

Employers' Forum of Indiana Update

Gloria Sachdev, BS Pharm, PharmD

President and CEO, Employers' Forum of Indiana

EFI All-Stakeholder Meeting March 24, 2022 Twitter: @EmployrsForumIN LinkedIN: Employers' Forum of Indiana

Forum Updates

Legislative Policy

RAND 4.0 Study

Hospital Value Dashboard

National Hospital Price Transparency Conference

Indiana Legislature Sent Letters to Hospitals & Insurers, 2022

By 4/1/2022 hospitals and insurers executives must submit to legislators a plan regarding how they are going to get hospital prices to the national average by 1/1/2025

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|---|---|
| State of Indiana | General Assembly |
| Senator Rodric D. Bray President Pro Tempore 2000 W. Washington Surect Indianapolis, Indiana 46204 Senate: (13) 232-4916 E-mail: S37@jiga.in.gov | Representative Todd M. Huston Speaker of the House 200 W. Washington Street Indianapolis, Indiana 46204 House: 117 j 223-2450 E-mail: H37@jga.in.gov |
| the state. The past inieteen months have heigh and dedication of medical professionals who l ensure the safety of our communities. Their c with whom they interact is inspiring and humb Much has been asked of the hospital communi enduring. We recognize the tremendous respe- asked to operate. With the utmost respect for to you today to ask for your leadership in add state. The cost of healthcare, particularly hospital - Corporation has conducted a series of com comparing the cost of healthcare among vario September 2020 compared prices across 49 sta feess are to 5 th highest in the country, avera average facility fee for hospitals is 263% of M Using a different methodology. A Harvard Un fees were the 2 th highest in the count (345% over the 3 rd highest in the nation (345% of Mc | Is are critical to the viability of communities across tened every Hoosier's appreciation for the expertise awe worked itrelessly and at great personal risk to mmitment to the health and welfare of each patient ling. If both before and throughout the pandemic we are onsibilities and burdens under which hospitals are the work that you do each and every day, we write ressing a pressing challenge that faces the Hoosier care, in Indiana is inordinately high. The RAND rehensive studies focused on understanding and us states. The latest study, RAND 3.0, published in tes. The study found that Indiana's hospital facility ging 340% of the Medicare rate. Nationally, the edicare. |

Letter to Hospitals: Link

| State of Indiana | General Assembly |
|---|---|
| Senator Rodric D. Bray President Prov Tempore Doub. W. Washington Street Indiangoolis, Indiana 46204 Senate: (317) 222-9416 Genati: S37)@ga.hgov | Representative Todd M. Hust Speaker of the Hou 200 W. Washington Str Indiampolis, Indiana 460 House: (17) 7322-06 E-mail: H37@jiga.in.g |
| December 17, 2021 | |
| «CEO_or_Equivalent_First_Name» «CEO_or_Equivalent_L «Health_Carrier» «Address» «City», «State» «Zip_Code» | ast_Name», «Notes» |
| Dear «CEO_or_Equivalent_First_Name», | |
| The insurance industry is an important driver of Indiana's ec- significant economic activity. Hoosier businesses and citize quality health care. A thriving insurance industry is vital to the citizens. | ns place their trust in insurers to negotiate fair prices for |
| The cost of healthcare, particularly hospital care, in Indiana is a series of comprehensive studies focused on understanding a The latest study, RAND 3.0, published in September 2020 Indiana's hospital facility fees are the 5 th highest in the count average facility fee for hospitals is 263% of Medicare. | nd comparing the cost of healthcare among various state compared prices across 49 states. The study found the |
| Using a different methodology. A Harvard University study highest in the nation (345% of Medicare) and that Indiana's (385% of Medicare). | |
| The RAND Corporation also compared prices using a St Standardized Pricing Model included professional (physicia professional fee artes in the nation. The inclusion of this da in inpatient fees and 16 th in outpatient fees). When professior index is applied to the Standardized Pricing Model, Indiana's and the 5 th most expensive for outpatient fees. | n) fees in its calculations. Indiana has one of the lower ta showed Indiana in a more favorable light (ranking 18 al fees are backed out of the equation, and a cost-of-livin |
| The high cost of hospital care in Indiana has a multitude of n of research that supports the fact that as health care costs inc growth of wages. High health care costs inhibit business exp recognize that the fault for the high costs we've outlined ab other third-party payers have also played a significant role. | rease for an employer, there is a corresponding lag in th ansion and are a detriment to economic development. W |



