



# What does BHCG Membership get YOU?



**Navitus Health Solutions** – employer clients moving to Navitus in 2018 experienced a **16%** reduction in pharmacy spend on average

**Best Doctors** – ROI for BHCG member employers for 2018 was **2.25:1**



## UTILIZING DATA-DRIVEN STRATEGIES TO IMPROVE HEALTH CARE VALUE

BHCG's best in class employer solutions boost engagement to lower costs, drive better decisions and outcomes and increase employee satisfaction.

**Welldoc** – average cost savings of \$254-\$271 per user per month

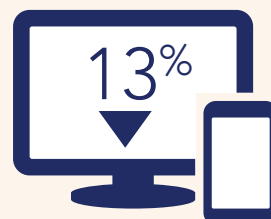


\$254  
- to -  
\$271



**Quantum Health** – new Quantum employer clients saved an average of \$522 per employee per year in the first year

**UnitedHealthcare Premium designation program** – adults highly engaged with Premium providers have shown a **13%** lower spend in 2018\*



# LEADING CHANGE. CREATING VALUE.

The Business Health Care Group (BHCG) is a coalition of committed employers brought together in 2003 by the CEOs of several of Wisconsin's largest employers concerned about the unsustainable increases in costs to provide competitive health care benefits. Leveraging our purchasing power (200,000+ lives) and the collective experience and knowledge of leading employers and best in class strategic partners, we have made remarkable progress in slowing health care cost trend – for our member employers, employees and the community.

Membership in BHCG gives employers, locally and nationwide, an opportunity to participate in moving the market through bold initiatives and to demonstrate responsible corporate citizenship. With robust support and involvement of CEOs, member employers and best in class strategic partners, we are at the forefront of efforts to improve the value of health care – both quality and cost.



**Membership opportunities available in Wisconsin and on a nationwide basis.**

## How and where is the best care delivered?

We use analytics to identify high and low value providers and services that facilitate dialogue with health systems and providers about adopting more effective practice patterns and value-based pricing.

## How do we motivate patients to consume – and providers to supply – only necessary, high value services?

Armed with data, member employers can help individuals make better choices through informed guidance from a number of different sources, including BHCG's best in class strategic partners.



“ BHCG membership puts employers at the forefront of strategies that make a real difference – such as utilizing advanced data analytics to collaborate with health systems to increase health care value.”

- Steven Booth, *President & CEO*, Baird



## Consumer Engagement Resources

Access tools to educate consumers and support better health care decisions

- **Communications Library** – professional employee communication materials from best in class strategic partners and employers for use in preparing communications
- **Referral support** that is fully integrated with customer service and clinical teams
- **Engagement Solutions campaigns** – multi-media marketing and communication strategies including: Premium designation and tiering materials to drive utilization to high value providers; change management toolkit to transform employees into active consumers; and a medically homeless marketing campaign to encourage primary care relationships
- **Opioid Communications Toolkit** – multi-media communication materials to help employers raise awareness of the risks of opioids in the workplace
- **Employer communications services** – preferred rates for employee benefits communication services from experienced benefits and communication professionals



## An Ever-Growing Portfolio of Employer Solutions

BHCG membership offers employers access to preferred rates, performance guarantees and exclusive product offerings from best in class strategic partners in benefits delivery, pharmacy benefit management, advocacy and patient decision-making.

All BHCG solutions and product offerings are optional – giving member employers the flexibility to structure benefits and resource utilization as they see fit.

### Tap into powerful strategic partnerships

- **Navitus Health Solutions®** – transformative pharmacy benefit management aligned with employer needs featuring 100 percent pass-through of all rebates and revenue to offer the lowest net cost in the industry
- **Quantum Health®** – single point of contact care coordination, navigation and patient advocacy services using a research-driven, behavioral approach for a better consumer health care experience and lower costs
- **Best Doctors®** – premier informed decision-making program that improves treatment outcomes, reduces unnecessary procedures and encourages consumerism
- **Welldoc®** – personalized diabetes management utilizing a clinically-validated digital therapeutic to deliver measurable clinical and financial results
- **More employer solutions in development**



## Single Medical Plan Administration

UnitedHealthcare® offers BHCG member employers a competitive and broad network featuring:

- **High value provider identification** through the Premium® designation program
- **Exclusive access** to the Tier 1 program that provides benefit incentives for Premium care provider utilization
- **Dedicated and enhanced customer service** including designated clinical team
- **Market leading consumer engagement tools**



## Legal Resources

Access exclusive legal resources

- **Negotiated Administrative Services Agreement** for BHCG's best in class strategic partners
- **Preferred rates for legal services**
- **Periodic symposiums** featuring timely topics in benefits law by leading legal professionals



## Collaboration, Education & Support

Get in-depth information, drive continuous improvement and share best practices

- **User Groups** – collaboration with best in class strategic partners as the employer voice to enhance programs and advocate for additional resources, education and a greater understanding of core products
- **BHCG-sponsored educational forums, seminars and workshops** featuring national and local presenters that offer valuable in-depth information in key benefits and health care areas
- **Delivering Value Series** symposiums designed for employers, their advisors, providers and other health care and benefit stakeholders to gain in-depth knowledge about innovative employer solutions
- **Opportunities to participate in BHCG leadership meetings and strategy sessions**
- **National and regional events and programs at reduced fees**

## 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.



\* When compared to adults with low utilization of Premium providers, after adjusting for high cost claimants and claim risk differences.

Dates of Service 1/1/2018-12/31/2018 and paid through 12/31/2018 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](http://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.

## Want to learn more?

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