

Business Health Care Group



BHCG MEMBERSHIP A Focus on Value



PROMOTING RESPONSIBLE CORPORATE CITIZENSHIP

The US health care system is highly inefficient with fragmented, uncoordinated care and growing provider consolidation. No single employer in our region can negotiate better prices or successfully advocate for more efficient health care delivery on their own.

Business Health Care Group transforms employers' collective purchasing power into a significant market force to actively increase the value of health care and promote continuous improvement in our region for the benefit of all – employers, employees, dependents and the community.

Utilizing Data-Driven Strategies to Improve Health Care Value

Wisconsin Health Information Organization (WHIO)

BHCG is a major supporter of WHIO, the largest health care claims data source in Wisconsin, spanning the continuum of care and representing claims from more than 73% of the population. BHCG uses WHIO's all-payer claims database in efforts to increase the value of health care in Wisconsin.

BHCG/GNS Healthcare Physician Value Study

BHCG has commissioned an ongoing study in partnership with GNS Healthcare to evaluate the value of care provided by physicians throughout Wisconsin. The Study provides actionable data to assist with patient steering and provider contracting efforts and uses claims data available through WHIO – Wisconsin's most trusted claims database.

PHYSICIAN VALUE STUDY RESULTS

What are we leaving on the table?

If Wisconsin physicians (PCPs and specialists) in the first BHCG/GNS study (2017 data) performed similarly to their peers who performed above the 50th percentile for cost of care; or if patients were steered to physicians that performed above the 50th percentile for costs, the potential annual cost savings would be:

\$394,500,000 For PCPs

\$100,000,000 For specialists

RAND Hospital Price Transparency Project

The RAND Project is an ongoing, national, employer-led initiative to measure and publicly report the prices paid by commercial payers for hospital care. The Project provides hospital price transparency so employers can use the results to become better-informed purchasers of health care. BHCG member and non-member employer groups are significant data contributors to ongoing Project efforts.

RAND 3.0 – Room for improvement in Wisconsin

RAND 3.0 Study results released in 2020 showed:

- Prices paid to Wisconsin hospitals were nearly three times what Medicare would have paid
- Wisconsin had the third highest prices for professional services and is in the top ten of the most expensive states in the country for hospital services

LEADING CHANGE. CREATING VALUE.

The Business Health Care Group (BHCG) is a coalition of committed employers brought together in 2003 by CEOs 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, dependents 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 employer representatives 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 health care 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, *Chairman, 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
- **Improved Member Experience** – primary care engagement, easy-to-use app and portal, concierge phone support and year-round communications through Centivo
- **Multi-Media Marketing Campaigns** – communication strategies including: a 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 Communication 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, data analytics, 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

- **Centivo®** – broad, intermediate and narrow provider networks, efficient claims processing, advanced cost controls, concierge-level member service, employer analytics and integrated stop loss to offer more affordable and predictable costs and a better health plan experience
- **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
- **Artemis® Health** – tools and support to analyze health care and benefits spending, find data insights, and make data-driven decisions
- **Best Doctors® by Teladoc®** – 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
- **We continually look at identifying best in class strategic partnerships**



BHCg-Centivo High-Performance Primary Care-Centered Health Plan Solution

Offer a more cost effective, competitive health plan with high levels of patient satisfaction

- **Employer-aligned** health plan with best in class TPA services (claims management, utilization and case management), integrated pharmacy and discounted stop loss rates
- **Fully transparent** value-based network contracting focused on increased health care value
- **Coordinated care management** through incentivized use of primary care to get the right treatment at the right time
- **Flexibility** – broad-based, narrow and multi-state network solutions and employer-chosen benefit design
- **Great member experience** featuring coordinated care, an enhanced benefits program and predictable costs
- **Exclusive five-year contract with highly competitive and fully transparent administrative fees**



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**



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

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.



Want to learn more?

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