



HEALTH CARE *Reimagined*

2022 BHCWG ANNUAL MEETING

Today's Agenda

9:00-9:05	Welcome
9:05-9:15	Presentation of <i>Paul Purcell Leading Change, Creating Value Award</i>
9:15-9:20	Strategic Alignment/Misalignment & Transformation
9:20-9:35	Panel: C-Suite Perspectives on BHCG-Centivo High-Performance Health Plan Model
9:35-10:10	Panel: Win at Recruitment & Retention
10:10-10:50	Panel: Importance of Data in Driving Health Care Value
10:50-10:55	On-Site/Near Site Clinic & Level-Funded Products
10:55-11:00	Closing Comments



2022 BHCG Annual Meeting Title Sponsor



Thank You, Health Care Providers!

For your dedication, hard work and sacrifice in these challenging times





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*2022
Paul Purcell Leading Change
Creating Value Award*

2022 Paul Purcell Leading Change Creating Value Award

Congratulations to:

John R. Raymond, Sr. MD
President & CEO
Medical College of Wisconsin

Presented by Rodney Jones-Tyson
Global Chief Human Resources Officer
Baird





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Strategic Alignment Collaboration

BHCG/Health Care Provider Collaboration

- An evolving journey and important partnership with health systems, provider groups and physicians
 - Direct dialogue between employer community and health care providers
 - Embracing better alignment & accountability
- Data-Driven approach to:
 - Address significant differences in cost-effectiveness not linked to measurable differences in quality
 - Address medical homelessness
 - Reward value, not volume



BHCG – Demonstrating Responsible Corporate Citizenship

- Commissioned two iterations of statewide GNS Healthcare Physician Value Study used by:
 - Wisconsin Health Information Organization (WHIO) to create Physician Value Reports
 - Centivo to develop the high-performance health plan networks
- Providing substantial support (\$100,000+) to Sixteenth Street Community Health Centers (annual golf outing; event sponsorship)





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Strategic Misalignment

At Aurora St. Luke's in Milwaukee,
an **M.R.I.** costs United enrollees ...

\$1,093

if they have United's HMO plan.

\$4,029

if they have United's PPO plan.

** Source: The New York Times, August 22, 2021*

Centivo's contracted price for MRIs is <\$1,000, in general



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Insurer Profits - A National Problem*

- **\$34 billion** in insurance company (UnitedHealthcare, Anthem, Aetna, Cigna) operating profits in 2021
 - **UnitedHealthcare - \$12 billion**
 - **Anthem - \$7.5 billion**
- **9.7% increase in U.S. health care spending** in 2020 to a record **\$4.1 trillion**, representing **19.7% of GDP**
- **U.S. ranks worst among rich nations in patient outcomes**

**Source: Inc. Magazine, May/June 2022*



Insurer Profits - The Wisconsin Picture*

In 2021:

- Anthem Blue Cross Blue Shield of Wisconsin
 - **\$111 million in net income**
 - **13.5% profit margin**
- UnitedHealthcare
 - **\$653 million in net income**
 - **6.9% profit margin**

* *Source: Wisconsin Health News, May 23, 2022*



"You're never going to see UnitedHealth saying, 'Next year, we're going to reduce our earnings and reduce our profits to help the health care system operate more efficiently.' It's the opposite."

"You don't have to be a rocket scientist to figure out what's going on. They're taking that savings. We want to give those savings directly to the actual people paying the bills. And those are the large self-insured employers."

