EMPLOYERS' FORUM OF INDIANA
Addressing the challenges of the local healthcare marketplace

2024 Year-in-Review

Gloria Sachdev, PharmD
President & CEO, Employers' Forum of Indiana

Tuesday, November 12, 2024

Outline

Forum All-Stakeholder Member Meeting

Projects / Initiatives

Policy

January 29, 2024 All-Stakeholder Meeting

Anthem Update

- Mickey Kanosky
- Jessica Lopez-Liggett

Brainstorming Collaboratively to Address Healthcare Affordability

April 18, 2024 All-Stakeholder Meeting

2024 Indiana Legislative Session Overview: Healthcare Policy

- Gloria Sachdev, EFI
- Sabra Stevens, Hallowell Consulting

May 13, 2024 National Healthcare Price Transparency Conference

- Over 500 in person and virtual attendees
- Launch of [Sage Transparency 2.0](#) and RAND 5.0
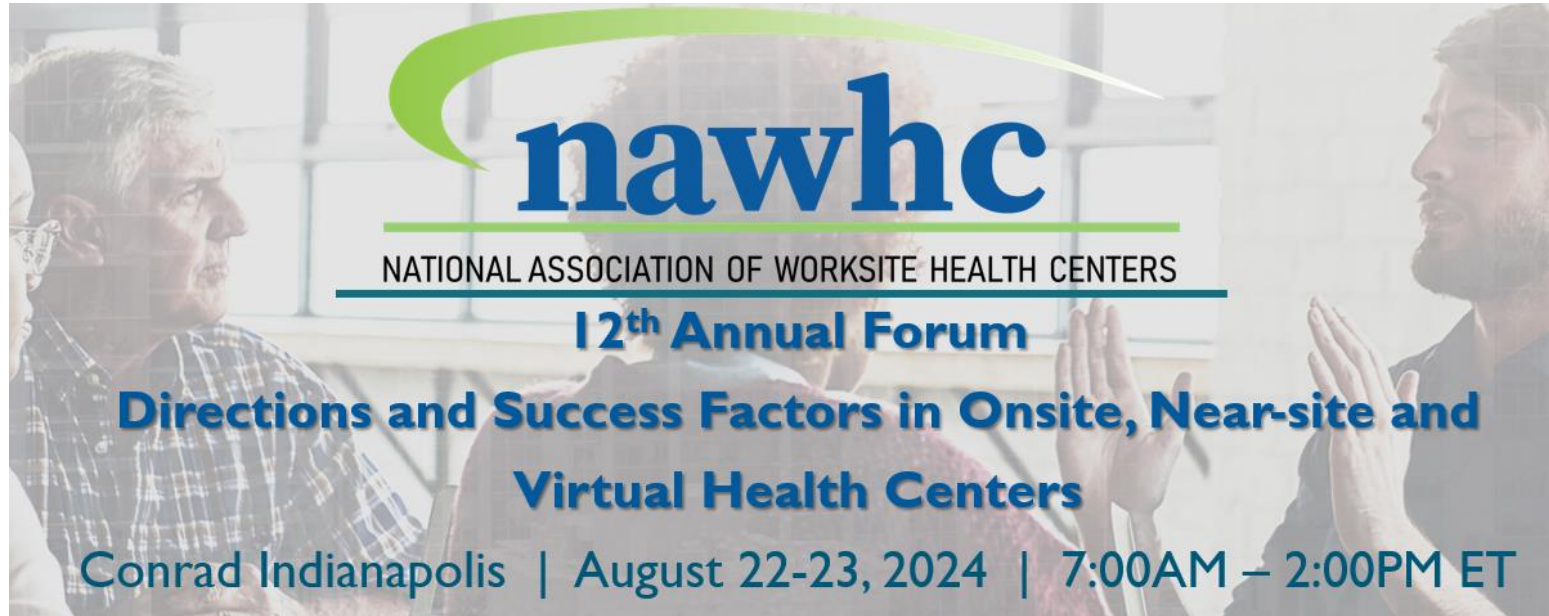- All conference presentation recordings and presentations are publicly available [here](#).

