

***Disease Management  
Innovation: Employer Direct  
Contracting***

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National Business Coalition on Health

The Disease Management Colloquium  
Jefferson Medical College

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# Presentation Outline

- NBCH Introduction
- Value Based Purchasing: Still the Path Forward
- Setting Employer Expectations: the NBCH eValue8 Tool

# National Business Coalition on Health

- National, non-profit, membership organization of employer-based health coalitions
  - 80 coalition members
- National network of 7,000 individual employer members representing 25 million covered lives



# National Business Coalition on Health

- *Vision* – Establishment of a value-based health care market in every community
- *Mission* – To provide superior membership service and build the capacity of members to advance value based purchasing



# Value Based Purchasing: the Necessary Ingredients

- Performance measurement
- Data collection and public reporting
- Pay for performance
- Consumer engagement

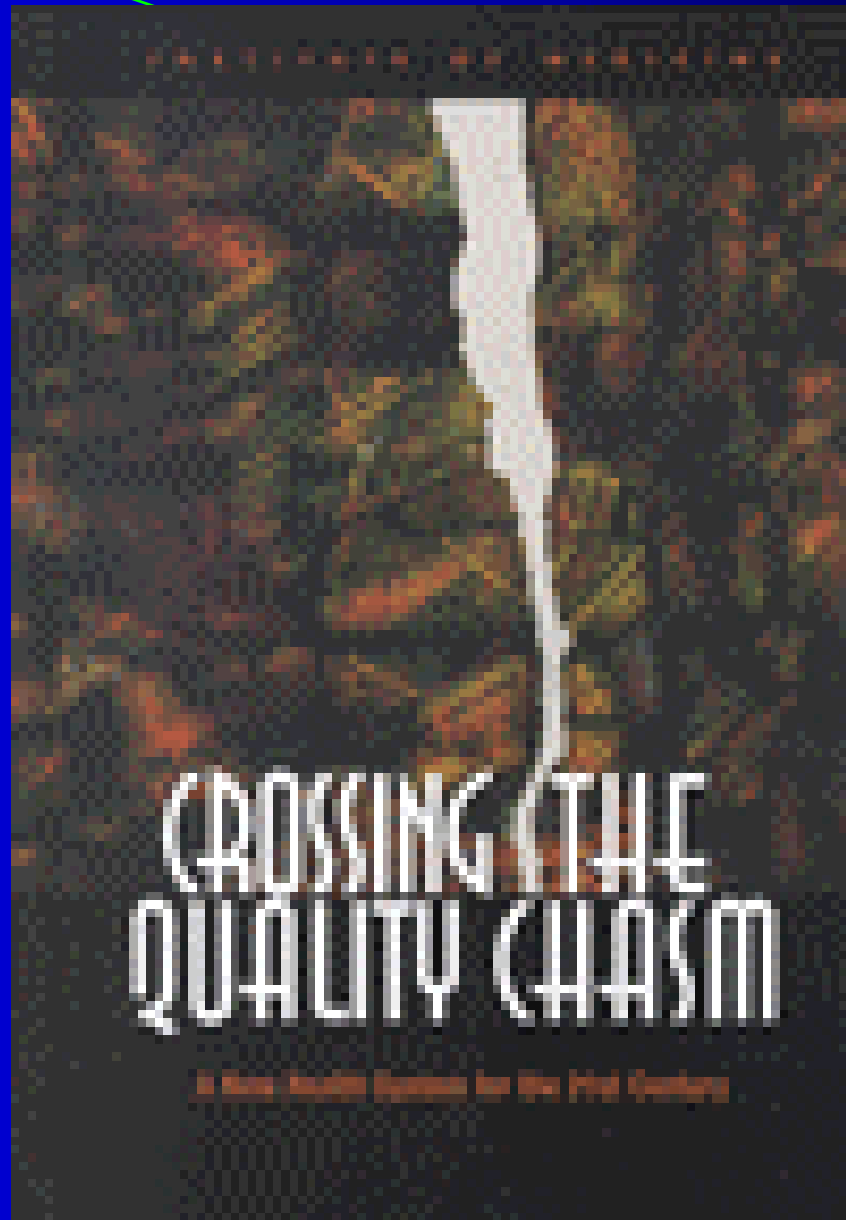
*Accelerating the Pace to:*

- *Health Care System Reengineering*
- *With Quality Up and Costs Down*

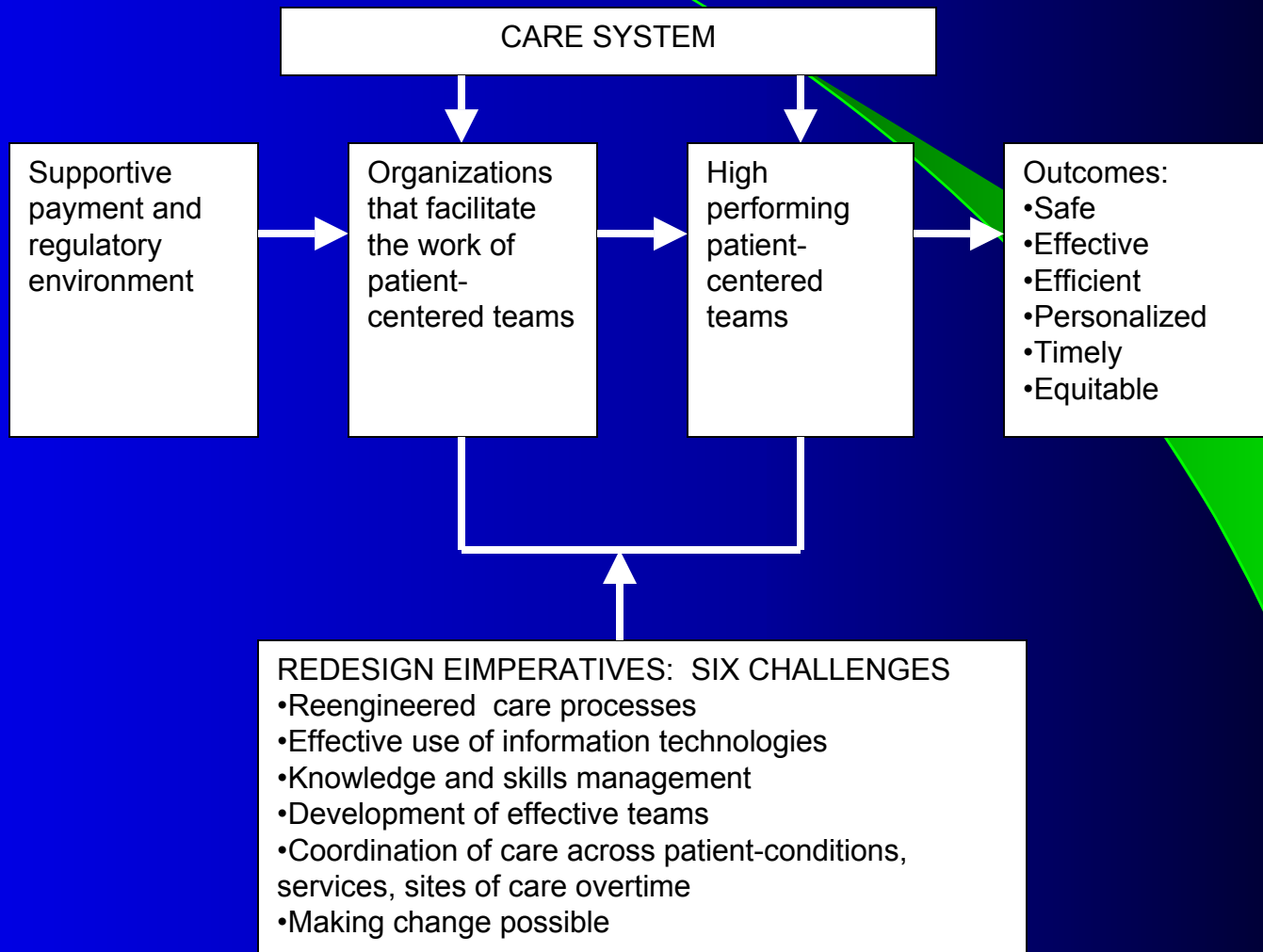
“Imagine”

