5.8	MALIK, NAEEM ZAFAR	Community Hospital of Anderson and Ma
5.8	PARK, MICHAEL	Indiana University Health
5.6	KREUTZ, ROLF	Indiana University Health
5.5	REED, GORDON	Hendricks Regional Health
5.2	BOURDILLON, PATRICK D	Indiana University Health
5.0	HADI, AZAM	Indiana University Health

SEPTEMBER 25TH ALL-STAKEHOLDER MEETING

Reducing Drug Spending with Open Discussion

- Lauren Vela, Senior Director, Pacific Business Group on Health

Drug Trends and Forum Employer Survey Results

- Gloria Sachdev, Forum





KEEPING
BUSY BY
STIRRING
THE POT



NATIONAL FORUM PRESENTATIONS ON RAND 2.0 STUDY

- Economic Alliance for Michigan Annual Meeting, May 14th-15th
 - Detroit, Michigan (Gloria)
- Kentuckiana Health Collaborative Annual Meeting, June 4th
 - Louisville, Kentucky (Christan Royer, Gloria)
- Greater Philadelphia Business Coalition on Health Annual Meeting, June 6th
 - Philadelphia, Pennsylvania (Dave Kelleher)
- Wyoming Business Coalition on Health Annual Meeting, July 25th
 - Casper, Wyoming (Gloria)
- International Society of Certified Employee Benefit Specialists Annual Meeting, September 10th
 - New Orleans, Louisiana (Gloria)
- National Alliance of Health Care Purchasers Coalition Annual Meeting, November 11th
 - Washington, DC (Gloria)
- Catalyst for Payment Reform Webinar
 - Natalie Roberts, Monarch Beverage
 - Candace Shaffer, Purdue University
- Catalyst for Payment Reform Webinar
 - Gloria



STATE FORUM PRESENTATIONS ON RAND 2.0

- Healthcare Financial Management Association
- Indiana Manufacturers Association BOD
- Indiana Department of Insurance
- Indiana Chamber of Commerce
- Indianapolis Association of Health Underwriters
- Indiana Chapter of International Association of Certified Employee Benefit Specialists
- RE Sutton and Associates annual meeting
- Risk Pro Net
- Regional Meeting of National Association of Boards of Pharmacy and American Association of Colleges of Pharmacy
- Forum Employer-only meetings



NATIONAL ENGAGEMENT

- **Reporters** – the Forum is quoted in dozens of news articles and journals and conducted numerous interviews, many of which can be found on employerPTP.org
 - New York Times, Wall Street Journal, Forbes, Healthcare Management, Bloomberg Law, and others.
- **National Alliance of Health Care Purchasers Coalition** – Gloria is on the Board of Governors and is educating folk that a dialog around aligning payment with value begins with price and quality transparency using risk-based payment models
- **RAND 3.0 recruitment**: Presented to employers and business coalitions in KY, SC, NC, FL, WI, MI, NV, CO, TX, NY, CA, IL, MO, TN, WY, MT, IA, RI, WA, PA



CURRENTLY – LOOKING AT HOSPITAL QUALITY

- Goal is to look at price and quality information to make informed decisions
 - Quantros provides line of site to 40 hospital clinical categories and provides quality reliability.
 - Used by some hospitals in Indiana to report/improve their quality
 - Obtained 20 Forum sublicenses provided to employers
 - MPIRICA – exploring
 - Others?



CURRENTLY – LOOKING AT RATIONALE POLICY

- Informing Health Policy – Invited to meet with Al Hubbard and his team along with numerous other Forum stakeholders.
 - Their final report to be published soon.
- Meeting with state legislators and other healthcare stakeholders only upon their request.
- Several bills will be introduced in the 2020 legislative session...going to be wild!