Agenda

Visit the conference website at nhptc.org for a recording of today's conference.

Time	Session
8:30 am – 9:00 am	**DOORS OPEN, GRAB & GO BREAKFAST**
9:00 am – 9:15 am	**WELCOME** Gloria Sachdev | President & CEO, Employers' Forum of Indiana Christan Royer | Director of Benefits, Indiana University; Board Member, Employers' Forum of Indiana
9:15 am – 9:45 am	**KEYNOTE** Cynthia Fisher | Founder and Chairman of PatientRightsAdvocate.org
9:45 am – 10:15 am	**KEYNOTE** Mark Cuban | Entrepreneur, Venture Capitalist, and Co-Founder of Mark Cuban Cost Plus Drug Company
10:15 am – 11:00 am	**EMPLOYER PRICE TRANSPARENCY STUDY (RAND 5.0)** Chris Whaley | Brown University School of Public Health
11:00 am – 11:45 am	**NASHP HOSPITAL COST TOOL** Marilyn Bartlett | National Academy for State Health Policy
11:45 am – 12:30 pm	**SAGE TRANSPARENCY 2.0 UPDATE** Gloria Sachdev | Employers' Forum of Indiana
12:30 pm – 1:45 pm	**LUNCH BREAK**
1:45 pm – 2:15 pm	**SPECIAL GUEST**
2:15 pm – 3:30 pm	**POLICY STRATEGIES: WHAT'S NEXT?** Moderated by Marilyn Bartlett | National Academy for State Health Policy • Shawn Gremminger | National Alliance of Healthcare Purchaser Coalitions • Hunter Kellett | Arnold Ventures • Donna Schaibley | Indiana House of Representatives • Chris Skisak | Texas Employers for Affordable Healthcare • Chris Whaley | Brown University School of Public Health
3:30 pm – 4:45 pm	**HOW EMPLOYERS ARE USING DATA TO MAKE INFORMED DECISIONS** Moderated by Christan Royer | Indiana University; Employers' Forum of Indiana • Chris Deacon | VerSan Consulting • Melina Kambitsi | The Alliance • Cora Opsahl | 32BJ Health Fund • Chad Phillips | Bartholomew Consolidated School Corporation • Candace Shaffer | Purdue University
4:45 pm – 5:00 pm	**CONCLUSION** Gloria Sachdev | Employers' Forum of Indiana Christan Royer | Indiana University; Employers' Forum of Indiana
5:00 pm – 6:00 pm	**NETWORKING & COCKTAILS**

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June 25, 2024 All-Stakeholder Meeting

Pressure Points: Addressing Hypertension at Work
Employer Forum of Indiana | June 25, 2024

- Michele Bildner, CDC Foundation Non-Infectious Disease Programs
- Meg Guerin-Calvert, FTI Center for Healthcare Economics and Policy
- Neil Goldfarb, Greater Philadelphia Business Coalition on Health

August 22 – 23, 2024 Partner Conference with the National Association of Worksite Health Centers

Learn more about the 2-day conference here

November 12, 2024 All-Stakeholder Meeting

EFI Year in Review
- Gloria Sachdev, Employers' Forum of Indiana

Value Based Payments: What is it?
- Guy D' Andrea, Catalyst for Payment Reform

Indiana All Payer Claims Database Demonstration
- Jonathan Handsborough, Indiana Department of Insurance

Panel Discussion: Improving Access to Maternal and Infant Care
- Morgan McDonald, Milbank Memorial Fund
- Ashley Rainey, Indiana Department of Health
- Cameual Wright, CareSource Indiana

EFI Awards
- Gloria Sachdev, Employers' Forum of Indiana

Thank you to our wonderful presenters!

