



2023 Year-in-Review

Gloria Sachdev, PharmD

President & CEO, Employers' Forum of Indiana

Thursday, November 2, 2023



2023 EFI Healthcare Innovation Award

Candace Shaffer!!



2023 Dave Kelleher Leadership Award

IN Representative
Donna Schaibley





January 26, 2023 All-Stakeholder Meeting

Employer Health Benefits Survey: National Findings

- Christan Royer, Indiana University

Employer Fiduciary Responsibility

- Christin Deacon, VerSan Consulting

United Healthcare's New Consumer Centric Solutions

- Kim Sonerholm & Eric Bachle, UnitedHealthcare of IN and KY
- Joanna Bentley, Wabash National

April 12, 2023 All-Stakeholder Meeting

WellBridge Surgical: Embracing Transparent Pricing

- John Patterson and Melissa Alfont, Haynes International
- Ray Korson, Gibson
- Ron Piniecki and Jeff Williams, WellBridge Surgical

Value of Physical Therapy in Reducing Musculoskeletal (MSK) Spend

- Andrea Lausch, American Physical Therapy Association (IN)
- Ben Sanford, Advanced Rehabilitation
- Sean Lane, Domtar

Oncology COE Panel

- Lakshmi Aggarwal, Fort Wayne Oncology and Hematology
- Deirdre Saulet, Carrum Health
- Kim Woofter, Strategic Alliances at AC3

May 4, 2023 Policy Update

It Takes a TEAM!



House and Senate Republican leadership held a press conference to update House Bill 1001, and the two-year state budget bill, on Wednesday, April 26, 2023, at the Indiana State House in Indianapolis. From left, Speaker of the House, Todd Huston, (R-Fishers,) House Ways and Means Chair Jeff Thompson (R-Lizton,) Senate President Pro Tem Rodric Bray (R-Martinsville.)



August 31, 2023 All-Stakeholder Meeting

PBMs: What's the Buzz?

- Lauren Vela, EFI Consultant

PBM Playbook Highlights

- Mike Thompson, National Alliance of Healthcare Purchaser Coalitions

What You Should Demand From Your PBMs

- Greg Baker, AffirmedRX

PBM Transparency Panel Discussion

- Lauren Vela, EFI Consultant
- Greg Baker, AffirmedRX
- Amber Meranda, Capital RX
- Mike Thompson, National Alliance of Healthcare Purchaser Coalitions
- Mark Williams, True RX Health Strategists



November 2, 2023 All-Stakeholder Meeting

Indiana Physicians Health Alliance

- Linda Wilgus, Northwest Radiology

Hospital Price Markup and Profits for Physician-Administered Drugs

- Chris Whaley, RAND/Brown University

Lawsuits and Federal Legislation

- Chris Deacon, VerSan Consulting

EFI Awards and Year-in-Review

- Gloria Sachdev

Thank you to our wonderful presenters!

Melissa
Alfont

Eric Bachle

Greg Baker

Joanna
Bentley

Chris
Deacon

Ray
Korson

Sean Lane

Andrea
Lausch

Amber
Meranda

Jon
Patterson

Ron
Piniecki

Ben
Sanford

Deirdre
Saulet

Kim
Sonerholm

Mike
Thompson

Jeff
Williams

Kim
Woofter

Mark
Williams

Lauren
Vela



In 2023, the Forum Developed Numerous Resources

March	Approximate Savings from Lowering Indiana Not-For-Profit Commercial Hospital Facility Prices	Link
	Medicare Reference Pricing Legislative Activity in U.S.	Link
April	Legislative Prohibiting Spread Pricing	Link
	Physician Non-Competes	Link
	Indiana Medicaid Payer Mix & Medicaid Operating Profit Margin Compared to Other States	Link
May	2023 Indiana Health & Pharmacy Legislative Summary	Link
	2023 Indiana Legislative Health Policy Media Coverage	Link
October	Indiana Hospital Mergers, Acquisitions and Expansion	Link

Read our monthly newsletters [here!](#)



Congressional Testimony

Competition & Transparency: The Pathway Forward for a Stronger Health Care Market

Subcommittee on Health, Employment, Labor And
Pensions Hearing

On June 21st Gloria Sachdev was invited as a subject matter expert to testify to the U.S. House Education and the Workforce Committee – the HELP Subcommittee to discuss solutions to reduce the price of healthcare for American employers, workers, and their families.

Testimony: [Link](#)
Recording [Link](#)



Featured on the Front Page of The Wall Street Journal

September 28, 2023

Employers “haven’t had a voice saying, ‘We’re mad as hell, and we’re not going to take it anymore,’ ” said Chris Skisak, executive director of the Houston Business Coalition on Health. “Gloria just lit the fuse, we’re all launching the rocket.”