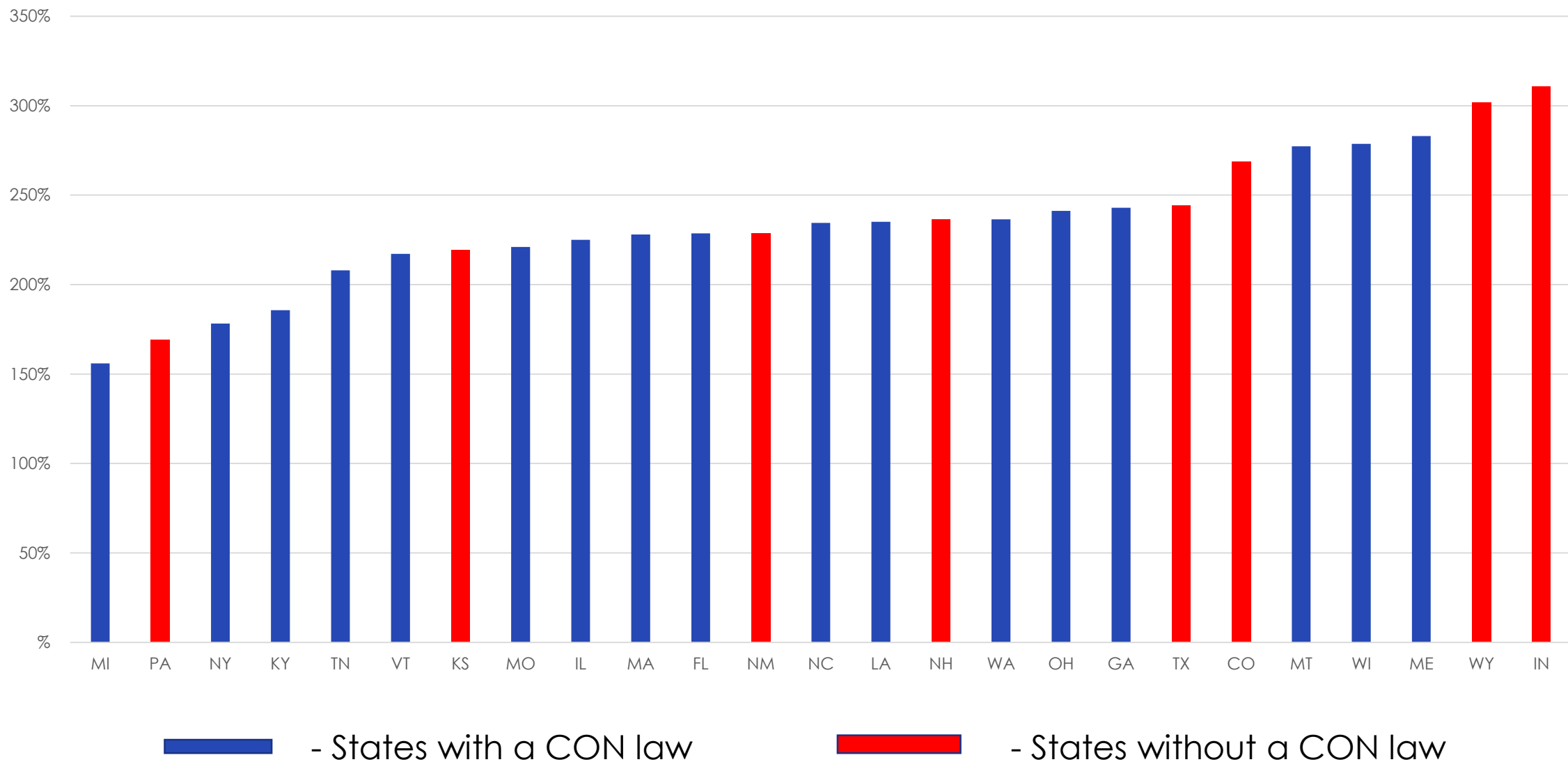


DEBUNKING RUMORS

1. States that have Certificate of Need have lower hospital prices...wrong.....NO Correlation...see slide.
2. States that have higher state public health funding have lower hospital prices...also wrong....NO correlation....see slide.
3. States that have better health of their population have lower prices....WRONG again and doesn't even make sense....see slide and case.



