



***RIDING THE WAVE  
TOGETHER  
10 YEARS***

# WELCOME!



*RIDING THE WAVE  
TOGETHER  
10 YEARS*

BUSINESS HEALTH  
CARE GROUP  
2013 ANNUAL MEETING

# WHY “RIDING THE WAVE TOGETHER – 10 YEARS?”



A strategy of multi-stakeholder collaboration

- Employers
- Consumers
- Providers
- Brokers/consultants
- Administrator
- Strategic partners

# AGENDA



- Celebrating 10 Years – CEOs' Perspective
  - A Look Back – *Don Davis*
  - A Look at Today – *Richard Meeusen*
- The Year in Review — Outperforming the market
  - *Dianne Kiehl*
- Keynote: Health Benefits Odyssey: The Intersection of Health care Reform and Fiscal Challenges
  - *James A. Klein, President, American Benefits Council*
- Driving Meaningful Change Award Presentation
- Broker and Sponsoring Organizations Awards Presentation

# PAUL RYAN, CONGRESSMAN 1<sup>ST</sup> DISTRICT



# CELEBRATING 10 YEARS – CEOS' PERSPECTIVE



- A Look Back

- **Don Davis**, *Chairman Emeritus of Rockwell Automation*

- A Look at Today

- **Richard Meeusen**, *Chairman, CEO and President of Badger Meter*



DON DAVIS

*Chairman Emeritus of Rockwell Automation*



# CELEBRATING 10 YEARS – CEOS' PERSPECTIVE



- A Look at Today

- **Richard Meeusen**, *Chairman, CEO and President of Badger Meter*



MANY HANDS



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LEADERSHIP &  
GOVERNANCE

# CEO EXECUTIVE COMMITTEE



- **Frank Jaehnert**, Brady Corporation
- **Keith Nosbusch**, Rockwell Automation
- **Paul Purcell**, Robert W. Baird & Company
- **Steve Smith**, Journal Communications

# 2013 STEERING COMMITTEE MEMBERS



- **Wendy Salmon**, Brady Corporation
- **Paul Prickett**, Briggs & Stratton
- **Jeff Kluever**, Journal Communications
- **Dennis Salentine**, BMO Financial
- **Todd Smasal**, Northwestern Mutual
- **Lisa Mrozinski**, Robert W. Baird
- **Susan Schmitt**, Rockwell Automation

# 2014 STEERING COMMITTEE MEMBERS



- **Dennis Salentine**, BMO Financial
- **Wendy Salmon**, Brady Corporation
- **Paul Prickett**, Briggs & Stratton
- **Jeff Kluever**, Journal Communications
- **Lisa Mrozinski**, Robert W. Baird
- **Teri Carpenter**, Rockwell Automation

