

Thank you for your interest in the Bridges to Excellence (BTE). Employers and health plans participating in BTE are leading the way to create a health care system that rewards quality care.

The BTE ROI Model is intended for use by employers and health plans interested in participating in the Bridges to Excellence physician pay-for-performance program. This tool can be used to estimate expected costs of program participation and potential financial benefits. By using this tool, the user understands that this tool is for estimating purposes only and is not a guarantee of results. Actual ROI will vary by participant and is dependent upon many variable factors in the specific market area.

A note about Excel macros. Navigation in this tool is much easier if macros are enabled. If you click on the button below and nothing happens, you need to enable macros. Go to Tools > Options > Security and then click on the "Macro Security" button. Set the security level to "Medium" and click OK. Then close and reopen this file, and when the dialog box asks you, click "Enable Macros".

To begin: Please indicate whether you are an employer (providing benefits to your employees and their dependents) or a health plan.

Employer

Health Plan

The model calculates ROI differently for employers and health plans. Specifically, the model estimate both direct medical savings and indirects benefits for employers. ("Indirect benefits" are increased productivity, reduced absenteeism, etc.) For health plans, the model estimates only direct medical savings.

You can access the Bridges to Excellence website by clicking on the BTE logo above or directly access the online version of the ROI Calculator by clicking on the icon to the left.



Q 1. Which BTE programs do you plan to implement? (check all that apply) For each BTE program you will implement, what annual per member reward will you offer to physicians?

<input checked="" type="checkbox"/> Physician Office Link (POL)	POL Reward =	\$30
<input checked="" type="checkbox"/> Diabetes Care Link (DCL)	DCL Reward =	\$80
<input checked="" type="checkbox"/> Cardiac Care Link (CCL)	CCL Reward =	\$80
<input checked="" type="checkbox"/> Spine Care Link (SCL)	SCL Reward =	\$50

Q 2.

How many covered lives between the ages of 18 to 64 does your organization have in the region that will implement Bridges to Excellence, and what annual growth rate do you estimate for the number of covered lives?

Growth Rate

Q 3. What is the prevalence of relevant chronic conditions within your covered population? (Only fill out yellow cells. Default values based on national data have already been entered.)

Diabetes
Cardiovascular Conditions
Back Pain

Program Assumptions

Employer

This sheet collects some basic program assumptions and administrative data. Default values have been placed in some cells; you may leave these values as is or enter your own data.

Q 4. At the inception of BTE, what percentage of local physicians already comply with the BTE quality standards?

10%

Q 5. With BTE, some patients that were not previously seeing high-performing physicians will receive improved care, either because their physician achieves compliance with the BTE quality standards, or because the patient switches physicians. What is the estimated percentage increase in patients seeing recognized physicians year-over-year?

5.0%

Q 6. What are the per member per month fees (if any)?

\$0.04

Q 7. Do the pmpm fees apply to all covered lives, or only those under treatment for the chronic condition(s) in the BTE program (e.g., diabetes for the DCL program, diabetes and cardio if both DCL and CCL are implemented)?

- All covered lives
- Chronic conditions only

Results

Employer

	Year 1	Year 2	Year 3	Year 4	Year 5
Population Summary					
Number of Covered Lives	105,000	110,250	115,763	121,551	127,628
% of Lives Treated by High-Perf Docs	10.0%	14.5%	18.8%	22.8%	26.7%
Estimated Savings - Direct Medical Costs	\$599,567	\$1,827,181	\$3,113,181	\$4,460,494	\$5,872,194
Estimated Savings - Indirect Benefits	\$668,084	\$2,035,987	\$3,468,949	\$4,970,231	\$6,543,257
ESTIMATED SAVINGS - TOTAL	\$1,267,651	\$3,863,168	\$6,582,130	\$9,430,725	\$12,415,452
Physician Rewards Payments	\$467,250	\$711,388	\$967,181	\$1,235,213	\$1,516,098
Administrative Cost Estimate	\$48,000	\$50,400	\$52,920	\$55,566	\$58,344
ESTIMATED COSTS	\$515,250	\$761,788	\$1,020,101	\$1,290,779	\$1,574,442
ANNUAL NET BENEFIT	\$752,401	\$3,101,380	\$5,562,028	\$8,139,946	\$10,841,009
CUMULATIVE NET BENEFIT	\$752,401	\$3,853,781	\$9,415,810	\$17,555,755	\$28,396,765

