



## Weekly Bulletin – August 26, 2022



### WHAT'S NEW THIS WEEK?

#### Florida Alliance – Cleveland Clinic Meeting

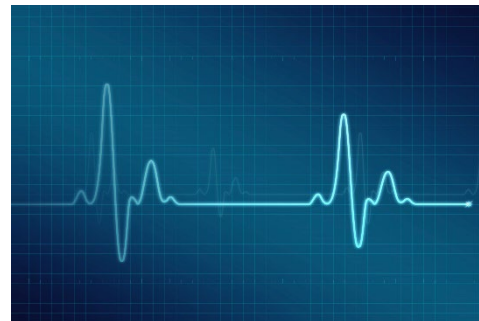
On Wednesday, we had an informative meeting with the Cleveland Clinic in South Florida, our first meeting together since they joined our Healthcare Advisory Council earlier this year. Click [here](#) for the slides and the recording of the meeting.



If you have questions about the Cleveland Clinic or want to schedule a follow up discussion, please contact Janesy Dominguez, [DOMINGJ4@ccf.org](mailto:DOMINGJ4@ccf.org)

#### 2022 Fall Pulse of the Purchaser Survey

The National Alliance of Healthcare Purchaser Coalitions is conducting its 2022 Fall Pulse of the Purchaser Survey to learn about employers' current directions. Over the past several years, this survey has highlighted employer key trends in healthcare delivery and payment reform. The survey will take no more than 10 minutes to complete – all responses will remain confidential. **If at least 8 employer members complete this survey, the Florida Alliance compiled results will be sent to us.**



[Click Here to Complete Survey](#)

**Key Areas of the Survey** (see the PDF attached to the email for a full question set)

- Workforce environment
- Health strategies (including reproductive benefits)
- Pharmacy drug strategies
- Hospital price transparency
- High-cost claims
- Impact of potential health reforms

**Your response by Tuesday, Sept 13<sup>th</sup> is appreciated.** If you have any questions, please contact Margaret Rehayem [mrehayem@nationalalliancehealth.org](mailto:mrehayem@nationalalliancehealth.org)



## POLICY ACTIVITY

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### **Employer Member Resource – Prescription Drug Provisions in the Inflation Reduction Act of 2022 Policy Brief**

A high-level summary of the prescription drug provisions contained in the Inflation Reduction Act, which was signed into law last week, is featured in the new National Alliance Health Policy in Transit.



The policy brief describes the decision made by the Senate Parliamentarian to exclude commercial plans from the inflation rebate provision, and how this decision will potentially affect employer plan sponsors.

To read this brief and other Health Policy in Transit Briefs from the National Alliance, click [here](#).



## UPCOMING EVENT

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**LESS THAN 3 WEEKS AWAY! REGISTER NOW for our 27<sup>th</sup> Annual “Best of the Best!” –  
Wednesday, September 14<sup>th</sup>,  
9:00AM – 3:15PM at the Caribe Royale Resort, Orlando**

“Best of the Best” is always a favorite event for our employer members. This year’s event is being held as part of the Validation Institute’s Health Benefits Nation 3-day conference which runs from September 14-16.



**All Florida Alliance members are entitled to a greatly reduced registration rate of \$99 for access to the full 3-day event, including “Best of the Best.”\***

### "Best of the Best" Agenda Spotlight



"Advanced Primary Care and Direct Contracting...A School's Success Story"

**Charles Prijatelj, EdD**  
Superintendent of Schools  
Altoona Area School District

"How Healthcare Navigation Can Be Used to Close Care Gaps and Support Employee Wellbeing"

**Doug Peddie, MBA**  
Benefits Manager/  
US Benefits Transition Lead  
Seimens Energy



"Best of the Best in Pharmacy Benefit Management"

**Shannon Early, SPHR, SHRM-SCP**  
Vice President of Human Resources  
Waste Pro USA

"The Hendry Marine Story: Our Journey to Self-Funding and Innovation"

**Stephanie Koch, SPHR, SHRM-SCP**  
Director of Human Resources  
Hendry Marine Industries, Inc.



To register for the 27<sup>th</sup> Annual "Best of the Best" as part of the Validation Institute's Health Benefits Nation 3-day conference, please follow these directions:

1. Go to the Validation Institute's Health Benefit Nation conference registration page by clicking [here](#).
2. Choose the Conference Rate: HR & Benefits Professional, Government, Non-Profit (\$295)
3. Scroll down and enter **FLAlliance** as your promotional code and **CLICK APPLY**.
4. Clicking APPLY allows your promotional code to be validated and you will see your total due change to \$99.
  - a. For an additional charge of \$79, all Florida Alliance members may choose to add on the Capstone Project to earn their Certified Health Value Professional (CHVP) certification. The total cost for the conference with this OPTIONAL add-on is \$178.
5. Enter the Attendee Information as requested and continue through the rest of the registration form through to payment.
6. Payments made are non-refundable.

