



Purchaser Business
Group on Health



Introducing PBGH

The value of membership



Purchaser Business
Group on Health

Agents for Change – PBGH Members (partial list)





Purchaser Business Group on Health

- 40 members
- Private employers & public agencies
- \$350B spend
- 21 Million Americans



Advancing Quality



Driving Affordability



Fostering Health Equity

EXPERTISE APPLIED ACROSS ALL STRATEGIES:

Measuring What Matters | Policy and Advocacy | Payment Reform | Care Redesign | Health Equity

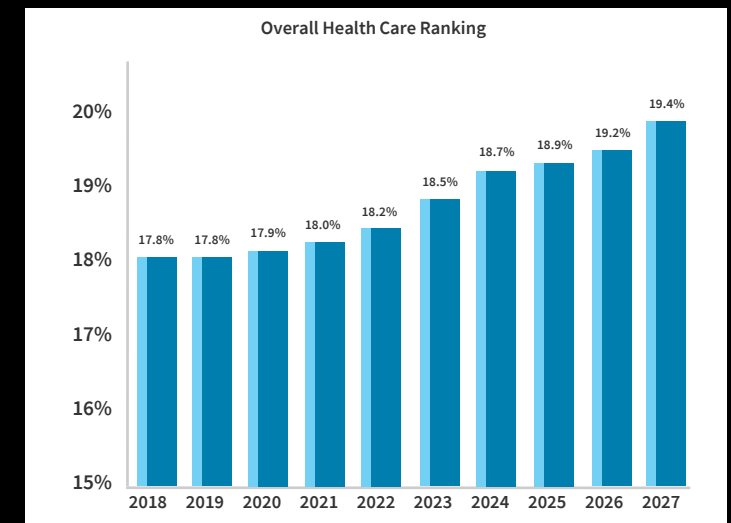
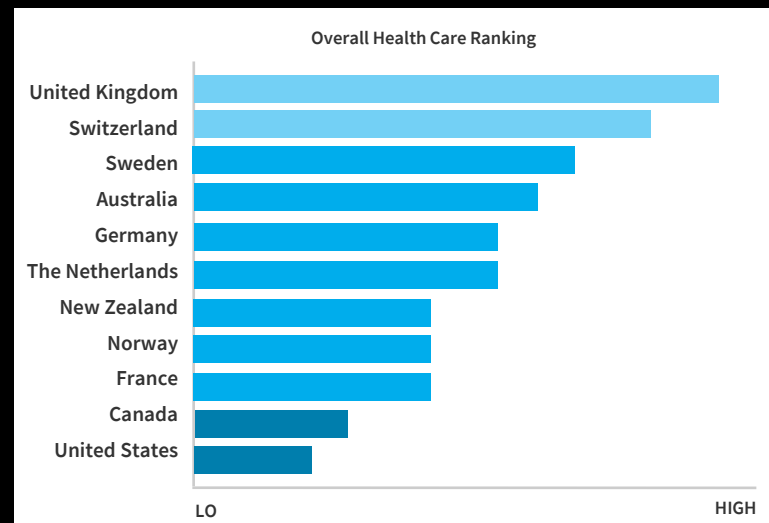
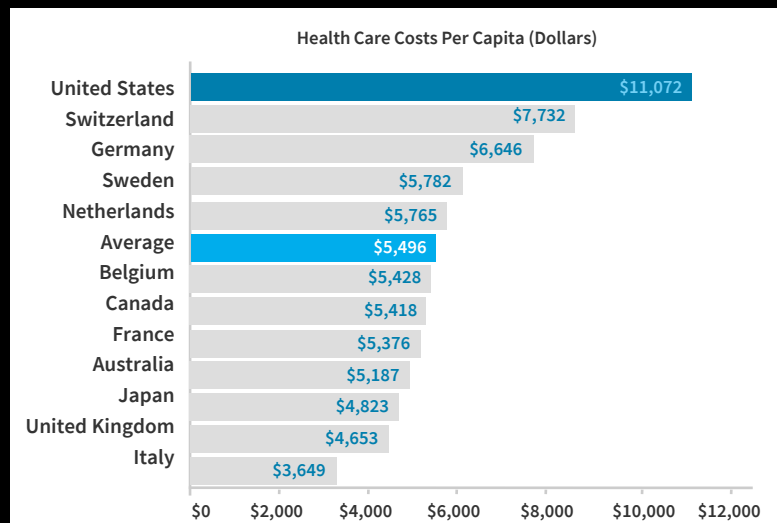
Health Care Costs and Their Impact on the U.S. Economy