Guy D' Andrea	Marilyn Bartlett	Michele Bildner	Meg Guerin-Calvert	Mark Cuban	Chris Deacon
Cynthia Fisher	Neil Goldfarb	Shawn Gremminger	Jonathan Handsborough	Melina Kambitsi	Mickey Kanosky
Hunter Kellett	Jessica Lopez-Liggett	Morgan McDonald	Cora Opsahl	Chad Phillips	Ashley Rainey
Donna Schaibley	Candace Shaffer	Chris Skisak	Sabra Stevens	Chris Whaley	Cameual Wright

Projects & Initiatives

Studies -> Publish ->	RAND 1.0 2017	RAND 2.0 2019	RAND 3.0 2020	RAND 4.0 2022	PT5 (RAND 5.0) 2024
Services	Facility Inpt & Outpt Fees	Facility Inpt & Outpt Fees	Facility Inpt & Outpt Fees Professional Inpt & Outpt Fees	Facility Inpt & Outpt Fees Professional Inpt & Outpt Fees	**Facility Inpt & Outpt Fees** **Professional Inpt & Outpt Fees**
States	IN	25 States	49 States	49 states and the District of Columbia	**49 states and the District of Columbia**
Years	2013 - 2016	2015 –2017	2016 – 2018	2018 - 2020	**2020 - 2022**
Hospitals	120	1,598	3,112	4,102	**4,083**
Claims	14,000 inpt facility stays 275,000 outpatient facility services	330,000 inpt facility stays 14.2 million outpt facility services	750,000 inpt facility stays (& professional) 40.2 million outpt services (& professional)	1.3 million inpt facility stays (& professional) 12.2 million outpt services (& professional)	**1.3 million inpt facility stays (& professional)** **11.2 million outpt facility services (& professional)**
Spend	$695,000 million	$12.9 billion	$33.8 billion	$78.8 billion	**$77.4 billion**
Data Sources	Participating self-funded employers	Employers, health plans, and 2 APCD	Employers, health plans and 6 APCDs	Employers, health plans and 11 APCDs	**Employers, health plans and 12 APCDs**

RAND 5.1 – Coming November 2024

	RAND 4.0		RAND 5.1		DATA INTERPRETATION
Relative Price	Indiana	National Median	Indiana	National Median	
Facility (Hospital Facility Inpatient & Outpatient Payment Only)	329%	260%	338%	269%	Looking from RAND 4.0 to 5.1, we see that facility prices went from 329% to 338% thus have slightly increased.
Professional (Physician Inpatient & Outpatient Payment Only)	126%	162%	127%	168%	Looking from RAND 4.0 to 5.1, we see that professional prices went from 126% to 127% thus have essentially stayed the same.
Total (Hospital Facility Inpatient and Outpatient Plus Physician Inpatient and Outpatient Payment)	292%	248%	300%	253%	Looking from RAND 4.0 to 5.1, we see that total prices went from 292% to 300% thus have slightly increased.
State Rank					
Facility	4th highest		6th highest		Facility state ranking improved from 4th to 6th highest because other state prices increased more.
Professional	4th lowest		6th lowest		Professional state ranking improved from 4th to 6th lowest because other state prices worsened.
Total (Facility and Professional)	7th highest		9th highest		Total state ranking improved from 7th to 9th highest because other state prices increased more.

Sage Transparency 2.0 Data Sources

PUBLIC

PT5, conducted by RAND
Prices paid by employers & insurers

NASHP Hospital Cost Tool
Commercial payer mix, breakeven cost, operating profit margin

Centers for Medicare & Medicaid Services (CMS)
Quality ratings: Hospital Star Rating, Patient Experience Star Rating, HRRP Penalty

PROPRIETARY

January Advisors
Hospitals per Legislator district

Quantros (Healthcare Bluebook)
Quality ratings

Launch of Sage Transparency 2.0 (ST2)