John Lennon





# IOM Strategy for Reinventing the Health Care System





# NBCH Value-Based Purchasing Initiatives

- Leapfrog Partnership
- Bridges to Excellence
- College for Advanced Health Benefits
- eValue8

# eValue8

- Standardized, web-based, Request for Information for health plans
- 90 plans and a dozen coalitions participating
- Assessing health plan contribution to population care management, patient safety, identifying and rewarding provider performance, consumer engagement
- Expanding to PBM and Disease Management Vendor RFPs



# eValue8 Process Building Blocks

## Continuous Quality Improvement

- Community Collaborations
- Purchaser/Plan dialogue

## Feedback of Performance Results

- Purchasers and Health Plans
- Can Incorporate Site Visit

## National Database Created

- Plan Benchmarks
- Strengths and Opportunities Report

## Scoring: Tool and Process

- Reflects Performance Expectations
- Includes Verification of Responses

## IE-Engine Web based Request for Information (RFI)

Released and Responses  
Submitted by Health Plans

## NBCH Coalitions and Purchasers Define Performance Expectations

## eValue8 2003/2004 Accomplishments

- Over 14 coalitions with over 8 national purchasers participated in 2003 and 2004
- Over 85 health plans submitted responses at the request of NBCH members
- Largest user's meeting ever in July...over 75 attendees
- NBCH board support for eValue8 as the “flagship” value-based purchasing product
- CDC and SAMHSA continued funding and support for eValue8 expansion and development