Invited State & National Presentations by Gloria

Q1

1. Indiana Manufacturers Association Board Meeting
2. Alliance to Fight for Health Care
3. MJ Insurance-Hoosier School Board Benefit Trust
4. 360 degrees of Healthcare Podcast
5. Association of Health Care Journalists Annual Conference
6. Catalyst for Payment Reform Conference

Q2

7. Greater Cincinnati Business Group on Health Conference
8. Johns Hopkins University Roundtable
9. [U.S. House Committee on Health, Employment, Labor and Pensions Hearing-Subcommittee House Education and the Workforce](#)
10. National Alliance of Healthcare Purchasers Coalition Leadership Summit

Q3

11. Indiana State Association of Health Underwriters Conference
12. Louisiana Business Group on Health-Inaugural Conference for Employers & later for Providers
13. LHD Conference-AIMS Medical Trust
14. Georgetown University Roundtable
15. National Academy for State Health Policy Annual Conference
16. North Carolina Business Coalition on Health Conf
17. Conner Insurance-NextGen Healthcare Summit
18. [Health Care Cost Oversight Task Force](#)

Q4

19. [Center on Health Insurance Reform, Georgetown University Conference](#)
20. Hendricks County Chambers of Commerce
21. Greater Lafayette Community Council
22. 32 BJ Health Fund Conference
23. Peterson Center on Healthcare Roundtable
24. National Alliance of Healthcare Purchasers Coalitions Annual Conference
25. Massachusetts Association of Health Plans Conf

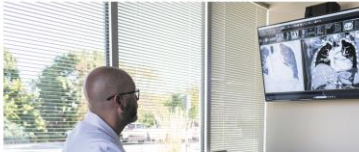
EFI in the News **389** Times from Jan-Oct 2023

Coalition seeks bargaining power for independent physicians

November 7, 2023 | Jane Sasse

KEYWORDS DOCTORS / HEALTH CARE / HEALTH CARE & LIFE SCIENCES / HEALTH CARE COSTS / LOBBYISTS

COMMENTS PRINT SHARE



Modern Healthcare

NEWS BLOGS OPINION EVENTS & AWARDS MULTIMEDIA DATA & INSIGHTS NETWORK

Employers using hospital price data to lower costs, push legislation

ALEX KACIR

TWEET SHARE IN SHARE EDIT EMAIL



IN FOCUS: INDIANA POLITICS

New Indiana laws aim to lower health care costs

by: [Kristen Eskow](#)

Posted: May 12, 2023 / 05:59 PM EDT

Updated: May 12, 2023 / 05:59 PM EDT

News • Press Releases

06.13.2023

Senators Braun, Hassan, Kennedy lead bipartisan bill to fix part of Medicare billing structure, saving billions

Recent Health Care Legislation Can Lower Costs

Gloria Sachdev Aug 9, 2023

While politics often leads to gridlock, state and federal legislators are co-challenges Americans face: The outrageous cost of health care.

House Bill 1004, authored by state Rep. Donna Schaibley, R-Carmel, and health systems – specifically Ascension Health, Community Health Network, Parkview Health – from tacking on hospital facility fees for outpatient services.

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Specialties Opinion Health Policy Meetings Special Reports Break Room Conditions Society Partners

More Transparency Needed in Healthcare, House Members Told

— Lack of data from hospitals, PBMs in the spotlight at hearing



News Programs

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NEWS • PUBLIC AFFAIRS

MAY 5, 2023

Non-competes on primary care doctors will be banned. Other specialists get new potential routes out



ADAM TAYLOR SUITS

Star Press.

Meth found in child's trick-or-treat bag in Middle

News Sports Opinion Life Advertise Obituaries eNewspaper Legals

Law to lower hospital prices might not finish battle at Statehouse

David Penticuff Muncie Star Press

Published 4:56 a.m. ET May 12, 2023

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'Employers were mad,' Gloria Sachdev, CEO of Employers' Forum of Indiana, says. KAITI SULLIVAN FOR THE WALL STREET JOURNAL

HEALTH

These Employers Took On Healthcare Costs, and the Fight Got Nasty

Indiana group's bruising battle for legislation to limit hospital fees is spurring employer groups in other states to follow suit.

By Anna Wilde Mathews

Sept. 28, 2023 at 5:30 am ET

Currently at the Forum...



**Building Sage
Transparency 2.0**



**Considering Policy for
2024 IN Legislative
Session**



**Preparing for State &
National Presentations**



Advising on Rand 5.0



Writing Grants



**Reviewing Issues with
TPA/PBM Contracts**

On the Horizon for 2024

January 24

April 18

August 22

November 7

**Please Write Your Ideas for 2024
Meetings, Projects, and Initiatives on the
Index Cards at Your Table**

Thank You for a Terrific 2023!

Networking Cocktail Hour Begins Now!

We have fun a themed cocktail and mocktail along with a full bar PLUS apps.



EFI All-Stakeholder Bingo: Find someone who...

First 10 people to get 5 in a row can take home a bouquet of flowers!

Vertically, Horizontally or Diagonally

Shares the same birth month as you	Can speak two languages	Has never gotten a speeding ticket	Has a tattoo	Has traveled out of the country this year
Dressed up for Halloween	Has more than two pets	Has been to a concert this year	Is an only child	Can drive a stick shift
Drove more than 20 miles to the meeting	Has completed a half marathon or more	FREE SPACE	Has more than 2 houseplants	Is leaving Indiana for Thanksgiving or Christmas
Has read more than 10 books this year	Doesn't have social media	Has a pet other than a dog or cat	Has lived in 3 or more different states	Is left-handed
Can play a musical instrument	Is wearing mismatched socks	Brought a snack	Phone battery is under 20%	Doesn't drink coffee

Don't forget to fill out those bingo cards!



employers-forum-of-indiana



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