- **10,700+** of sessions since May 13th

- Next Quarterly update coming in November / December 2024 with new RAND 5.1, CMS and Quantros

- ST2 New Features

  - New dashboards, charts, tables and filtering options

  - Addition of the Employer Price Transparency Study 5.0 Physician Administered Medication Pricing Data

  - New "Legislator" Tab

  - Users are now able to purchase an excel download of the data in ST2

- Access Sage Transparency at this link: https://dashboard.sagetransparency.org/

Price Crisis – Coming Q2 2026

In Partnership with Catalyst for Payment Reform

High-Price Story Collection

- Collect and catalog patient stories that involve high price healthcare bills

Policy Resource Hub

- Library containing <u>handouts</u>, <u>slide decks</u>, and <u>videos</u> by policy topics with subject matter experts available to assist on their policy topic

Invited Local & National Presentations by Gloria, 2024

Q1
1. Patient Rights Advocates
2. Brown and Brown 2024 Annual Symposium

Q2
3. New York City Department of Health plus Office of Labor Relations
4. HR Policy Association

Q3
5. National Alliance of Health Care Purchasers Coalitions
6. Marathon Health
7. National Alliance of Worksite Health Centers
8. Association of Health Care Journalists
9. Dallas Fort Worth Business Group on Health
10. COA Summit
11. Greater Cincinnati Employers' Group on Health
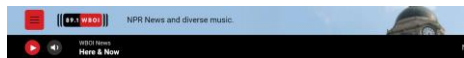12. Health Rosetta
13. Catalyst for Payment Reform

Q4
14. National Association of Health Data Organizations
15. Georgetown University
16. Connecticut Office of Health Strategy
17. Medical and RX Landscape for Indiana Legislators: Healthcare 101

EFI Received the
**Transparency
Champion Award**
Health Rosetta

EFI in the News 36 Times, January - October 2024

What has been the EFI Impact?

Policy

- EFI 2024 Indiana Legislative Success: Link
- EFI 2023 Indiana Legislative Success: Link
- Indiana All-Payer Claims Database (APCD) August 2024: Link
- EFI CEO was invited to testify to the U.S. House Education and the Workforce Committee – the HELP Subcommittee: Link
- PBM Audit of State Employee Health Plan, Medicaid and Medicaid Managed Care Organizations: Link
- Indiana Legislators are pointing to the high prices of healthcare as an issue: Link

Market

- EFI supports employers and other healthcare stakeholders to make informed decisions by obtaining and using their healthcare data, and analyzing healthcare price, financial and quality data.
- Employers are:
  - Changing to more transparent PBM / benefit consultant partners (Ex. Purdue University)
  - Direct contracting with physician groups and hospitals
  - Putting performance guarantees in TPA contracts
  - Embracing disruption in the healthcare market

Governor Braun's Proposed Health Policy Agenda

1. Improve Quality
   - Prohibit Non-Compete Clauses
2. Lower Costs
   - Protect From All Surprise Medical Bills
   - Regulate the MiddleMan (PBMs and TPAs)
   - Independent Audit of Medicaid and SEHP
3. Enhance Transparency
   - Site Neutral Prices
   - Prescription Mark-Up Disclosure
   - Good Faith Estimates
4. Expand Access
   - Primary Care Access Revolving Fund
5. Promote Wellness
6. Increase Competition
   - Protect Hoosiers from Consolidation

Policy

2024 Forum Policy Priorities

✓ Indicates language appeared in some form in 2024 **introduced** legislation in HB1327 (died) and ended up in HB1259, SB 9, HB 1377

PRIMARY PRIORITIES:

1. **Strengthen data transparency**
   - ☑ Establish that all employers own their data.
   - ☑ Prohibit employer audit restrictions in TPA, insurer, PBM contracts, and in contracts with any of their affiliates, subsidiaries, or organizations with whom they have partnerships, i.e. data warehouses.
   - ☑ Assure fair fees for claims data access by TPAs, insurers, PBMs, and with any of their affiliates, subsidiaries, or organizations with whom they have partnerships.
   - ☑ Prohibit PBM and TPA/insurer spread pricing.
   - ☐ Add state penalties to match federal penalties for hospital and insurer non-compliance with price transparency.

