



Plug n Play for Value™

DATA ■ RESULT ■ DELIVERY ■ IMPROVEMENT
VALUE-BASED HEALTH

Report to The Alliance [Madison WI]
Provided by
Center for Health Value Innovation

The Center for Health Value Innovation wishes to thank The Alliance and Pfizer for the opportunity to present the concepts of value based (VB) design for improved health outcomes and cost efficiency.

We wish to thank the collaborative teams from The Alliance and Pfizer for their time and talent in coordinating the workshop—and exploring additional ways to work together in the future.

The Center is only as good as the innovators, such as the members of the collaborative teams, who are committed to providing evidence of the quality and cost-efficiency of value-based health designs. Together, we can improve the health of individuals and the financial sustainability of health care purchasers.

To your health!
Center for Health Value Innovation

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Executive Summary

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Overview of Report

- This report highlights the key findings, small group and large group learnings, and potential next steps from the Plug n Play for Value™ presented to The Alliance on July 17, 2007.
- Addenda include the invitation, the evaluation and collected comments from participants.

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The Plug n Play for Value™ Engagement

- Understand the geographic and employer-centric imperatives for change
 - In Madison: cost inflation and total health management concepts
- Understand the employer-specific drivers for change
 - Accomplished through conference calls with The Alliance, The Center for Health Value Innovation, and Pfizer
 - Enhanced by pre-workshop survey completed by attendees and analyzed by the Center to assess:
 - Data available and segmented for priorities
 - Alignment of benefits philosophy to corporate goals
 - Trends of cost/health drivers; ability/competency to make changes
 - Support of upper management
- Train for framework of investment decision-making, then understand the key pull-through strategies necessary to support the shift to VB design
 - 3 modules were guided by facilitators
 - David Hom provided feedback to the module reports
 - Additional discussion questions and steps for implementation/potential design change for 2008



Key Takeaways

- The model—including TPAs/Health Plans, PBM and consultants—was new
 - Fostered immediate dialogue between attendees and with facilitators
 - Created actionable next steps in health management
- The attendees were a mix of self-insured and fully-insured companies and their TPAs/consultants, which lead to at-the-moment discussions regarding potential change
- Respondents to the pre-survey have a lot of information and condition management programs, but the info and results are not integrated for a Total Health Management perspective
- Attendees need help in identifying opportunities and using new tools/resources for management
 - Data integration and/or prioritization for better visibility of total health costs
 - Connection to other employers who have succeeded in investing in the health of their workforces
 - Tools for improved collaboration and contracting with key vendors/health plans, and disease management organizations



Key Takeaways, continued

- The Interactive Format was well-received
 - 75% said their goals were met; 78% said the workshop was good to excellent
 - 67% said they were likely to highly likely to implement concepts within 12 months
 - Expansion of the storyline beyond Pitney Bowes experience reinforced the value of value-based designs
 - Onsite and at-the-moment feedback refined actionable steps
- The seminar can be sharpened
 - 70% said facilitation was good to excellent;
 - Consider more full-group engagement
 - Create a “straw-company” benchmark for attendees to work through [this will be dependent upon submission of claims, etc.]
 - Provide structure with “frequently asked questions”
 - Focus Q/A so that agenda scheduling can be met
- The Alliance can be a focal point for collaboration
 - Working with the Center for data collection and interpretation
 - Providing ongoing communication for community-based health improvement
 - Attracting others into the collaborative community and therefore amplifying the value-based successes along with the Center



Potential Next Steps

- Respondents indicated 2 top-line items for continuing value-based innovation
 - Connection to others and
 - Tools and templates to inform their decisions.

As a response, the Center suggests the following:

- Create a data benchmark for the coalition/members that can serve as a starting point for measuring progress
- Create a social network for employers that supports collaborative learnings and efforts that propel value-based designs
- Create ongoing communication with Coalition leaders for rapid response to members, national inquiries, etc.
- Identify and supply HRA to those members who have requested it.

For more information, please contact the Center at <http://vbhealth.org>



For further information, please contact

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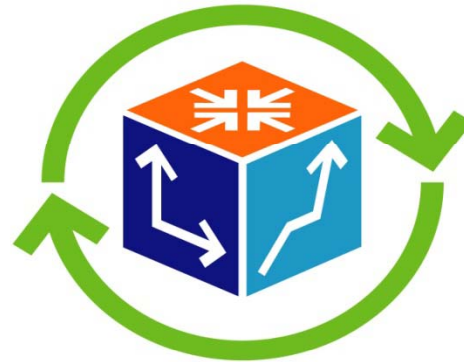
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