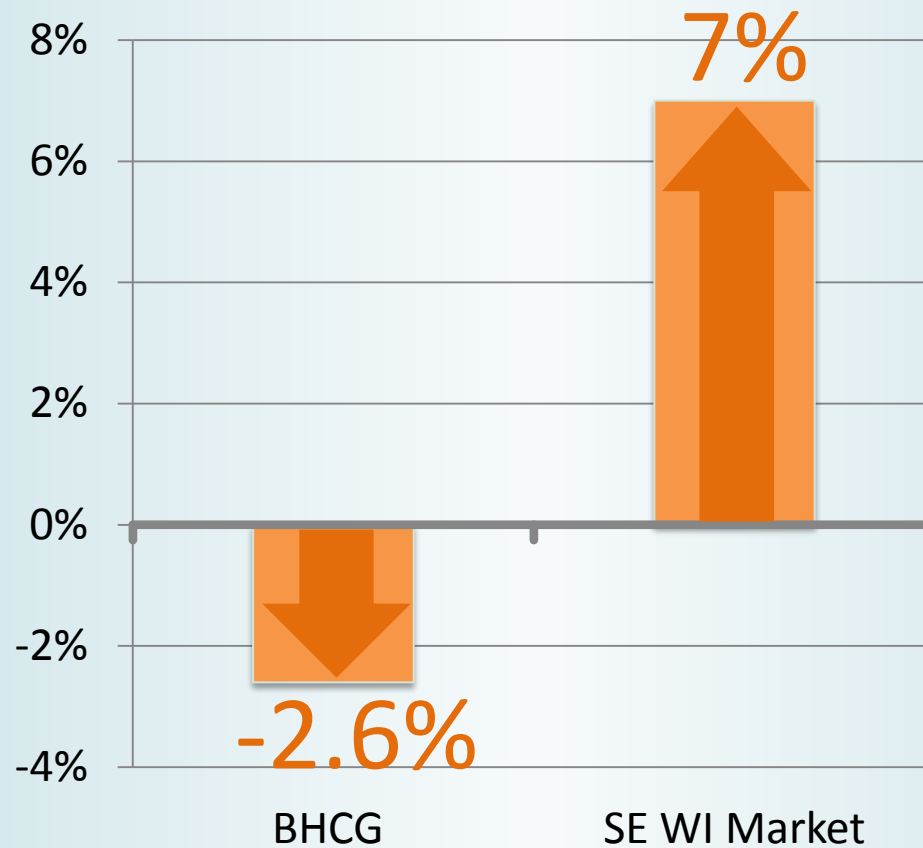
OUTPERFORMING  
THE MARKET



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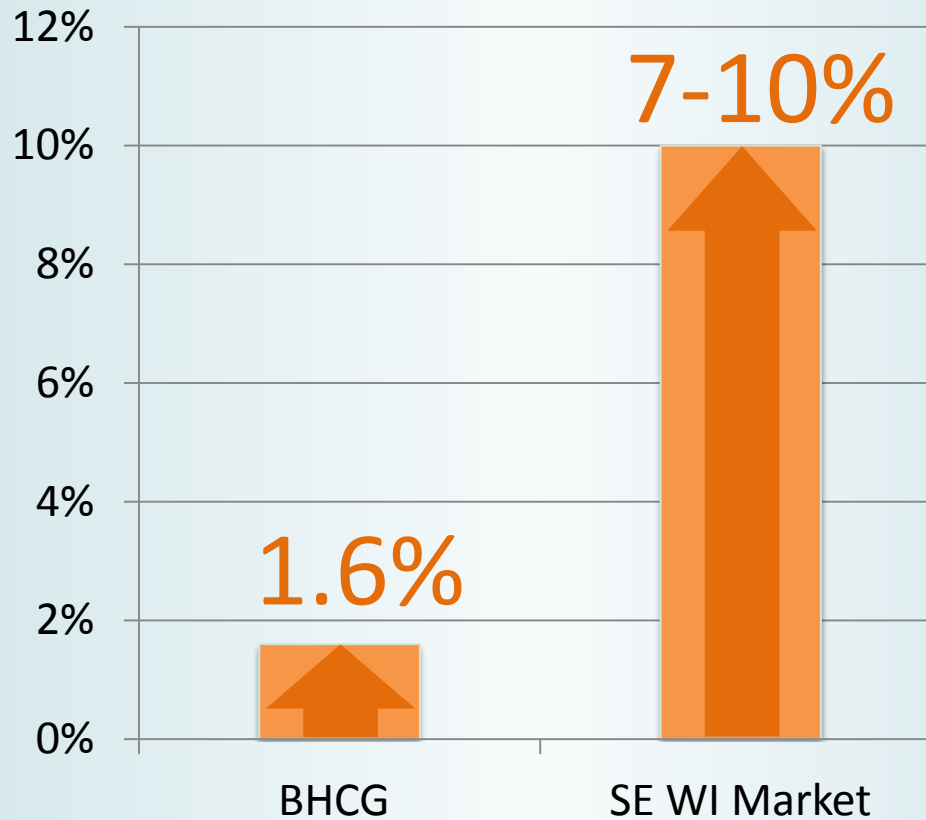
FINANCIAL  
RESULTS

