

Redefining Employer & Healthcare Provider Partnerships

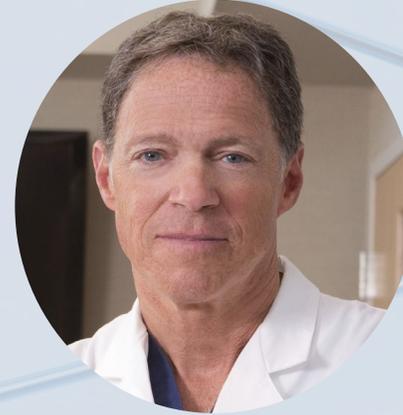
June 16 | 2:55 PM - 3:40 PM ET



Karen van Caulil (Moderator)
President & CEO
Florida Alliance for Healthcare Value



Ashley Bacot
Director of Risk
Management
Rosen Hotels & Resorts



Steve Schutzer MD
President
Connecticut Joint Replacement
Institute



Kyle Monroe
Vice President
The Alliance

#NASUMMITS

Redefining Employer & Healthcare Provider Partnerships

Ashley Bacot – Risk Manager, Rosen Hotels & Resorts



Rosen Hotels & Resorts®

Orlando's most progressive hospitality company, owning upwards of 6,300 guestrooms – more than any other privately held hotel company in Central Florida.



Rosen Centre® Hotel



Rosen Plaza® Hotel



Rosen Shingle Creek®

- ❖ 9 properties in the Orlando market
- ❖ Awarded numerous hospitality industry awards
- ❖ Patterned on the vision and principles of founder, president, and CEO, Harris Rosen, for nearly 45 years
- ❖ Supports organizations that impact and enhance the quality of life in the Central Florida area

Rosencare®

The True Healthcare Solution

- Patient Centered Medical Home Model
- Laser-like focus on preventive care
- Cost is half of the conventional healthcare model
- Constantly striving to remove barriers to care
- No deductibles, no Co-Insurance, 90% of drugs no cost to employee
- Employees on the clock while seeing the doctor
- Chronic conditions compliance rates 2-3 times better than the national average



The Connecticut Joint Replacement Institute
A Center of Excellence
with Measurable Value for Employers and Patients

Redefining Employer & Health System Partnerships

June 16th Panel Discussion

Steven F. Schutzer, M.D.

Medical Director, CJRI

Our Story



The Connecticut Joint Replacement Surgeons, LLC

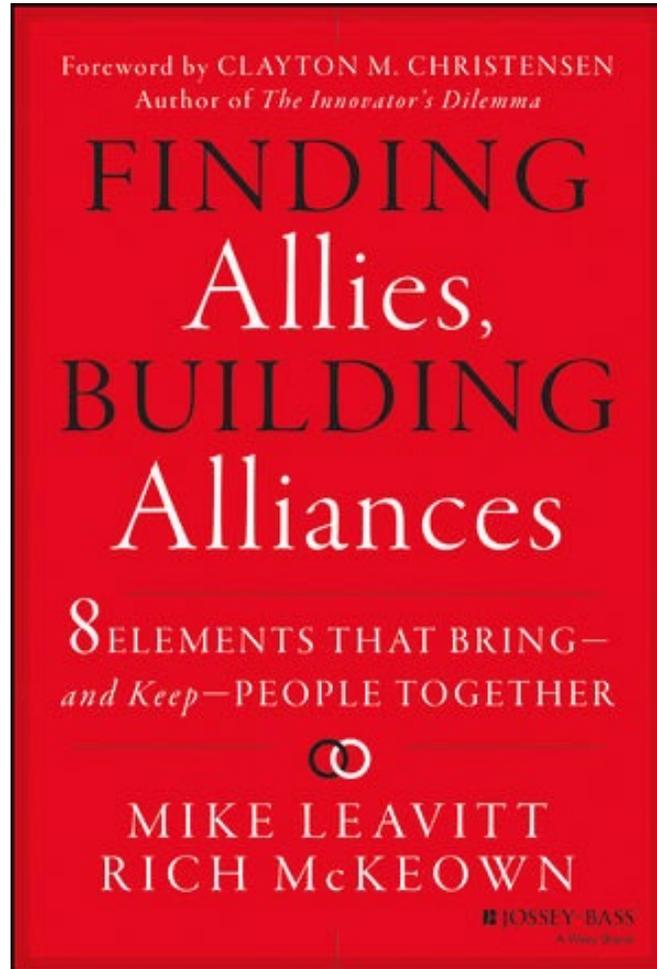
- 10 surgeons, 5 competing practices, 3 hospitals
- CJRS, LLC incorporated in October 2006
- Memorandum of Understanding signed with Saint Francis Hospital: October 2006
- Consulting Agreement signed: July 27, 2007
- First case performed: July 31, 2007