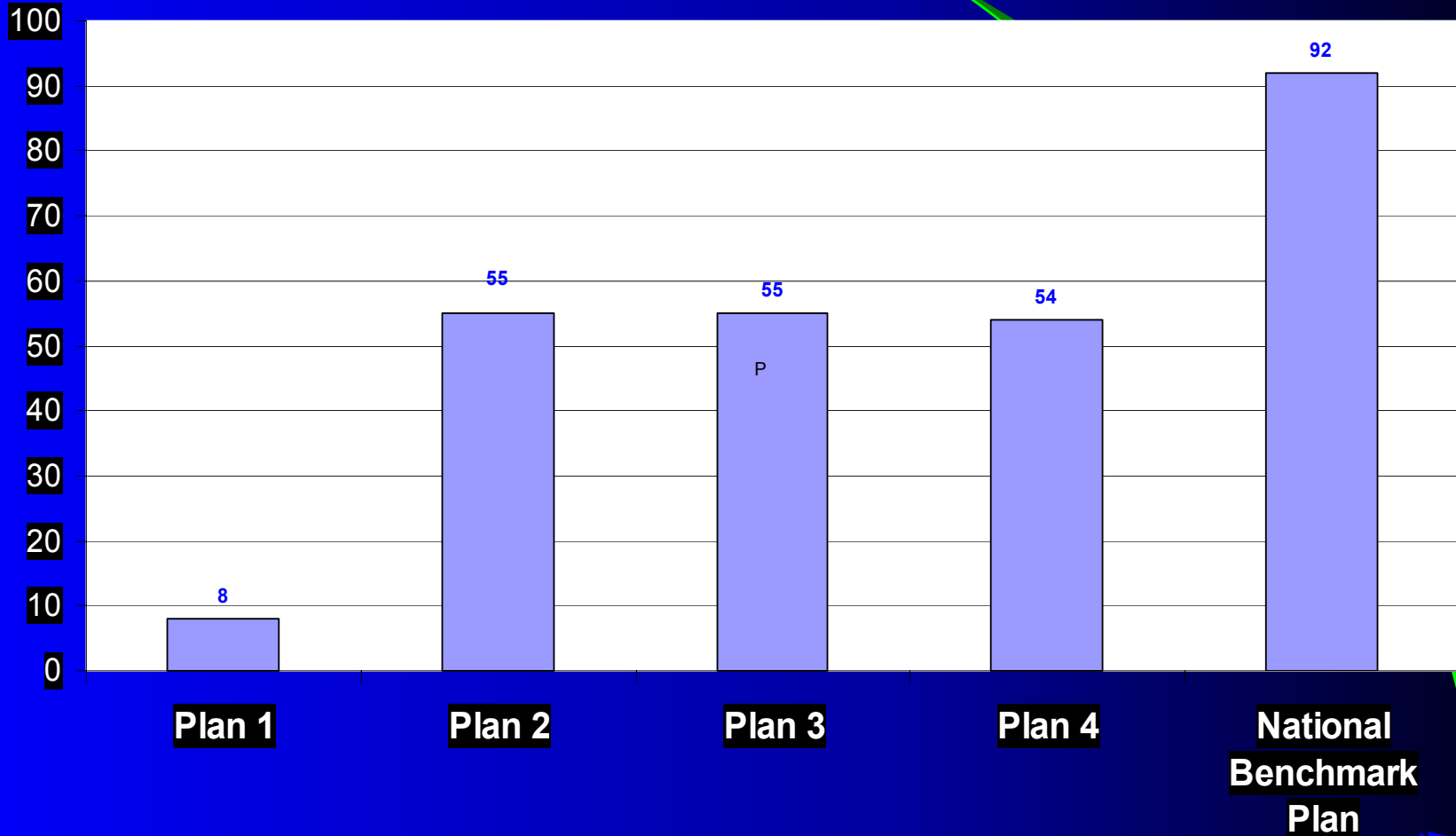
# Key Areas Addressed in the 2004 Evaluation Process

- Plan Profile: Accreditation, Health Disparities
- Disease Prevention and Management
  - Asthma, Diabetes, Cardiovascular, Depression
- Alcohol Screening
- Colorectal Cancer Screening
- Patient Safety/Medical Error Prevention
- Pharmacy Management
- Administration and Services
- Provider Management
- Internet Capabilities (theme throughout)

