



The time is now.

Connecticut is uniquely positioned to be a leader

- **PAYER PROXIMITY**

- Significant BUCHA presence

- **EDUCATED WORKFORCE**

- Trained in Risk, Technology and Healthcare

- **POST COVID DEMAND**

- The birth of the Healthcare Consumer



CT Employers are feeling the pressure

**GREAT RESIGNATION AND
LABOR ISSUES**

**FRAGMENTED SUPPLY CHAIN AND
INFLATION**

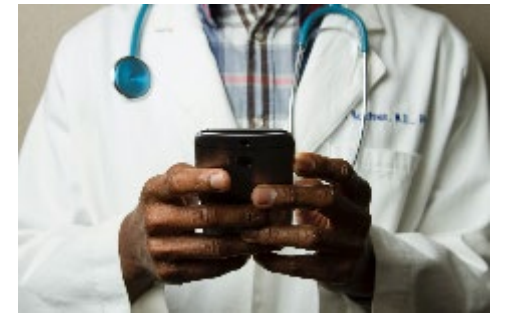
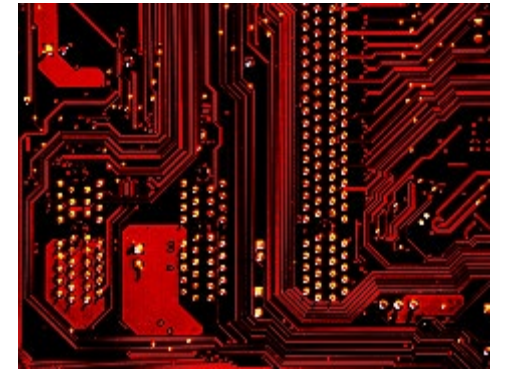
**CAA (CONSOLIDATED APPROPRIATIONS ACT) NEW
COMPLIANCE AND PROCUREMENT REQUIREMENTS**

UNPREDICTABLE AND RISING HEALTHCARE COSTS



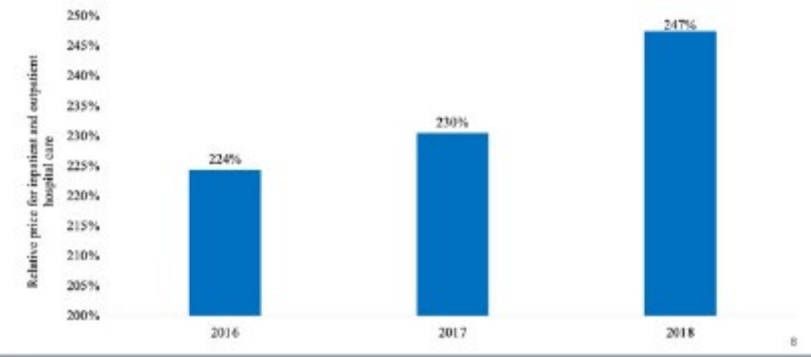
The Value of Value

Billions of dollars pouring into the system to meet the demands of the new health care consumer



Rand Hospital Transparency Report

Commercial prices relative to Medicare have increased steadily



How can employers use price transparency?



14

Employers are collecting information about prices

- The Colorado Business Group on Health used RAND 2.0 data to produce a report on value of Colorado hospitals
- The report proposed options for Colorado employers to address prices in their specific markets

Colorado Hospital Value Report

Benchmarking Pricing & Quality Reliability for Inpatient Care Across Acute Care Hospitals

SUMMER 2019

Self-funded employers have a fiduciary responsibility to monitor health care prices

“Fiduciaries have a responsibility to “act solely in the interest of plan participants and their beneficiaries and with the exclusive purpose of providing benefits to them.”

—Department of Labor



How can self-funded plans fulfill fiduciary obligations without knowing prices?

200,000 Union Members of 32BJ SEIU in 11 States including CT

32BJ Health Fund

● IMPACT

- \$3000 Bonus for eligible members
- 2 Month premium holiday for employers
- Held premium increase to **3%** for 2024 **and** 2025

✓ CHANGED PBM VENDOR

Achieved multi year savings with new PBM vendor.

✓ REMOVED HIGH COST HOSPITAL AND PROVIDERS FROM NETWORK

Projecting 30 million dollars in savings for 2022 plan year.

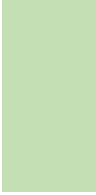
✓ EXPANDED CENTERS OF EXCELLENCE PROGRAM

Total Joint and Bariatric Surgery

Projecting 2 million dollars in savings for 2022

There is
no one
size fits all
approach

PLANE DESIGN OPTIMIZATION
COST AND QUALITY
PRIMARY CARE
CUSTOM NETWORKS
DIRECT CONTRACTS
DIRECT TO EMPLOYER
EFFICACY
ACTION
SITE OF CARE PBM
PBA STEERAGE
EPISODES OF CARE
CENTERS OF EXCELLENCE
DIGITAL SOLUTIONS




Rising health care costs place pressure on employers and worker wages—especially during the COVID-19 pandemic



The wide variation in hospital prices presents a potential savings opportunity for employers



Employers need to demand transparent information on the prices they—and their employees—are paying



Employers need to use transparency to inform benefit strategy

The Largest Risk is Doing Nothing