Indiana Legislative Healthcare Bill Summary

2022 Legislative Session

- 1-4-22 to 3-8-22
- Senate: 379 bills introduced with 96 becoming law (25% pass rate)
- House: introduced 407 bills with 82 becoming law (20% pass rate)

Summary of 9 health bills

- <u>https://employersforumindiana.org/subject/policy/</u>
- Highlights:
 - Supported Workers Compensation cap at 200% of Medicare for Ambulatory Surgical Centers...LAW
 - Blocked "white bagging"
 - Blocked worst part of employer COVID vaccine limitations

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

2022 Indiana Legislative Health Summary

March 14, 2022

In this document, we summarize 9 health and pharmacy related bills passed into law during the <u>2022 Indiana</u> <u>Legislative Session</u>. This short session began on Tuesday January 4th and adjourned on Tuesday March 8th. A total of 379 bills (excluding vehicle bills) were introduced in the Senate, of which 96 will become law, resulting in a passage percentage of 25.3%. A total of 407 bills were introduced in the House of Representatives, of which 82 will become law, resulting in a passage percentage of 20.1%.

In January, Speaker of the House Todd Huston and President Pro Tempore Bray signed a joint letter addressed to presidents and CEO's calling on <u>non-profit hospitals</u> and <u>health insurance carriers</u> serving Indiana to work collaboratively to provide a plan to legislators by April 1, 2022 to lower Indiana's hospital prices to at least the national average by January 1, 2025. The Employers' Forum of Indiana strongly supports the content and spirit of these letters sent by the Indiana legislative leaders.

2022 Accomplishments of the Employers' Forum of Indiana

- EFI successfully supported HB 1153 Worker's Compensation to expand the workers compensation cap
 of 200% of Medicare that is currently available for hospital services to now include ambulatory care
 surgical centers (ASCs).
- 2. EFI was successful in advocating for the removal of the following language in a variety of bills:
 - Clinician administered drugs, commonly known as "white bagging" in HB 1158 Health and Human Services Matters;
 - b. Rebates required to be provided at the point of sale for self-funded employers in SB 88 Prescription Drug Rebates and Pricing; and
 - Numerous bills attempting broad employer prohibitions regarding vaccine requirements, COVID-19 testing, and vaccination monitoring.
- 3. EFI was partially successful in advocating for the following:
 - Employers' ability to keep their employees safe from COVID-19 in HB 1001 Administrative Authority; COVID-19 Immunizations, and
 - b. Limiting COPA language to Vigo County in SB 298 Certificate of Public Advantage.
- 4. EFI advocated for <u>HB 1270 Nonprofit Hospital and Insurer Reporting</u>, which proposed to prohibit anticompetitive insurer-provider contract language, expand hospital price transparency, and add specifications for required hospital and insurer public forum meetings. This bill died likely to give the letters sent to Indiana non-profit hospitals and health insurance carriers an opportunity to be addressed first.
- 5. EFI advocated for the elimination of physician noncompete language all together by supporting related efforts illustrated in HB 1295 Physician Noncompete Agreements. This bill died in the second half of session after not receiving a hearing in the Senate Health & Provider Services Committee.

RAND 4.0 Hospital Price Transparency Study

> 49 States plus DC

- > 3,800 Hospitals
- > 3,500 Ambulatory Surgical Centers
- \$130 Billion claims (RAND 3.0 had \$33 billion in claims)
- > 11 All Payer Claims Databases



Hospital Value Dashboard

AIM:

Freely and Publicly available 5/5/22

5 Data Sources:

- ▶ **RAND** 4.0
- NASHP (National Academy of State Health Policy) Hospital Cost Tool - hospital commercial breakeven as a Percent of Medicare
- **CMS** Hospital Quality Star Ratings
- Turquoise Health over 4000 hospital prices organized by clinical category per hospital, noted as Percent of Medicare and Standardized Prices
- Healthcare Bluebook Hospital Quality for clinical categories