# Disease Management Foundation: The Chronic Disease Model



# Diabetes Prevention and Treatment



# Diabetes Prevention and Treatment: Key Strengths and Opportunities

## ● Strengths

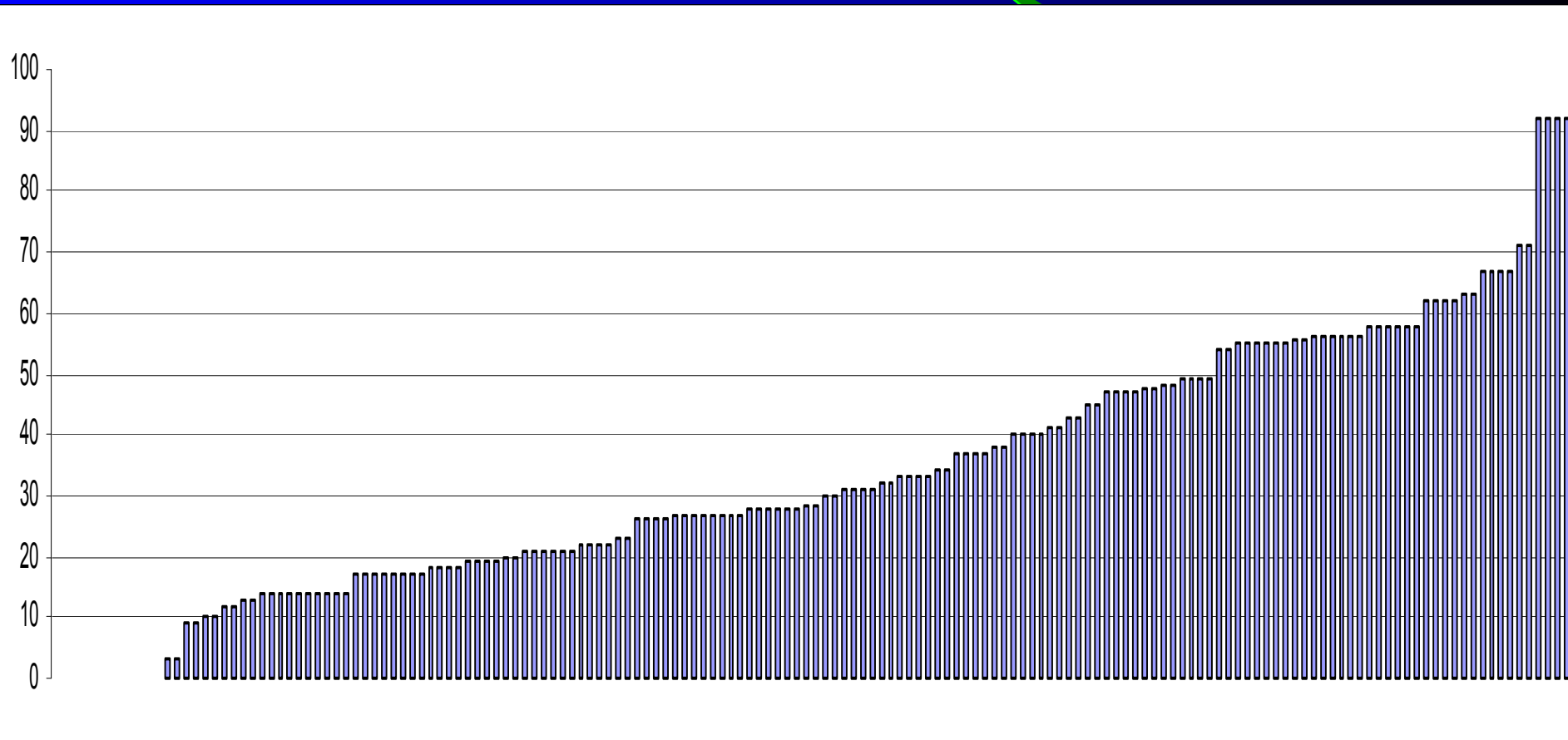
- Evidence-Based Clinical Guidelines
- Mechanisms to Identify Members and Stratify Based on Risk
- Member Interventions and Support
- Program Registry

## ● Opportunities

- Primary Prevention Activities
- Improvement in HEDIS Measures
- Tracking of Other Measures of Program Performance
- Measure and Report Program Return on Investment



# Diabetes Prevention and Treatment



# Coalitions' Use of the Performance Results

- Consumer Report Cards
  - Greater Detroit Area Health Council
  - Colorado Business Group on Health
  - Pacific Business Group on Health
- Integration into Group Purchasing Efforts
  - Pacific Business Group on Health
  - Chicago Business Group on Health
- “Plan-Specific” Quality Improvement Projects
  - Indiana Employers Health Quality Alliance
  - Maryland Health Care Coalition

# Expansion: 2005 and beyond

- Stand alone modules to reflect changing marketplace
- Building provider level capability and accountability
- New clinical modules where evidence leads us
- Mining the data
- Sharing best practices
- Catalyst for community based interventions

# The Challenge Ahead

- All Stakeholders – Embrace the IOM's Crossing the Quality Chasm blueprint
- Employers and Plans – Take Lead in Driving Value Base Purchasing Agenda (Demand Side Reform)
- Providers – Take Lead in Driving Health System Reengineering (Supply Side Reform)
- Consumers – Fully Engaged but with More Finely Tuned Instruments
- Execution – Constant Search for Best Practices Followed by Rapid Adoption/Deployment