



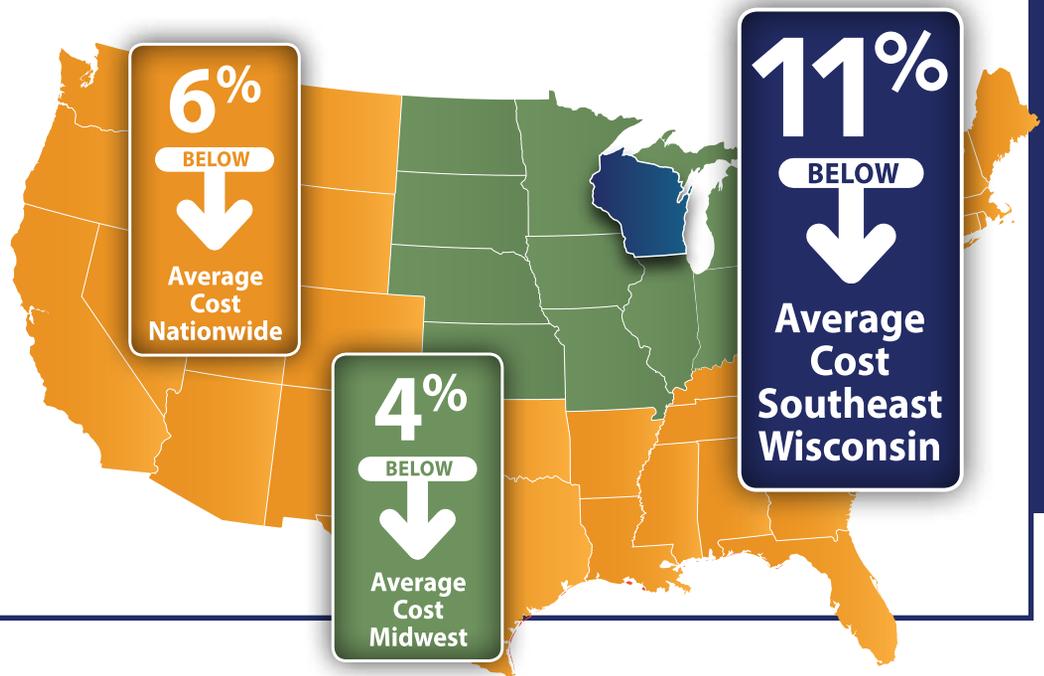
What does BHCG Membership get YOU?

LEADING CHANGE

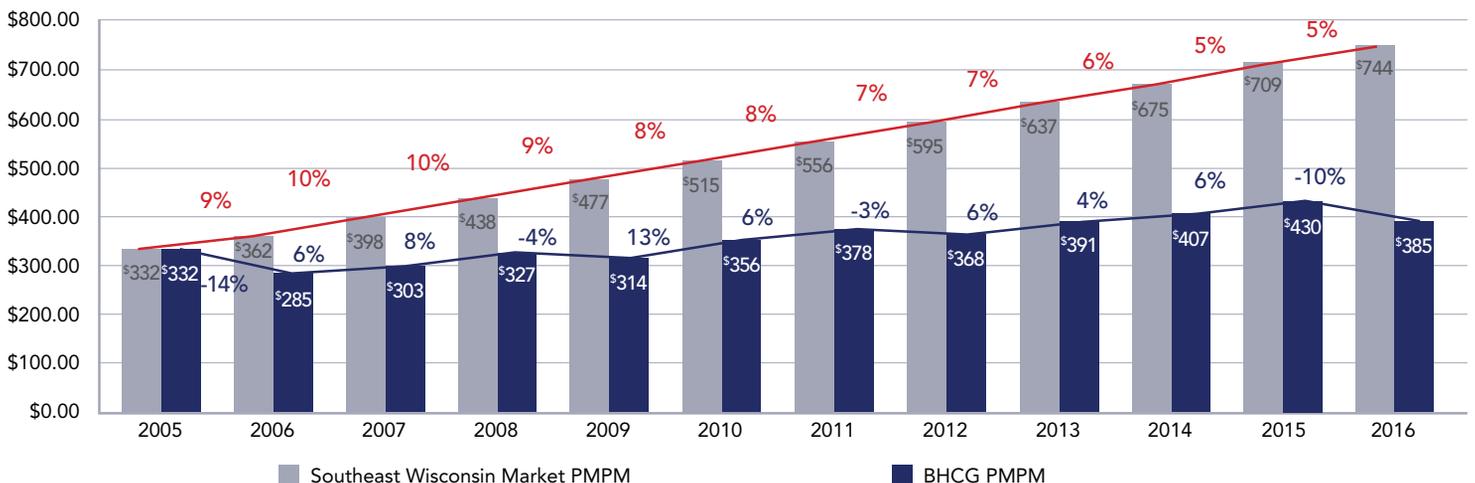
The Business Health Care Group (BHCG) is a coalition of committed employers brought together in 2003 by the CEOs of several of southeast Wisconsin's largest employers concerned about the unsustainable increases in costs to provide competitive health care benefits. Leveraging our purchasing power and the collective experience and knowledge of leading employers and strategic partners, we have made remarkable progress in slowing health care cost trend – for our member employers and the community.

Membership in BHCG gives employers an opportunity to participate in moving the market through bold initiatives. Together, with our medical administrator UnitedHealthcare's leading market position, we impact the market with more than 900,000 lives. With the robust support and involvement of CEOs, member employers and strategic partners, we are at the forefront of efforts to improve the value of health care – both quality and cost.