A simple handshake



- Data driven decisions
- Standardized approach to care delivery

CJRS, LLC
a value alliance



Snapshot of CJRI: *Volume Data*

- Launched in August 2007. Now one of the largest joint replacement Institutes in the United States.
- Over 38,000 joint replacement procedures performed to date.
- @ 3,500 Total Joint replacements annually.
- Highest volume Arthroplasty facility in Connecticut.

So what is a Center Of Excellence?

“A Center Of Excellence is a patient-centered, data-driven *business* within a healthcare organization which uses high value providers with an exceptionally high concentration of clinical expertise, high performance and related resources centered on a particular set of procedures or medical conditions, delivering accountable care in a comprehensive, interdisciplinary fashion to afford *purchasers* a clear path for members to achieve excellent outcomes and with financial sustainability for the COE.”

MTVA committee on COEs
August 2019



COEs have value for all parties

Provider COE

- Reimbursement aligned with the delivery of high value care
- **Increased volume for demonstrated excellence**

Employer

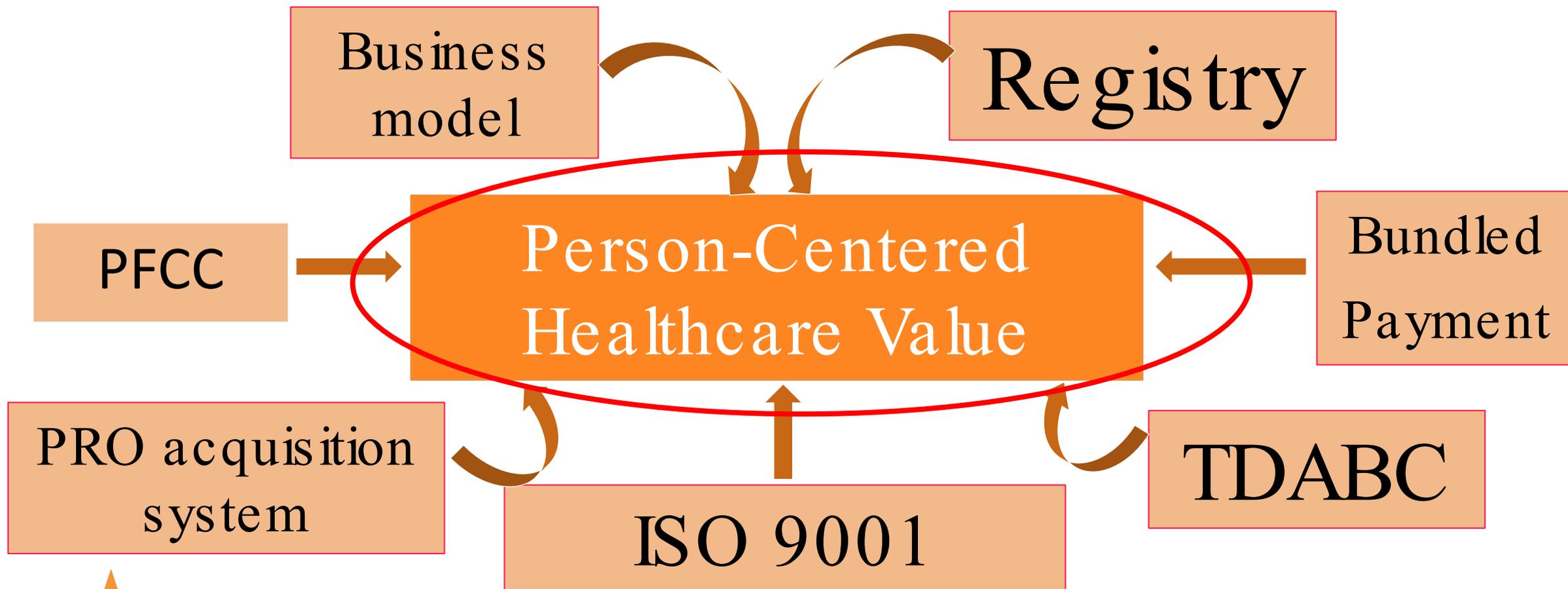
- Better employee experience
- Improved employee health
- **Lower and more predictable costs**
- **Minimal YOY increase**