Total Hospital Commercial Prices & Certificate of Need: No Correlation



Source: NCSL; CON State List, Updated February 2019

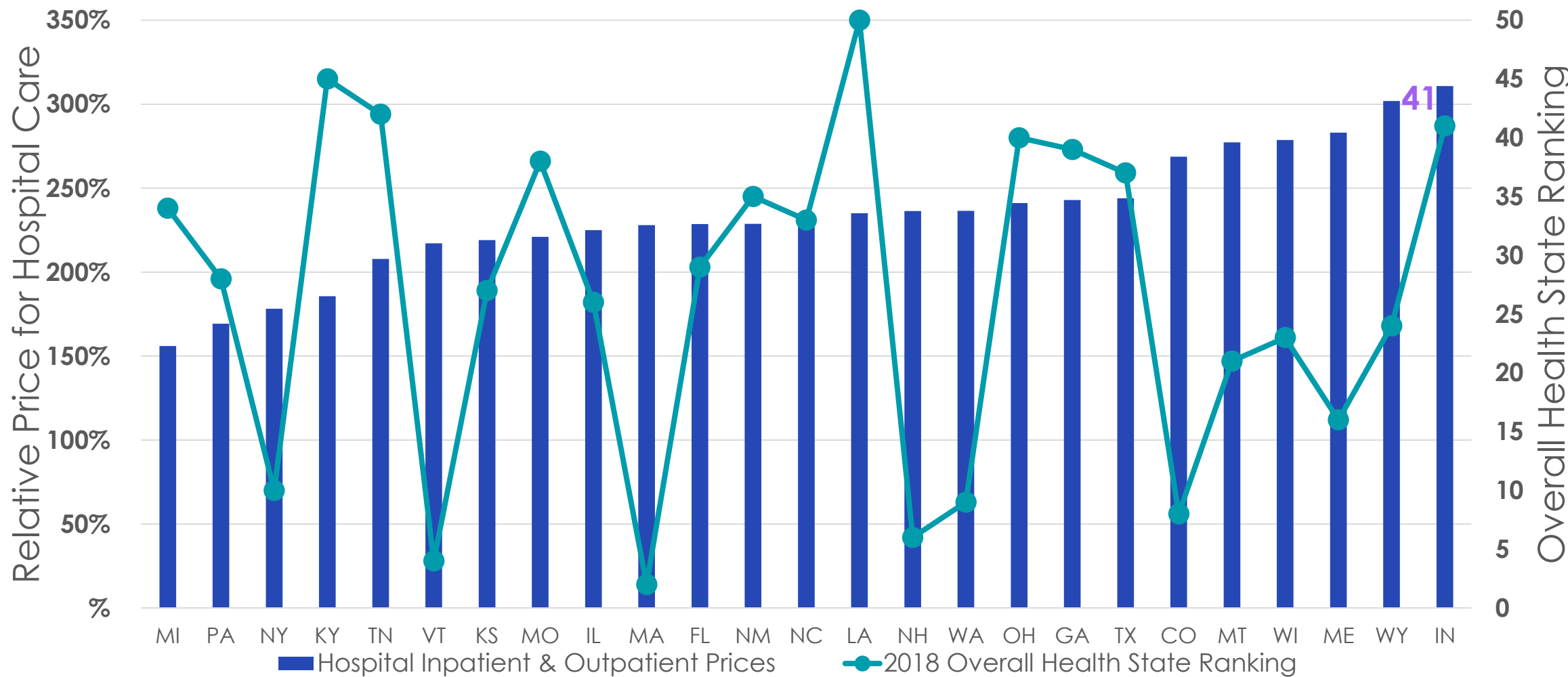
Source: White, 2019, Prices Paid to Hospitals by Private Health Plans are High Relative to Medicare and Vary Widely-Findings from an Employer-Led Transparency Initiative