Rising health costs are not buying quality care. The problem is accelerating.

U.S. health care spending is almost **TWICE** the average of other wealthy countries

U.S. health care quality ranks **LAST** among wealthy countries

\$1 in \$5 will be spent on health care as a percentage of GDP



Organisation for Economic Co-operation and Development, OECD Health Statistics 2020, July 2020. pgpf.org ©2020 Peter G. Peterson Foundation.

K. Davis, K. Stremikis, D. Squires, and C. Schoen. Mirror, Mirror on the Wall: How the Performance of the U. S. Health Care System Compares Internationally, 2014 Update, The Commonwealth Fund, June 2014.

Centers for Medicare & Medicaid Services. National Health Expenditure Projections 2018-2026. Forecast Summary and Selected Tables.

The Cost to Businesses and Families

Health care costs drag on both business growth and household income.



Every 10% increase in health care costs results in about 120,800 fewer jobs and \$28 billion in lost revenue.

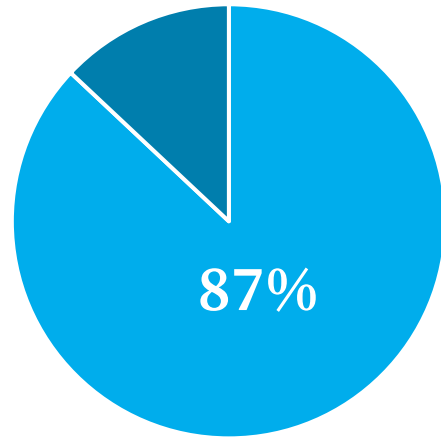
If health care costs merely tracked the rate of inflation between 1999 and 2009, instead of exceeding it, the average American family would have had an additional \$450 per month to spend on other priorities.

Sood, Neeraj, Arkadipta Ghosh, and Jose J. Escarce, Health Care Cost Growth and the Economic Performance of U.S. Industries. Santa Monica, CA: RAND Corporation, 2009. https://www.rand.org/pubs/research_briefs/RB9465.html.

Auerbach, David I. and Arthur L. Kellermann, How Does Growth in Health Care Costs Affect the American Family?. Santa Monica, CA: RAND Corporation, 2011. https://www.rand.org/pubs/research_briefs/RB9605.html.

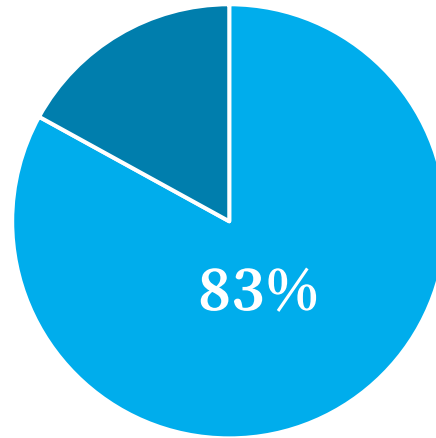
Every Business is in Health Care Now

The C-Suite is Taking Notice



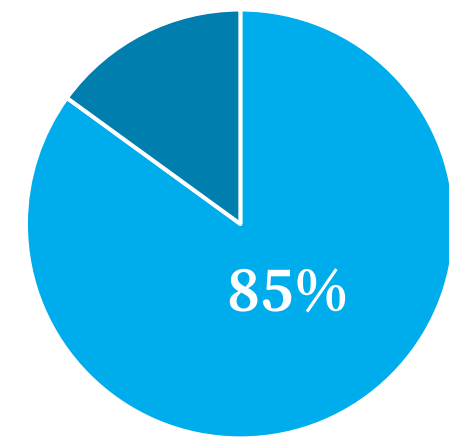
Believe that **the cost of providing health benefits to employees will become unsustainable** in the next 5 to 10 years.