Payor or TPA

- Higher member and customer satisfaction
- **quality at an ideal cost point**



Elements of our Center Of Excellence



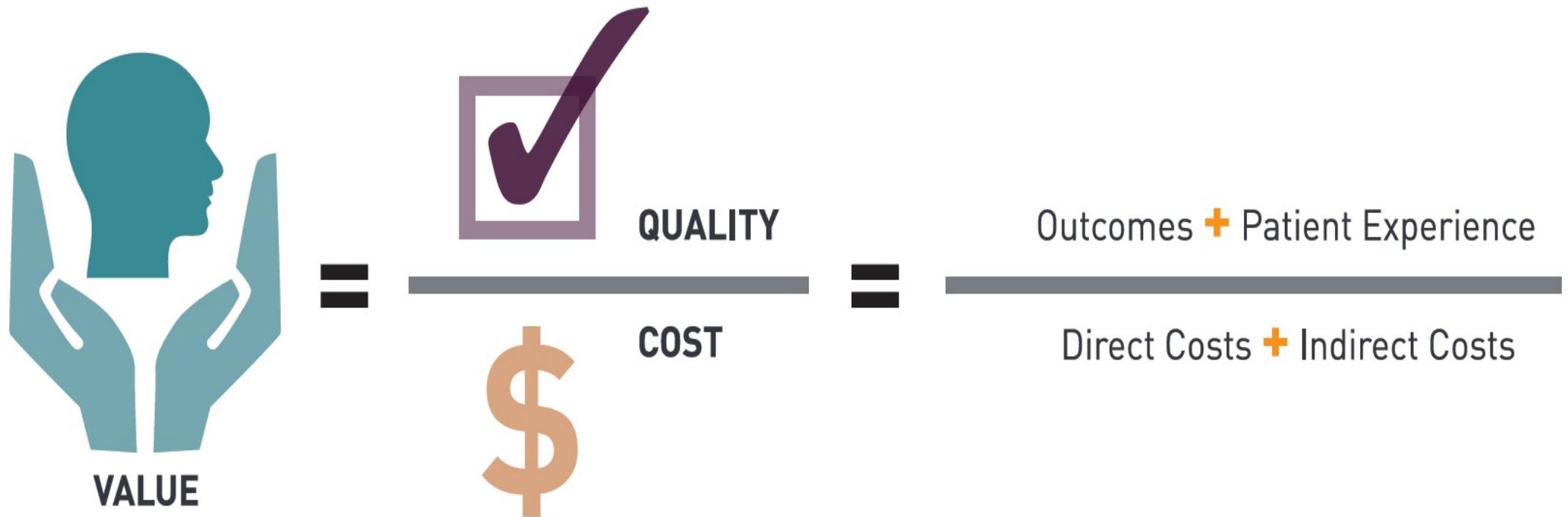
Business Model

A group of private practice Orthopedic Surgeons and Anesthesiologists entered into a Co-Management Agreement with Saint Francis Hospital to provide managerial, administrative and consulting services related to the day to day operations of an arthroplasty service line.