-- Transcarent Founder and CEO Glen Tullman*

**Source: Inc. Magazine, May/June 2022*





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Strategic Alignment Transformation

The Solution – the BHCG-Centivo Model

- High-performance solution utilizing a primary care provider-centric model
- Local employers exercising their collective voice and engaging directly with health care providers to improve quality and cost efficiency of health care
- Keep health care profits in Wisconsin
- Strong commitment to support Wisconsin business community, health systems, provider groups and physicians



Redeploying Savings

Current market – Status Quo:

- Employer plans pay **83%*** of medical and Rx claims
- Members pay **17%** - which means average spending of about **\$4,000/year** for a family of 4
- The out-of-pocket cost is in addition to the paycheck contribution to be in the plan

High-Performance Model:

- Employer plans pay **91%*** of medical and Rx claims
- Members pay **9%** - which means a **SAVINGS** of over **\$2,000/year** for a family of 4
- With a lower plan cost so employers and member pay less monthly for the plan

* Sources: national benefit consultant cost survey; Centivo BoB data





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Panel Discussions

Panel Discussion :

C-Suite Perspectives on BHCG-Centivo High-Performance Model

PANELISTS:

Daniel Cahalane

President & CEO, American Roller Company

Aldo Bonfiglio

Vice President, Boucher Automotive Group

MODERATOR:

Dave Osterndorf, *BHCG Strategic Consultant & Chief Actuary, Centivo*



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Panel Discussion :

Win at Recruitment & Retention

PANELISTS:

Rodney Jones-Tyson

Global Chief Human Resources Officer, Baird

Todd Smasal

Director, Total Rewards, Northwestern Mutual

Tom Ingman

Director, Human Resources, American Roller Company

MODERATOR:

Stephanie Argentine, *Chief People Officer, Centivo*



Panel Discussion :

Importance of Data in Driving Health Care Value

PANELISTS:

Dana Richardson

CEO, Wisconsin Health Information Organization

Janet Lucas-Taylor

Senior Director Employee Benefits, Northwestern Mutual

Greg Brusko, DO

Chief Clinical Officer, Ascension Wisconsin

Lisa Mrozinski

Director of Total Rewards, Baird

Paul Pritchard, MD

Vice President and Chief Quality Officer, Prevea Health

MODERATOR:

Dave Osterdorf, BHCG Strategic Consultant & Chief Actuary, Centivo



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Recognition

2022 New BHCG Member Employers

- American Roller Company
- The Boucher Group, Inc.
- Food For Health
- The Guardian Life Insurance Company of America
- Hydrite Chemical Company



2022 Executive Steering Committee

- **Linda Bloomer**
Bemis Manufacturing
- **Carla Nelson**
Kohl's
- **Maureen Kennedy-Harlan**
Rockwell Automation
- **Monica Hinek**
Charter Manufacturing
- **Janet Lucas-Taylor**
Northwestern Mutual
- **Lisa Mrozinski**
Baird
- **Bonny Ryan**
Molson Coors Beverage
- **Dennis Salentine**
BMO Financial Group
- **Daniel Velicer**
Kohler Co.



Thank You!

- Retired Executive Steering Committee Members
 - Teri Carpenter, Rockwell Automation
 - Jim Sheeran, Molson Coors Beverage Company
- Former Executive Steering Committee Member
 - Bethany Keller, Kohl's
- Greater Milwaukee Business Foundation on Health
- Title Sponsor: Centivo
- Exhibitors: Artemis Health; Navitus Health Solutions; Quantum Health



Why Become a BHCG Member Employer?

- Employee recruitment & retention
- Direct engagement with health systems & provider groups
- Power of the collective employer voice
- Leverage employer purchasing power



Upcoming 2022 Delivering Value Series Symposiums

- **June 29** – BHCN-Centivo Onsite/Near Site Product (specialists referral portal)
- **July 20** – Artemis Health (advanced benefits analytics)
- **TBD** – John Barlament, Reinhart Boerner Van Deuren s.c. (hot topics in benefits law)
- **TBD** – Navitus Health Solutions (pharmacy benefits management)
- **TBD**– Quantum Health (consumer navigation and care coordination)



Hope to See You!

- Fifth Annual BHCG Golf Outing benefitting *Sixteenth Street Community Health Centers*
 - Thursday, August 18 at Ironwood Golf Course
 - More information and registration available at bhcgwi.org
- BHCG 20th Anniversary Celebration - 2023
 - Watch for more information