**\*Please note that the Validation Institute has indicated that our Board members may attend at no charge. Board members, if you cannot attend, you may give your comp to one of your team members. Please contact Karen van Caulil at [karen@flhealthvalue.org](mailto:karen@flhealthvalue.org) to register. Do not use the registration page if you are a Board member or are using the Board member comp.**

**Health Benefits Nation 3-Day Event Features Ashley Bacot, Rosen Hotels & Resorts on Thursday, September 15 – 2:30PM – 3:20PM, and Friday, September 16 – 8:50AM – 9:30AM**



Florida Alliance Board Vice Chair, Ashley Bacot, *Director of Risk Management*, Rosen Hotels & Resorts, will be presenting **Configuring Your Self-Funded Plan Post-COVID** during one of the breakout sessions on September 15<sup>th</sup>. During this session attendees will:

- Hear perspectives on how employers are effectively integrating direct contracting, primary care, and virtual care models into their plan design to deliver quality care
- Explore innovations in employer-provider partnerships that focus on an individual's healthcare needs and cost containment
- Understand the importance of analyzing social needs data to address SDOH and deliver appropriate care

You can hear Ashley Bacot again on Friday, September 16<sup>th</sup> during the Keynote Panel, **RosenCare: the True Healthcare Solution**, moderated by Florida Alliance *President and CEO*, Karen van Caulil. Ashley will be joined by Kenneth Aldridge, Jr., *Director of Health Services*, Rosen Medical Center & RosenCare, Rosen Hotels and Resorts, and Mr. Harris Rosen, *Founder, President and Chief Operating Officer* of Rosen Hotels & Resorts and past awardee of our "Dr. Jack Mahoney Healthcare Hero" Award.



## IN CASE YOU MISSED IT

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### **Employer Member Resources – What Do You Mean Reference Based Pricing? From Florida Alliance Partner, Catalyst for Payment Reform**

Just like the notorious ACO, whose definition depends entirely on whom you ask, the term Reference-based Pricing (RBP) is another nebulous acronym in the healthcare lexicon. That's because there are three closely

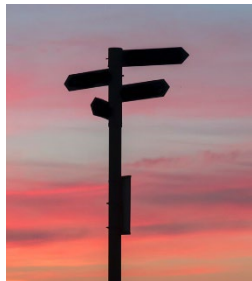


related but distinctly divergent models that all – in one way or another – tie how much we pay for health care to a rationalized external benchmark. Sometimes the benchmark is Medicare (but not always); sometimes the reference point is what the provider is paid – but sometimes it’s a budget to which plan participants must adhere. Sometimes it’s a contracting strategy, sometimes RBP operates without any contract at all. Here’s a breakdown of these models:

1. Reference-based **Benefits** – sets a maximum allowed benefit to plan participants for elective procedures
2. Reference-based **Contracting** – anchors provider contracted rates to multiples of Medicare rates
3. Reference-based **Pricing** – a vendor-convened model that also anchors provider prices to Medicare (usually). With or without a formal provider contract in place

The following are several resources that span all 3 models.

### **Guiding members to High-Value Choices through Reference Based Benefits**



In 2018 Self-Insured Schools of California (SISC) set out to keep premiums affordable for their member population without having to resort to a High Deductible Health Plan (HDHP). Like any informed healthcare purchaser, SISC was attuned to the fact that hospital prices are the top driver of healthcare cost inflation. Without introducing a narrow network or increasing member cost sharing, SISC developed a reference benefit design strategy that ultimately saved \$31 million. Read the full blog [here](#).

### **Toolkit: Reference-Based Pricing**

Catalyst for Payment Reform’s (CPR) Reference-Based Pricing vendor evaluation toolkit identifies attributes that can help purchasers understand vendors’ value proposition and service offerings. CPR is releasing the toolkit publicly to help set an industry standard and push the marketplace to better meet the needs of employer-purchasers. Click [here](#) for more information and to download the toolkit.

### **Virtual Summit: Anchoring to Medicare – Can Reference-Based Pricing Turn the Rising Tide of Health Care Costs?**

In this virtual summit, CPR provides an overview of Reference-Based Pricing: how/why it works, how the model evolved, and where it’s going next. Experts discuss the risks, rewards, and regulatory implications of RBP, and a panel of real-world purchasers who have implemented an RBP strategy talk about why they chose reference-based pricing, how it’s impacted their health spending, and lessons learned along the way. To watch the Virtual Summit, click [here](#).