They See a Failed Market



Believe a **greater government role in providing coverage and containing costs would be better for their business.**

They Also See Potential — But They Need Options



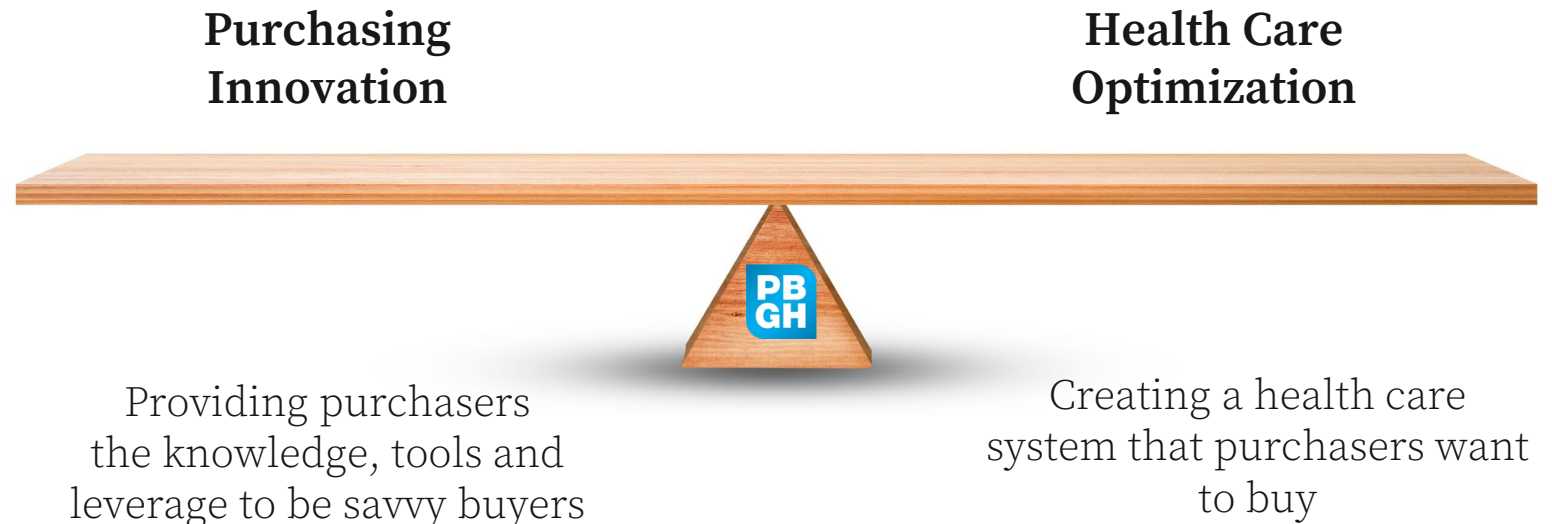
Agreed that **employers collectively can change health care cost** to a moderate or considerable extent.

Our Priorities Directly Relate to the External Market

Market Reality

- Unsustainable costs
- Uneven quality

PBGH addresses the problem from both sides.



PBGH Market Solutions: Our Strategic Approach

PBGH uses a multipronged approach to get results for our members. We enable the **INNOVATIVE PURCHASING** of **QUALITY** health care.



