



***BHC Group C-Suite Event: March 21, 2018
Facing the Future of Health Care Together***

Presentations by:

Joy Tapper – Executive Director, Milwaukee Health Care Partnership

Julie Schuller, MD – President & CEO, Sixteenth Street Community Health Centers

John Prince – CEO, OptumRx

Executive Summary

Thanks to all who attended the March 21 C-Suite event hosted by Baird. Compelling presentations by Julie Schuller and Joy Tapper about their respective organizations and their significant impact on the health of our community were well received. John Prince's look at OptumRx's strategy and his reflections on the opioid epidemic gave a new perspective on drug management. We appreciated your questions and comments and the opportunity to visit with many of you. Below is a recap with highlights/takeaways from the afternoon.

“We believe the healthier they (our associates) will be, the healthier and more productive we all will be.”

-- Mary Ellen Stanek, Baird

Joy Tapper – Executive Director, Milwaukee Health Care Partnership

- The work of the [Milwaukee Health Care Partnership](#) and the [Sixteenth Street Community Health Centers](#) is important for employers in their roles as civic leaders who want the best for the community. The work of both organizations ultimately affects employers' bottom lines and employees as well.
- The Milwaukee Health Care Partnership is an 11-year old public/private consortium formed to improve health for lower income people and lower the total cost of health care in the community.
- The Partnership's members include four health systems (Ascension, Aurora, Children's, Froedtert), five Federally Qualified Health Centers (FQHC), public health agencies and academic member Medical College of Wisconsin.
- Milwaukee County has many socioeconomic challenges and lower health rankings in most areas compared with other Wisconsin counties.

- The Partnership’s goals are focused on securing health care insurance coverage, increasing health accessibility, enhancing care coordination and addressing targeted community health issues.
- Activities and accomplishments are:
 - Milwaukee Enrollment Network (nationally recognized for its role in reducing the city’s uninsured rate by 46%)
 - Primary Care Access study
 - Organizing free clinics
 - Specialty access for the uninsured program
 - Community behavioral health and oral health program strategy
 - Care coordination
 - Health information exchange
- Their work is helping to reduce cost shift – uncompensated care that gets passed on to payers. Research estimates 5-10 cents on the dollar is due to cost shift.

Julie Schuller, MD – President & CEO, Sixteenth Street Community Health Centers

- A Community Health Center (CHC) is a federally designated entity (created about 50 years ago) that must treat all patients that come through its doors. Requirements include offering mental, dental, behavioral health and substance abuse services and a connection to social services.
- Receives a federal grant for only about 10% of its budget, financed through many other mechanisms such as enhanced Medicaid reimbursement.
- Mission is to improve the health and wellbeing of Milwaukee through its six locations including three full service medical clinics and a Women, Infants and Children (WIC) nutrition program.
- See nearly 40,000 patients annually – 56% Medicaid patients; 4% Medicare; 21% private insurance; 21% uninsured.
- Offer quality care – accredited by the Joint Commission as a Primary Care Medical Home and is a member of the Wisconsin Collaborative for Healthcare Quality.
- Strong focus on team-based care and integration with other services to be more effective (e.g., behavioral health, nutrition and exercise, HIV outreach, parenting, social services, environmental health and chronic conditions).
- The clinics make a large financial contribution to the local health care system through \$13.3 million in federal grants and \$30 million in enhanced Medicaid reimbursement annually.
- Offer cost effective care and keep people out of the emergency room – CHCs save over \$24 billion annually nationally. They also stimulate the local economy with 707 FTEs and through operating expenditures.

[Download](#) Joy Tapper’s and Dr. Julie Schuller’s slides.

John Prince – CEO, OptumRx

- [OptumRx](#) is a pharmacy benefits manager (PBM) and a manager of pharmacy care services (e.g., infusion and specialty pharmacy company).
- Four trends are driving an intense focus on pharmacy: 1) Drug costs are going up by double digits every year; 2) 40% of the health care commercial market is now in high deductible health plans; 3) Opioid crisis; 4) Demand for drug pricing transparency.
- OptumRx continues to bring data together to determine how best to influence people's behavior (bringing medical behavior and medical services together).
- OptumRx continues to develop tools for doctors and patients to make the right decisions for them (e.g., building EMRs for eligibility and options, consumer apps, etc.).
- Transparency needs to be considered from both a client and consumer perspective. (Client: How much am I spending and where? Consumer: Is the drug covered? What will it cost? What is the best drug for me?)
- OptumRx differentiates itself from others in the market as the only pharmacy and therapeutic transparency company (e.g., rebate contracts and formulary are transparent and include client involvement).
- OptumRx is focused on synchronizing health care (How do consumers prefer to be engaged? How can we leverage all touchpoints?).
- Opioid use peaked in 2012. The amount of prescriptions decreased by 12% in 2016 alone.
- OptumRx:
 - Is focused on prevention, treatment and support
 - Ensures providers are following CDC guidelines
 - Developed Medication Assistance Therapy Network

More information

To get more information or schedule a meeting to learn more about BHCG membership and the BHCG/UnitedHealthcare partnership, please contact Jeff Kluever at 262-875-3312 EXT. 1 or jkuever@BHCGWI.org