BHCG member employers' costs have been consistently below those of both the southeast Wisconsin and Midwest averages and national costs.



PER MEMBER PER MONTH (PMPM) ALLOWED COSTS COMPARISON – SOUTHEAST WISCONSIN VS. BHCG SELF-FUNDED MEMBER EMPLOYERS





UnitedHealthcare Partnership

BHCG membership gives employers the option of benefitting from a powerful alliance with a collective market force of more than 900,000 lives impacting our market – and the synergy of employer-driven innovation.

Tap into the advantages of a single administrator strategy

- Broad network with competitive provider pricing – regionally and nationwide
- Network solution for national employers
- UnitedHealth Premium® designation program – quality and cost efficiency information transparency and exclusive access to tiered benefit products for self-funded employers to drive utilization to high value providers
- BHCG-Dedicated and enhanced customer service – regionally-based single point of contact dedicated customer service team and designated clinical team
- Market leading, innovative consumer engagement tools and resources
- Preferred pricing, credits and performance guarantees
- Vendor management and administrative oversight
- Exclusive access to innovative programs and solutions

DID YOU KNOW?

All BHCG-related services and products are optional – giving employers the flexibility to structure benefits and resource utilization as they see fit.

In Southeast Wisconsin, adults that are highly engaged with Premium providers have shown **15% LOWER** spend, when compared to adults with low utilization of Premium Providers, after adjusting for high cost claimants and claim risk differences.¹



Operational Oversight

Benefit from rigorous vendor management

- **Operational Oversight Subcommittee** – collaborative group oversees UnitedHealthcare operations and processes on behalf of member employers to drive continuous quality improvement
- **Independent audits** – implementation, financial, claims and clinical
- **Customer service call monitoring** ensuring high quality engagement
- **Pharmacy contract market check** for price competitiveness



“ BHCG membership gives every employer a chance to participate in a strategy that works – and a way to join forces to effectively face the future together. ”

- Todd Teske, *Chairman, President & CEO*, Briggs & Stratton Corporation



Consumer Engagement Support

Access tools and resources to educate consumers and support better decisions

- Best Doctors® – preferred pricing for this premier informed decision-making program that improves treatment outcomes, reduces unnecessary procedures and encourages consumerism
- “A Buyer’s Guide to Health Care” – exclusive professionally produced, engaging videos focused on key consumer accountabilities to share with employees and their families
- Communications Library – professional employee communication materials from vendors and employers for use in preparing communications
- Referral support that is fully integrated with customer service and clinical teams
- Premium designation and tiering videos to drive utilization to high value providers
- Employer communications services – preferred rates for employee benefits communication services from experienced benefits and communication professionals

Networking

Share best practices, strategies and lessons learned

- Monthly Benefits Forum featuring timely topics and roundtable discussions open to all member employers
- Periodic Broker/Consultant Council meetings to provide updates, share direction and strategy
- Opportunities to participate in BHCG leadership meetings and strategy sessions:
 - CEO Executive Committee
 - CEO, CFO, and Executive Steering Committee meetings
 - Benefits Forum
 - Broker/Consultant Council
 - Tier 1 Subcommittee
 - Operational Oversight Subcommittee
- Annual Meeting and Spring Learning Event
- National Alliance of Healthcare Purchaser Coalitions & Midwest Business Group on Health (MBGH) events and programs at reduced fees

Legal Resources

Access exclusive legal resources

- Updates on human resources and benefits law
- Compliance how-tos and best practices information
- Negotiated Administrative Services Agreement
- Preferred rates for legal services



Employer Education & Support

Stay informed with a wealth of resources

- BHCG-sponsored educational forums, seminars and workshops featuring national and local presenters offering valuable in-depth information in key benefits and health care areas
- Employer portal – exclusive online access to Communications Library and membership resource guides
- Leadership videos supporting the value proposition of BHCG membership
- Newsletters – periodic newsletters featuring BHCG news and industry features

DID YOU KNOW?

In 2000 – prior to the formation of BHCG – health care costs in southeast Wisconsin were **55% ABOVE** the Midwest average.

Due to the efforts of BHCG and its partners, BHCG member employers’ costs are now **4% BELOW** the Midwest average, according to the most recent data.

BHCG Mission Statement:

The Business Health Care Group leverages member employer purchasing power and knowledge to lead change. We create value through innovative shared strategies to improve health care quality and cost efficiency for employers, employees and the community.



¹ Dates of Service 1/1/2016-12/31/2016 and paid through 12/31/2016, Limited to members in the Milwaukee, WI member market, Limited to subscribers and spouses only (Excludes dependents). Excludes Catastrophic Claimants >\$100,000 in medical spend, Highly Engaged members have 75% or more of their Premium spend at Premium Tier 1 providers (Quality & Efficient). Low engagement is <75% of the Premium eligible spend. Savings is based on Covered spend (before member cost share) on a per member basis after adjusting for claim risk score

For a complete description of the UnitedHealth Premium® designation program, including details on the methodology used, geographic availability, program limitations and medical specialties participating, please visit myuhc.com®.

Insurance coverage provided by or through UnitedHealthcare Insurance Company or its affiliates. Administrative services provided by United HealthCare Services, Inc. or their affiliates. Health Plan coverage provided by or through UnitedHealthcare of Wisconsin, Inc.

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Want to learn more?

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