Care
Redesign



Direct
Contracting



Strengthening
Mental Health



Reducing
Pharmacy Costs



Payment
Reform

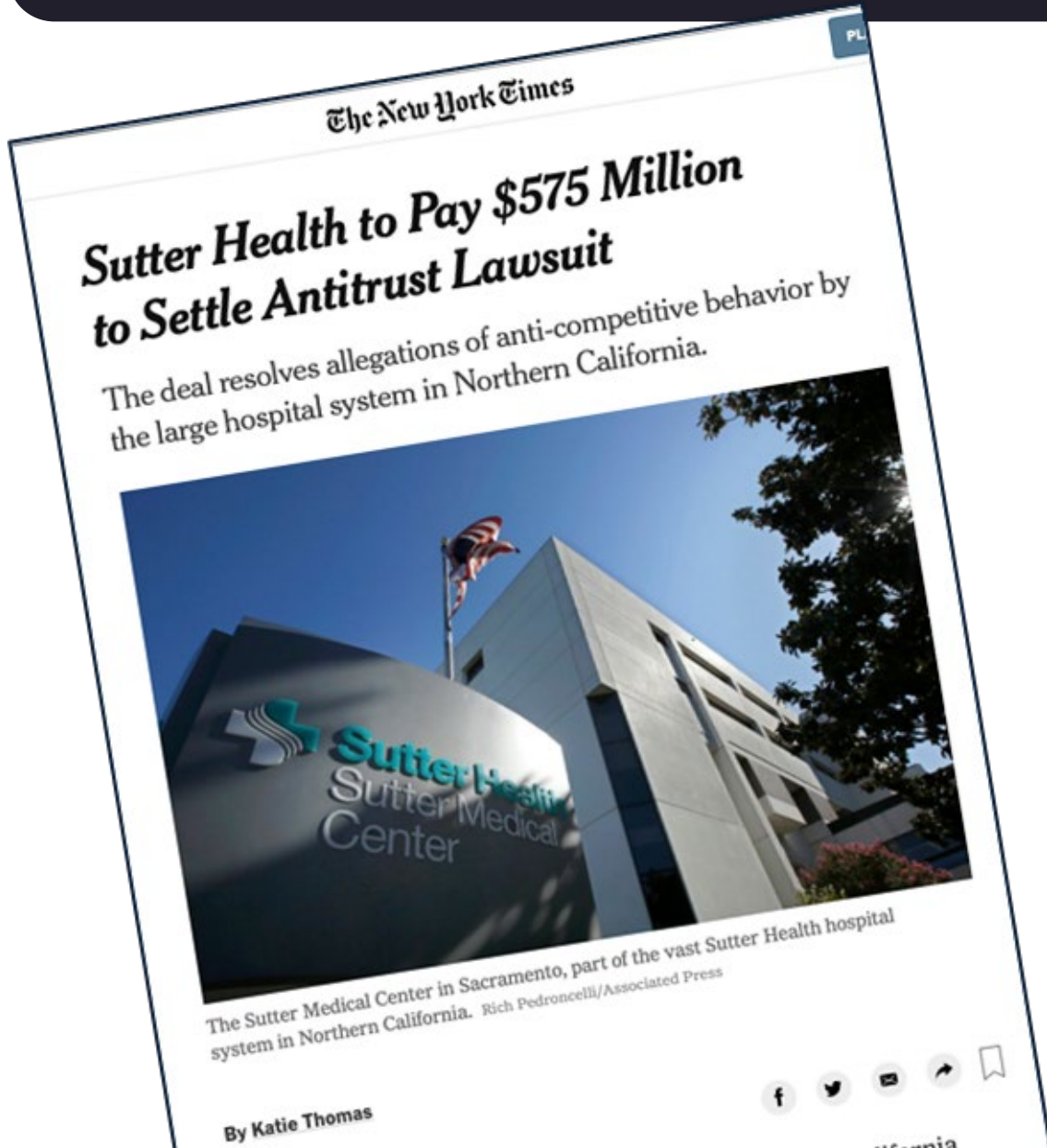


Measuring
What Matters



Influencing
Policy

Taking on the Tough Fights – And Winning!