# 2012 BHCG SELF-FUNDED RESULTS





# BHCG SELF-FUNDED 7 YEAR TREND



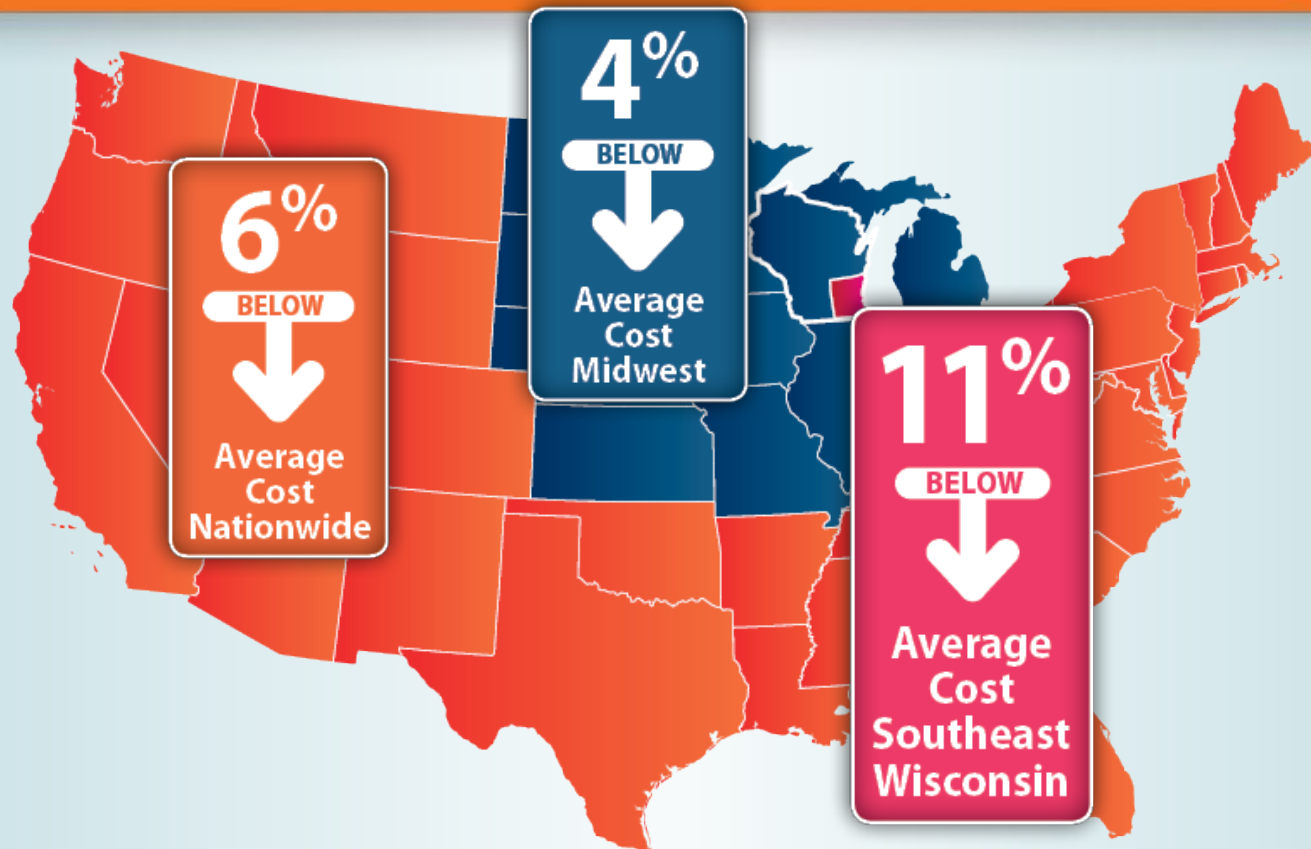
# BHCG SELF-FUNDED EMPLOYER RESULTS



Total savings:

**\$773 million**

# MILLIMAN STUDY\*



2013



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# MAJOR INITIATIVES

# 2013 MAJOR INITIATIVES



1. Strategic Planning
2. Informed Decision Making – Best Doctors
3. QualityPath™
4. Advance Care Planning
5. Behavioral Screening & Intervention

# STRATEGIC PLANNING



- Began February 2012
- Has continued throughout 2013
- Committee Participation
  - CEO Executive Group
  - Steering Committee
  - Provider Contracting Subcommittee
- Industry experts





- Boston-based global health company
- First self-funded groups began implementation 9/1/12
- All fully insured groups, were effective 1/1/13

## Services offered:

- InterConsultation Service
- Ask the Expert
- Explore My Options
- FindBestDoc Service



# BEST DOCTORS<sup>®</sup> RESULTS



- Utilization (*based on first six months of the program*)
  - 359 calls received:
    - 33 InterConsultations
    - 12 Ask The Expert calls
    - 186 FindBestDoc referrals
- Clinical Impact
  - Diagnosis Change – 51% of the cases
  - Treatment Change – 81% of the cases



- A Collaboration with The Alliance in Madison
- Speaking with one voice
- Targeting non-emergent cardiac procedures initially
- Program tenets:
  - Quality thresholds will be determined
  - Variation of facility and physician performance will be determined
  - Formulate strategy to address
- Positive provider feedback

# ADVANCE CARE PLANNING



- Designed to educate providers
  - System improvements
  - Ensure patients make well-informed decisions and communicate wishes
- More than a document
  - Process of understanding and discussions
- Honoring Choices Wisconsin
  - Seven pilot participants
  - BHCG encouraging more provider participations

# BEHAVIORAL SCREENING & INTERVENTION



- Behavioral risks and disorders impact costs, productivity, workers' compensation and disability
- We have:
  - Educated member companies
  - Confirmed BSI is covered
  - Work with Humana to ensure proper payment
- Work with the provider community to encourage consistent BSI as a standard of care

WHAT DOES BHCG  
MEMBERSHIP DELIVER?



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# THE BHCG VALUE PROPOSITION



# THE BHCG VALUE PROPOSITION



- Proven track record
- Dedicated Humana customer service
- Exemplary clinical and claims administrative teams
- Comprehensive oversight of Humana
- Price and performance transparency tools
- Consumer education video modules
- Web2Print
- Share best practices
- Legal and consultative resources
- Up-to-date market and industry news
- Educational forums, Seminars and workshops

JAMES A. KLEIN  
AMERICAN BENEFITS COUNCIL  
PRESIDENT  
SEPTEMBER 25, 2013



# HEALTH BENEFITS ODYSSEY:

## THE INTERSECTION OF HEALTH CARE REFORM AND FISCAL CHALLENGES

2013



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*DRIVING  
MEANINGFUL  
CHANGE AWARD*



JOHN TOUSSAINT, M.D.

# BHCG MEMBERSHIP UPDATE – STRENGTH IN NUMBERS



- **1,132** employer members as of 7/31/13
- **104,979** plan members as of 7/31/13

# CONSULTANT/BROKER AWARDS



Most membership lives placed with the BHC Group in 2012

**The Horton Group**

Most cases placed with the BHC Group in 2012

**May's Insurance**



# SPONSORING ORGANIZATION AWARD



Most groups joining the BHCG in 2012 through a  
Sponsoring Organization

Milwaukee Metropolitan Chamber  
of Commerce



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THANK YOU!