

Leading Change - The View from our Coalition Boards

November 12 | 1:30 - 2:15 PM ET



Cristie Travis
CEO
Memphis Business Group on
Health



Kathleen Harris
VP, Benefits
Warner Media, LLC



Susan Prochazka
Director of Benefits and HR
Services
Rice University



Lisa Woods
Sr. Director, Benefits
Walmart



National Alliance of Health Care Purchaser Coalitions

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About Walmart

Our Foundation:

Every Day Low Prices and Every Day Low Costs



- More than 265 million customer visits each week
- 2.2 million associates globally- 1.5 million associates in the U.S.
- \$500.3 billion net sales in fiscal year 2018
- 11,200 retail units under 55 different banners in 27 countries; eComm 10 countries

We save people money so they can live better



Service to the
customer

Respect for the
individual

Strive for
excellence

Act with
integrity

- ◉ Make every day easier for busy families
- ◉ Change how we work
- ◉ Operate with discipline
- ◉ Make trust a competitive advantage

Customers

Associates

Communities

Shareholders



We make many investments in our associates to help them live better

Average hourly
compensation
\$17.50/hr.
Wages & Benefits

\$1/Day
education benefit
incl. health care



Enhanced Parental
Leave Benefits



Added Adoption
Benefits



Early access to
earned wages
(via Even)

Promoted more than
265,000
people
into roles of greater
responsibility
and higher pay

Trained more than
800,000
associates
in our academies

“...we have great!!!
benefits at Walmart.
I love my job here
and am proud to say
I work for Walmart.”
*Store 2688 Associate
(Cancer Survivor)*

- 30 years of insight & innovation
- 40 Members
- Private employers & public agencies
- \$100B spend
- 15 Million Americans



Advanced Primary Care and Care Redesign



Purchasing Value




Functional Markets

PBGH: strength in numbers

Sample Solutions

- Strategic Design Consulting and Assistance
- Health plan management support
- Waste free formulary starter guide
- Plug and play Centers of Excellence
- Proven care redesign team to work with your providers
 - Better primary care
 - C-section reduction
 - Biosimilar adoption
- Vendor "Reality Check"



Promoting High Value Primary Care: An Action Guide for Employers

Strengthening primary care is central to employer-driven efforts to **lower health spending, enhance patient experience, and improve population health outcomes.** The empirical evidence on the contribution of primary care to better cost and quality performance is compelling.^{1,2} Four concrete steps employers can take to increase receipt of high value primary care include:

1. Change your benefit design to encourage stronger relationship
2. Encourage employees to select a primary care provider or personal physician—even if they are in a PPO. Many employers already do this, and some are even mandating PCP selection

Action Steps

How YOU can use this information

If you did not send your most-used hospitals to PBGH, it's not too late. We're happy to prepare these reports for you. Send your top 20 utilized hospitals to Kelly Klaas (kkl@pbgh.org). Identify the "below average" and "poor" rated hospitals used by your population.

Reference

1. Kaiser Family Foundation, "The Role of Primary Care in Improving Health Care Quality," 2014.
2. American Medical Association, "The Role of Primary Care in Improving Health Care Quality," 2014.

www.pbgh.org

Talk with your health plan

- ☐ Show these rates to your plan and ask what they are doing to help the hospitals improve.
- ☐ If your health plan is Anthem or Blue Shield, ask them to show you the improvement plan they are implementing for Covered CA.
- ☐ Ask your plan to look into your data and report on numbers of your covered lives that have been exposed to these infections and/or the proportion of your births that were performed via C-section.
- ☐ Ask your plan to report back to you on a 6-month schedule about updated rates.

Meet with the hospitals

- ☐ If you have a large headcount with any one of the below average or poor hospitals, you might elect to visit with the CEO or Quality Improvement representative directly. A PBGH-CQC representative might be available to join you. Engage us!
- ☐ Let the hospital representative know that you and other purchasers are collaborating with Covered CA to make improvements in these infection rates.
- ☐ Use your health plan data to inform the hospitals about the number of patients you had with these types of infections at the targeted hospitals. Ask them to tell you about their improvement plan.

Engage your members

- ☐ Consider publishing these data in your newsletter or on your benefits portal for your employees' reference (it's a good idea to let your health plan know you're doing this).
- ☐ Send your members to <http://calhospitalcompare.org/> for more information.

REMOVING WASTE FROM DRUG FORMULARIES

A practical guide to help employers remove waste from drug formularies and achieve savings for companies and employees while maintaining member satisfaction.



Purchaser Value Network Maternity Toolkit: Reducing Unnecessary C-sections

April 2016



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PACIFIC BUSINESS GROUP ON HEALTH

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