The Windfall for Purchasers

- **\$575 million** settlement
- Estimated average payout for overpayment per organization: **\$243,000**
- **Potential greater dollar value to employers and purchasers – the 10-Year injunctive relief:**
 - Limits chargemaster increases
 - Reduces surprise billing
 - Prevents all-or-nothing contracting practices

Vendor Management: Advanced Products and Services

PBGH helps members vet technology solutions and eliminate intermediaries with conflicts of interest



Vendor Showcases



Innovation Lab



Health Value Index



Negotiating Alliance



Emsana RX



Emsana Care

Combining Forces to Push the Market

Percent spent on primary care is decreasing

- Only 5.6 – 8.0% of total spend
- More dollar spend on primary care but not keeping up with total spend increases

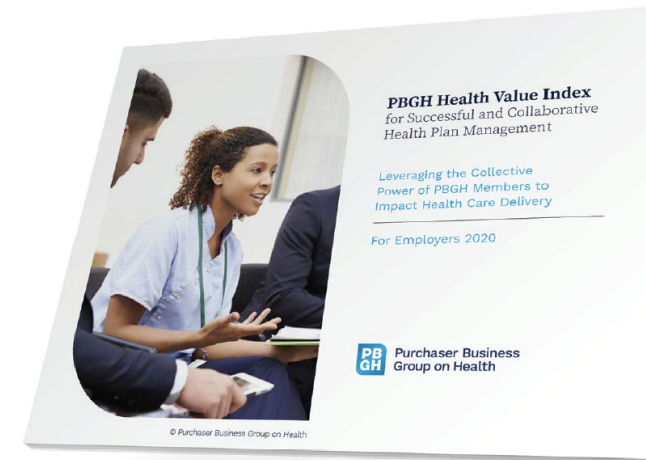
Unwarranted variation with use of low-value care

- Most plans did not report stating that their **contracts with providers do not permit reporting**
- Unnecessary low back imaging ranges from 0-44% for Anthem
- Even Kaiser shows variation ranging from 0-18%

All results for depression screening and use of collaborative care codes were dismal

- Reflects major opportunity for integrated behavioral health and primary care

30 PBGH members (and counting) have aligned to demand what they need from plans.



Shared Quality and Accountability Standards



Performance Insights and Benchmarking



QI and Technical Assistance

Health Value Index 2.0 Metrics

Primary Care

- % of primary care spend
- **PBGH Advanced Primary Care Measure Set**
- Use of behavioral health integration codes (CPT)

Mental Health

- % screened for depression (PROMS)
- Depression remission rates (PROMS)
- Payment for collaborative care codes or depression screening
- **Screening for perinatal and post-partum depression**

Low-Value Care

- Inappropriate imaging
- **High-cost cardiac procedures**
- High-frequency procedures

Pharmacy

- Targeted measurement of high-volume biosimilars and site of care for select medications

Health Equity

- **% of population for which demographics are collected**
- **Assess plan approaches to addressing health disparities, including stratification of quality measures**

Maternity

- **Maternal outcomes (C-Section, Low Birth Weight) by race/ethnicity**

Telehealth

- **COVID-related utilization impact in primary care; high-value telehealth**

* New 2022 measures in red.

Emsana: Innovation by Employers, for Employers



em|sanaRx

For companies that want to reduce wasteful drug spending, EmsanaRx is a **pharmacy benefit manager (PBM) that allows employers to negotiate and access direct deals from pharmaceutical manufacturers and retail/online pharmacy distributors.**

Unlike most PBMs, EmsanaRx offers employers control, flexibility and 100% cost transparency.

em|sanaCare

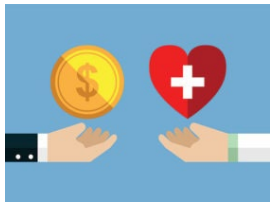
For companies that want to improve the health and productivity of their workforce, EmsanaCare offers employees a **VIP Access Pass and simple texting service that makes it easy to find and access the best care.**

Unlike most navigation companies, we collect real-time patient and provider data for hyper-personalized recommendations and enhanced results.