Arthroplasty Registry

The crown jewel of CJRI is our ABOS credentialed, Validation Institute endorsed database. It forms the basis of our clinical protocols and outcomes research program.

The CJRI Arthroplasty Registry



The CJRI Arthroplasty Registry



Bundled Payment Programs

Since 2010 we have purveyed to the commercial market 4 different bundled payment models all with a warranty for related complications.

Time Driven Activity Based Cost analysis

We have performed a TDABC analysis of our program 3x's and have a contract with Avant-Garde Health to assist in managing our data analytics.

Quality Management System

As a “focused factory” we became ISO 9001 certified in 2014. This is our QMS and has enabled our culture of “no blame – no shame”.

Patient Reported Outcomes

We have been collecting and utilizing PROs for almost 10 years. We feel it is more important for patients to tell us *how they are doing* rather than us assuming we know.

Patient and Family Centered Care

We are part of the PFCC community (now PCVS). As such we view the entire care experience through the eyes of our patients and their families.

Conclusion

Bona fide Centers Of Excellence offer purchasers a pathway to partnership with committed Providers and as such access to high quality healthcare products at reasonable and stable price points. We wish to eliminate fee-for-service payments and to be held accountable for outcomes, patient experience and avoidable complications.

Thank you for your attention!

The Roadmap to High-Value Care

Kyle Monroe

Vice President, Network Development & Provider Relations at The Alliance



About The Alliance

HIGH-VALUE PROVIDER NETWORKS



Employer-Level Customization



Data and Analytics

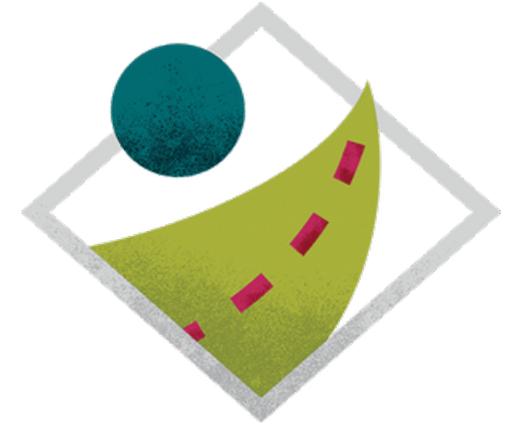


Lower Costs and Improved Quality



- *275 Employers*
- *105,000 Lives*
- *Employer-Owned Cooperative*
- *Not-for-Profit*

Our Vision



THE ALLIANCE IS WORKING TOWARD A FUTURE WHERE:

- High quality, affordable health care is reliably delivered to all patients.
- People have confidence that their health plans enable them to take care of themselves and their families.
- Alliance members thrive by joining together to control the trend of health care costs.

Overview: High-Value Health Care

4 Core Drivers that employers, as purchasers, can use to have a positive impact on health care cost and quality.



QUESTIONS?



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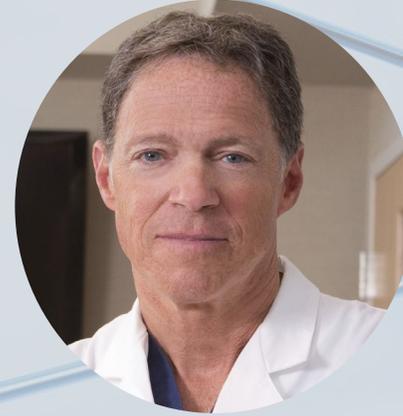
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