

THE ALLIANCE

Employers moving health care forward



**The National Bundled Payment
Summit: *QualityPath*[®] to Higher
Value**

June 4, 2015

Today's Discussion

- > Brief overview of The Alliance
- > Our “theory of change” and the critical role for employers
- > *QualityPath*[®] as a way to accelerate progress

THE ALLIANCE

Mission: To move health care forward by controlling costs, improving quality and engaging individuals in their health.

> What We Do

As a health care cooperative, The Alliance negotiates directly with hospitals and clinicians on behalf of employers, considering both cost and quality.

> Our Members

The Alliance represents more than 240 employer members covering more than 100,000 individuals.

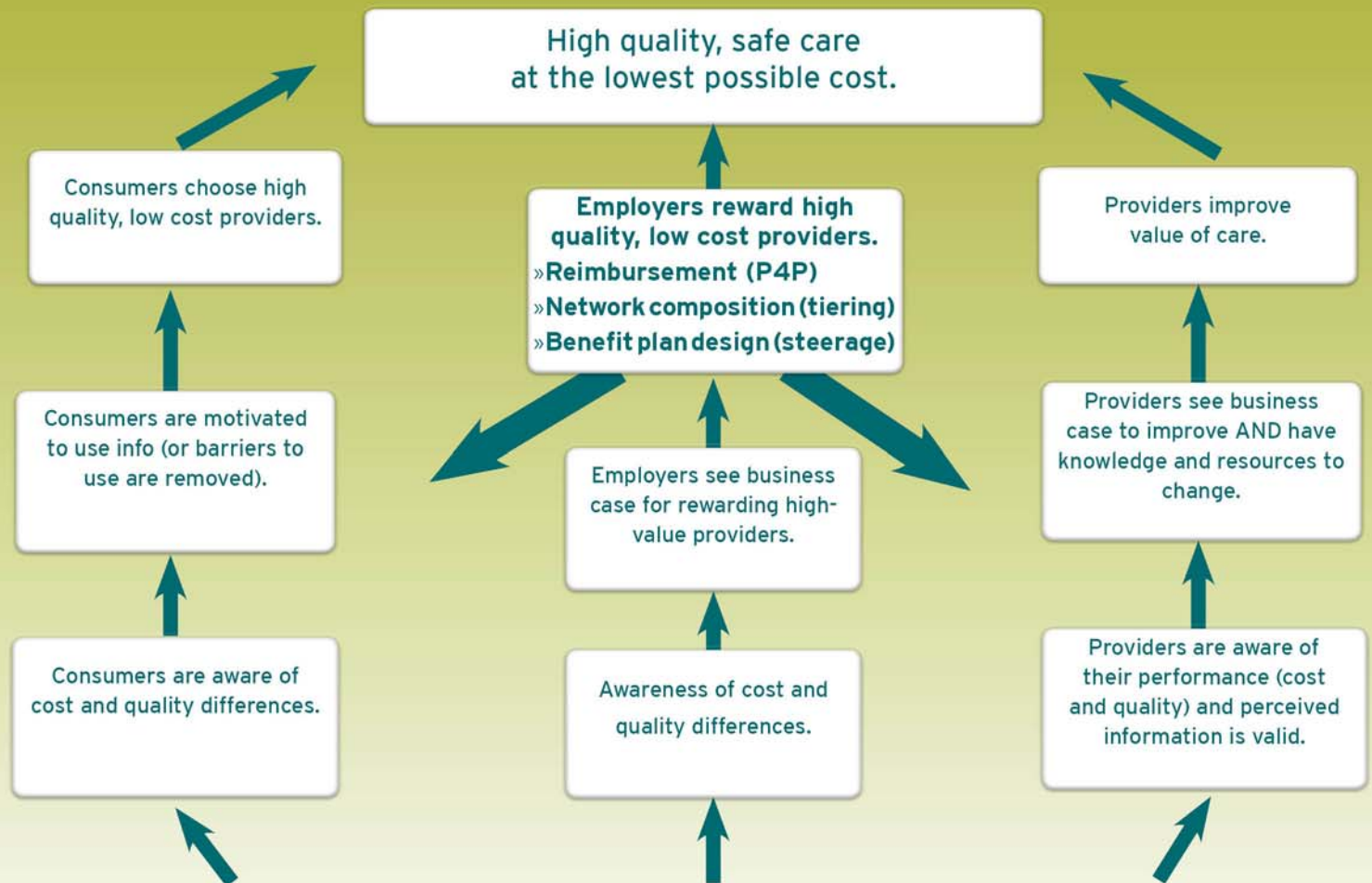
Alliance member names you may recognize include:

- Blain's (Farm & Fleet)
- Colony Brands
- Culver's
- Foremost Farms
- John Deere
- Lands' End
- Stoughton Trailers
- Trek Bicycle

Two-Tiered Value Proposition

- > We help self-funded employers manage the total cost of their health benefit plan
- > We unite employers, as purchasers of health care in the same market, to drive change

AIM: IMPROVE HEALTH CARE VALUE



COST AND QUALITY TRANSPARENCY

What is *QualityPath*?

- > Single-patient bundle with warranty
- > Designation of *physician + hospital* pairs
 - Quality criteria of importance to purchasers and consumers – outcomes and important clinical processes as defined by clinicians
 - Knee and total hip replacement
 - CABG
- > A path—not just a destination

Do Something Different . . .

- > Facilities and surgeons share data, implement standard care processes and offer bundled payment and warranty.
- > Employers change their benefit plans to include significant incentives for patients to choose *QualityPath* providers.
- > Patients may need to switch systems and/or travel and need to comply with care plan.

Receive Something Different . . .

- > Facilities and surgeons receive recognition and gain market share, resulting in overall increase in revenue and contribution margin.
- > Employers can feel confident employees are receiving high-quality care and have lower expense on per-procedure basis.
- > Patients receive high-quality care, have no out-of-pocket expenses, and receive a warranty.

QualityPath Key Elements

- > Contribute results to a **Patient Registry**
- > Participate fully in **Public Reporting**
- > Doctors use **Decision Supports**
- > **Shared Decision Making** between patients and their doctor
- > **Patient Reported Outcomes**
- > Discussion of **Future Care Needs**
- > **Disclosure** of all industry payments

QualityPath Operations

- > Patient Experience Manager (concierge)
- > Single point of contact for all clinical issues
- > Single point of contact for all financial issues
- > Wellbe patient navigation
- > No change in claim filing

QualityPath Providers

Procedure	Hospital	Doctors
Coronary Artery Bypass Graft (CABG)	St. Mary's Hospital Madison, WI	Dr. Vijay Kantamneni
Knee Replacement	St. Clare Hospital Baraboo, WI	Dr. Christopher Dale
Knee Replacement & Total Hip Replacement	Meriter Hospital Madison, WI	Dr. James Bowers
Knee Replacement & Total Hip Replacement	Monroe Clinic Monroe, WI	Dr. Lance Sathoff
Knee Replacement & Total Hip Replacement	Rockford Memorial Hospital Rockford, IL	Dr. Mark Barba & Dr. Michael Chmell

Questions?

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