Hospital Value Dashboard

View the 4 of the 5 data sources side by side



Disclaimer

Although the information, analysis and methodology in this Hospital Value Dashboard is presented in good faith and reasonably believed to be correct at the time of publishing, the Employers' Forum of Indiana (EFI) makes no representations or warranties of any kind, expressed or implied, as to the completeness, accuracy, reliability, suitability or availability of the assessment, its conclusions, or any of the information contained herein. EFI is not responsible for and has no liability for any errors or omissions in the report, or for any results obtained from the use of this information. Persons receiving or utilizing this report will make their own assessment and determination as to its suitability for their own purposes prior to use. Any reliance you place on such material is therefore strictly at your own risk. EFI, its related partnerships or corporations, and the partners, agents or employees thereof, shall have no liability for any direct, indirect, incidental, special, exemplary, or consequential damages, however caused and on any theory of liability, arising out of or in any way related to the use, reliance or distribution of information and analysis presented herein. EFI reserves the right to change, delete, or otherwise modify the information and analysis herein without any prior notice. The views, information, and opinions presented in this Hospital Value Dashboard are solely those of EFI staff and do not reflect the view of any specific EFI members or any other third parties. This Hospital Value Dashboard is not intended to constitute legal advice.

Price & Quality Transparency Allows for Honest Conversations

Hospital Prices (2016-2018), Breakeven Price (2019), and Quality Score (2020)

State(s): Indiana, Region(s): All

| Hospital Name | Hospital ID | State Name | Critical Access Hospital | Hospital Breakeven Price (%) | CMS Hospital Quality Star Rating | Total Hospital Plus Physician (%) | Inpatient Plus Physician (%) | Outpatient Plus Physician (%) | Total Hospital Facility Only (%) | Inpatient Facility (%) | Outpatient Facility (%) | Physician Only (%) |
|-------------------------------|----------------|---------------|--------------------------------|------------------------------------|---|---|------------------------------------|-------------------------------------|-------------------------------------|---------------------------|----------------------------|-----------------------|
| TERRE HAUTE REGIONAL HOSPITAL | 150046 | Indiana | No | 150 | 3 | 361 | 253 | 406 | 412 | 275 | 477 | 131 |
| UNION HOSPITAL INC | 150023 | Indiana | No | 166 | 4 | 279 | 220 | 311 | 314 | 242 | 354 | 121 |
| UNION HOSPITAL CLINTON | 151326 | Indiana | Yes | 111 | 2 | Unknown | Unknown | 212 | Unknown | Unknown | 222 | Unknown |

INDIANA AND NATIONAL BENCHMARKS (from RAND 3.0 original supplement data), 2018

| Indiana | 304% | 288% | 315% | 340% | 317% | 359% | 131% |
|----------|------|------|------|------|------|------|------|
| National | 247% | 231% | 267% | 263% | | | 171% |

DRAFT using RAND 3.0 data



CMS

National Hospital Price Transparency Conference

Register Today! nhptc.org

2 Attendance Options:

- In-Person at the Indiana Landmarks Center in Indianapolis, FULL
- Live Stream via Zoom Webinar
 Spots available



National Hospital Price Transparency Conference AGENDA

View Detailed Agenda and Speaker Information here:

https://employersforumindiana.org/conference/agenda/

EMPLOYERS' FORUM OF INDIANA

8:00 am - 8:30 am

8:30 am - 8:45 am WELCOME

2022 National Hospital Price Transparency **Conference: Path to Affordability**

May 5, 2022 | 8:30 am - 5:00 pm EDT Indiana Landmaks Center, 1201 Central Ave., Indianapolis, IN 46202

DOORS OPEN AND CONTINENTAL BREAKFAS



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| 5:00 pm - 6:30 pm NETWORKING & COCKTAILS | 4:50 pm – 5:00 pm | Gloria Sachdev President & CEO, Employers' Forum of Indiana |
| | 5:00 pm – 6:30 pm | NETWORKING & COCKTAILS |
| | | |

Visit nhptc.org to register and learn more

Governor's Public Health Commission



Kristina Box, MD, FACOG State Health Commissioner



Luke Kenley, JD Indiana State Senator