There will be additional new companies developed.

Issue-Focused Member Groups

PBGH offers members a range of focused groups delivering deep-dive information and opportunities for engagement.



ACO
Workgroup



PCP Payment
Reform
Workgroup



Membership
Committee



Behavioral Health
Advisory Group



RX Discussion
Group



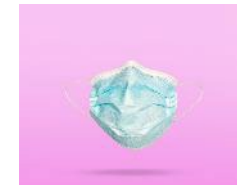
Policy Group



Membership
Committee



Policy Leadership
Group



COVID Updates &
Member Roundtable

What makes PBGH effective?



Employer/purchaser only
keeps the mission pure



Market leverage
you can't achieve on our own



Actionable insights and tools
that help you hold vendors accountable

What Will Membership Do For Me and My Company?



...saves you money by **bending the market** in favor of employer interests

- Health Purchaser Playbook brings together large employers to **demand high-value care**
- ECEN saved three participating members over **\$20M**
- Waste-free Formularies program reduced spending by up to **24%**

...helps get your employees **higher quality care at a lower cost to you**

- Increased productivity, retention and employee satisfaction
- Reduced absenteeism and presenteeism






...keeps you **current and competitive** with the nation's largest corporations

- Sharing best practices
- Cutting-edge solutions and insights into where markets are going
- Instant tactical responses (i.e. COVID)

...provides you with **access at the highest levels of government**

- Injects your viewpoints into both federal and state policy discussions
- Influences laws to employers' benefit