2. **Strengthen anti-trust laws**
   - ☑ Create a Merger, Acquisition, and Closure (MAC) board or a Merger, Acquisition, Closure, and Expansion (MACE) board.
   - ☐ Capture insurer, PBM, and provider OWNERSHIP AND PARTNERSHIP information.

2024 Forum Policy Priorities

✓ Indicates language appeared in all or in part in 2024 introduced legislation

PRIMARY PRIORITIES CONTINUED:

3. **2023 legislative follow-ups**

   SEA 7 Considerations

   ❑ Clarify that physician contracts that auto renew are considered new contracts. Consider expanding to all providers, including advanced practice registered nurses, registered nurses, and physician assistants, and others.

   ✓ Prohibit TPA/insurers from charging a "carveout fee" to employers if they wish NOT to purchase an alternate service(s) offered by the TPA/insurer.

   ✓ Monitor bills aimed at rolling back progress made in 2023.

   HEA 1004 Considerations

   ❑ Redefine "office setting".

   ✓ Edit in Chapter 37.6, Section 15(a)(5) under value-based healthcare reimbursement arrangements: "Any other health care reimbursement arrangement in which the health care. provider accepts at ~~most~~ *[least]* ten percent (10%) of the downside risk."

   ❑ Define "price" so the 285% benchmark reflects hospital facility-fees only.

   SEA 8 Considerations

   ❑ Consider adding PBMs back into chapters 49 and 50.

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2024 Forum Policy Priorities

✓ Indicates language appeared in some form in 2024 **introduced** legislation in HB 1327 (bill died) and ended up in HB 1259, HB 1200, SB 257

PRIMARY PRIORITIES CONTINUED:

❑ 4. Prohibit provider contracts from containing anti-tiering, anti-steering, and all-or-none clauses.

☑ 5. Require PBMs, TPAs and employee benefit consultants/brokers to act as a fiduciary for their employer clients.

❑ 6. Require hospitals to provide acquisition price and commercial price transparency for meds.

☑ 7. Require the state employee health plan to implement reference-based pricing, i.e., 200% of Medicare.

❑ 8. Require TPA/insurers to establish select Site Neutral payments, i.e. hospital on-campus labs.

2024 Forum Policy Priorities

✔ Indicates language appeared in some form in 2024 **introduced** legislation in HB 1327 (bill died) and ended up in HB 1259, HB 1309, HB 1377, HB 1385

SECONDARY PRIORITIES:

1. HEA 1004 Considerations:

   ❑ Edit hospital price benchmark from 285% to 260% of Medicare.

   ❑ Add penalties if hospitals do not meet price target of 260% of Medicare.

☑ 2. Establish minimum criteria for hospitals to maintain their state tax-exempt status.

❑ 3. Require all non-profit hospitals to submit their IRS Schedule H of Form 990 with the audited financial statements that they already submit to the Indiana State Department of Health.

☑ 4. Prohibit ground ambulance surprise billing to patients – take patient out of the middle.

❑ 5. Establish behavioral health in-network access requirements.

❑ 6. Consider having the Indiana Department of Insurance improve their insurance rate review process to include an affordability standard, if not already established.

☑ 7. Support policies that improve PBM, TPA, insurer transparency and efficiency.

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Currently at the Forum...

Planning Release of RAND 5.1

Preparing for the 2025 IN Legislative Session

Planning Updates to Sage Transparency

Planning topics for 2025 EFI Member Meetings

Writing Grants

Partnering to Build Price Crisis Website

On the Horizon for 2025

All-Stakeholder Member Meetings

- January 30th
- June
- August
- November