The Reason Indiana Hospital Prices are High is because Public Health is Underfunded: **NO Correlation**



Source: CDC; Americas Health Rankings, 2018 Annual Report: Overall Public Health Funding Ranking
Source: White, 2019, Prices Paid to Hospitals by Private Health Plans are High Relative to Medicare and Vary Widely-Findings from an Employer-Led Transparency Initiative

The Reason Indiana Hospital Prices are High is because Overall State Health Ranking is Low: **NO Correlation**



Source: CDC; Americas Health Rankings, 2018 Annual Report: Overall Health State Ranking
Source: White, 2019, Prices Paid to Hospitals by Private Health Plans are High Relative to Medicare and Vary Widely-Findings from an Employer-Led Transparency Initiative



CASE EXAMPLE

Bob is a Hoosier who is on a commercial health plan and is not so healthy.

- Q: Should the price (noted as a percent of Medicare's price) for his MRI, colonoscopy, knee replacement or any other hospital services be the same as that of a healthy Hoosier?
- A: YES. Medicare pays more for people with comorbidities, so when we look at prices relative to Medicare, Bob being less healthy is already factored in.
 - The Relative Price for a commercial healthy Hoosier is compared to the price of healthy Medicare patient.
 - The Relative Prices for a commercial unhealthy Hoosier is compared to the price of an equally unhealthy Medicare patient.
 - Thus, comparing commercial prices relative to Medicare is fair way to compare apples to apples.

THANK YOU TO ALL FOR A WONDERFUL YEAR!





2020 FORUM GOALS AND INITIATIVES

Christan Royer

Chairwoman, Employers' Forum of Indiana

Director of Benefits, Indiana University

2020 FORUM FOCUS: ALIGNING PAYMENT WITH HOSPITAL VALUE

- RAND 3.0 due to be published by RAND in March-April 2020
- Forum National Conference to discuss this on May 12th at the Eiteljorg Museum Ballroom – mark your calendars! Offering sponsorships opportunities can be found here: <https://employersforumindiana.org/media/2019/11/EFI-May-12th-Sponsorship-Opportunities.pdf>
 - Tentative agenda
 - Chapin White – present RAND 3.0 results
 - Hospital Quality
 - Employer Panel
 - Provider/Hospital Panel
 - Policy Summary from 2020 session





2020 FORUM INITIATIVES/TOPICS UNDER CONSIDERATION

Hospital price and quality transparency

Through benefit design to high value providers/hospital services

Rationale payment models to incent on low price and high quality

- Centers of Excellence, shared risk payment models, bundled payments for Episodes of Care, Tiered Network, Narrow Network, out-of-state options for health care

Wellness – keep people healthy and out of the hospital!

- Increase ACCESS to and reduce patient financial barrier to primary care and mental health providers
- Consider innovative or direct contracting and/or payment as a percent of Medicare to independent primary care providers, specialty care providers, and mental health providers.



2020 INITIATIVES/TOPICS UNDER CONSIDERATION

High Drug Prices

- Understanding relationship between 340B Pricing and Commercial Pricing
- Direct contracting with pharmacies
- Direct contracting with pharmaceutical companies for biosimilars & other meds
- Value-based drug formularies with 100% price transparency
- PBM and health plan contract optimization opportunities for employers

Advanced Care Planning

- Indiana is ranked lowest in the U.S. for having adequate services for the elderly...impacts retiree benefits
- Home health services versus costly hospital services



2020 INITIATIVES/TOPICS UNDER CONSIDERATION

Accountability in the entire supply chain: employers, health plans, benefit consultants, providers, hospitals, and patients

More Networking Opportunities per survey results 😊

Other Ideas VERY Welcome!