Why the Largest, Most Innovative U.S. Corporations Choose PBGH

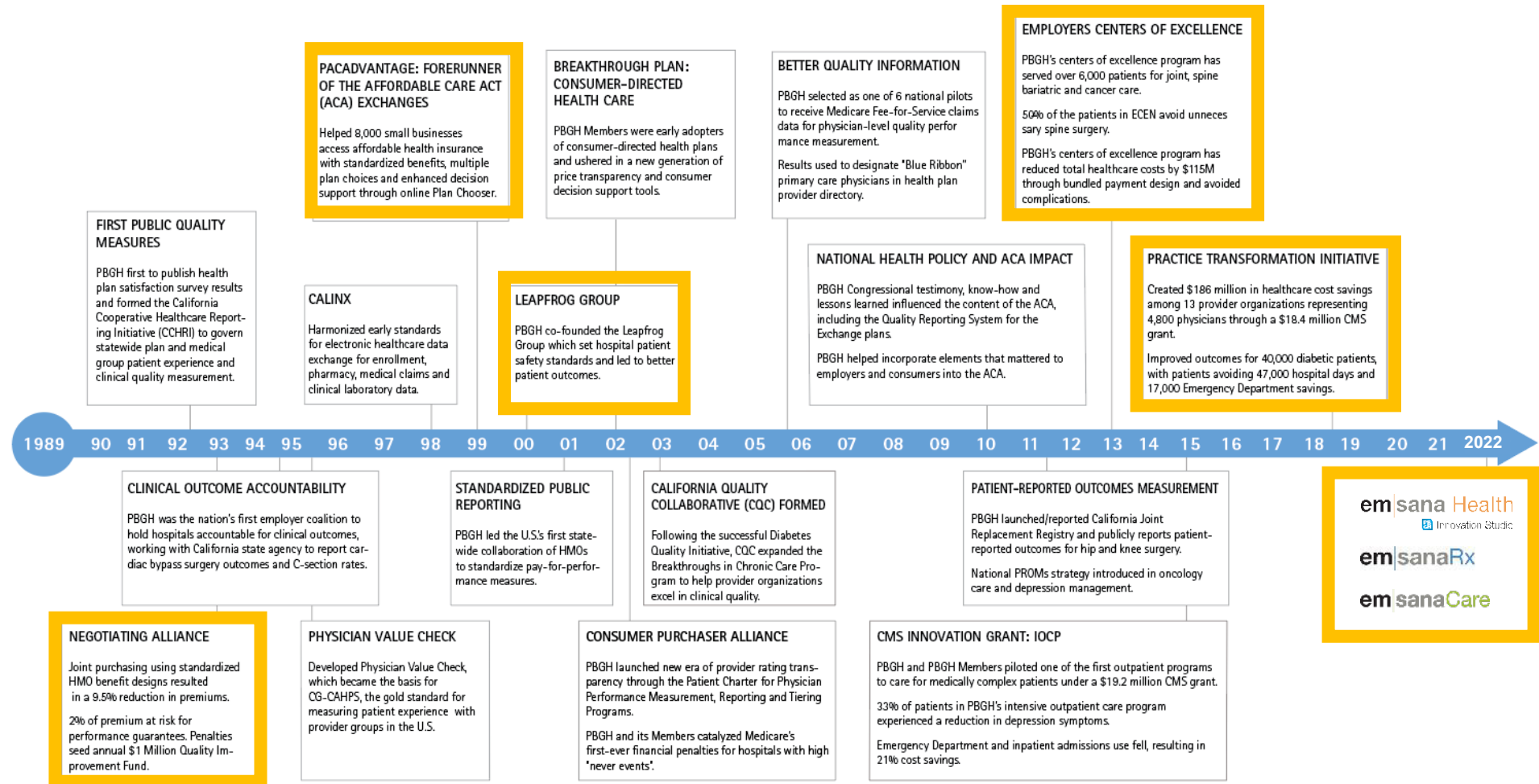
					
National Reach	+	+	+	+	+
Peer-to-Peer Networking	+	+	+	+	+
Industry Benchmarking	+	+	+	-	+
Purchaser Only	+	-	-	-	+
Direct Care Redesign	+	-	-	-	-
Vendor Accountability Consulting and Tools	+	-	+	-	-
Public Policy/ Voice	+	+	+	-	-
Successful Market Pilots	+	-	-	-	-
Employer-Designed Products	+	-	-	-	-

30 Years of Meeting our Mission



Vision: A health care system driven to deliver the best health outcomes, experience, equity and affordability for consumers and purchasers

Mission: To be a change agent creating increased value in the health care system through purchaser collaboration, innovation, and action and through the spread of best practices



Making Your Voice Heard

The New York Times

WSJ

STAT

Bloomberg



npr

The Washington Post

KHN
KAISER HEALTH NEWS

FORTUNE

Voicing member concerns:

- Drug costs
- Hospital costs
- Price transparency
- Market consolidation
- Payment reform
- Surprise billing
- Predatory business practices

AXIOS

POLITICO

U.S. News
& WORLD REPORT

Medscape

Los Angeles Times

yahoo!
finance

yahoo!
news

HealthAffairs

THE HILL

Modern
Healthcare

msn Money

REUTERS

MarketWatch

CNBC

BUSINESS
INSIDER

Harvard
Business
Review

Why PBGH: What You Value about PBGH

“Quality, innovation and disruption”

“Insights”

“Good place to vet proposed solutions”



“Consultation”

“Convener of like members”

“Safe place to speak my mind”

“Education on issues”

“Quality of services”

“Solutions for my strategic needs”

“Confidential sounding board”

“The Playbook”

“Trusted, unbiased source of truth, no conflicts of interest”

“Take theory and turn it into action”

Join Us



“PBGH brings all kinds of cutting-edge information and programs that have been absolutely instrumental for Walmart and other employers in lowering our health care costs.”

Lisa Woods
Vice President, Physical and Emotional Wellbeing



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