



## Weekly Bulletin – May 17, 2024



### WHAT'S NEW THIS WEEK?

#### **RAND 5.0 Employer Price Transparency Study Unveiled and Sage Transparency 2.0 Launched – Florida is the #1 Most Expensive State for Employers Purchasing Hospital Services**

On Monday, the Employers' Forum of Indiana, our sister coalition, introduced Sage Transparency 2.0, a major update to the free, publicly accessible hospital price and quality dashboard at their conference in Indianapolis. The 2.0 update integrates new data from the RAND Employer Price Transparency study, which RAND was published on Monday, as well. Sage also integrates data from the Centers for Medicare & Medicaid Services, Healthcare Bluebook, the National Academy for State Health Policy, and January Advisors.

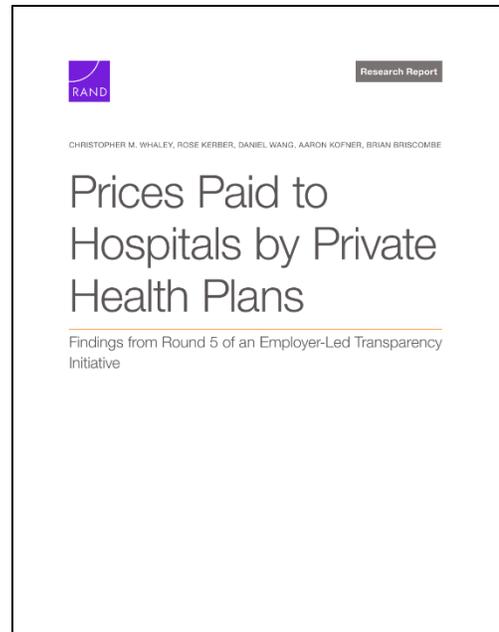
Sage Transparency 2.0 can be accessed [HERE](#).

Beyond hospital facility prices, physician prices, and ambulatory care surgery center prices, the latest round of the Employer Price Transparency study for the first time also reveals the average price paid for physician-administered medications, such as chemotherapy, at health system-level and state level.

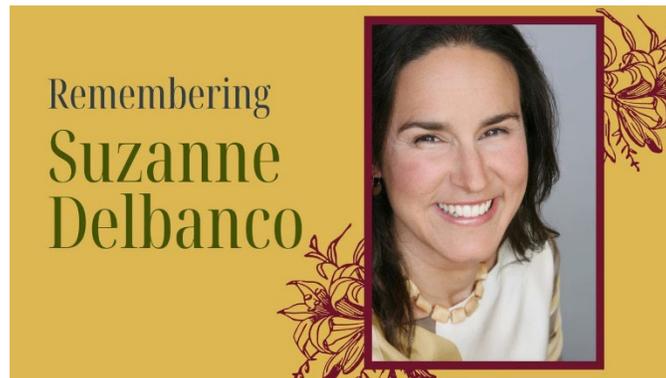
As you may recall, Florida ranked as the third highest price state in the last round of RAND. **Unfortunately, we are now ranked at #1 – the highest price state – tied with Georgia. On average, employers are paying 345% of Medicare for hospital plus physician services. The Florida Alliance staff are digging into the data from the study, but it appears that facility fees are a big driver of our high price here in Florida. The national average is 253% of Medicare.**

The RAND report can be accessed [HERE](#).

Please contact Karen van Caulil at [karen@flhealthvalue.org](mailto:karen@flhealthvalue.org) with any questions. We will be developing a go-forward strategy for addressing this sobering news and scheduling an All Employer Member Meeting to discuss the findings.



## Announcement of the Passing of Suzanne Delbanco, Co-Founder of Catalyst for Payment Reform



It is with great sadness that we announce the passing this week of Catalyst for Payment Reform co-founder and first Executive Director, Suzanne Delbanco. Suzanne was also the founding leader of The Leapfrog Group and a brilliant and courageous force for change. The Florida Alliance has benefited from her wisdom and her vision. We have had the pleasure and honor of working on several initiatives with her over the past several years and she has spoken at our conferences and annual meetings.

We extend our sympathies to Suzanne's family, friends, and many devoted colleagues.

Former Florida Alliance Affiliate Member François de Brantes (Remedy Partners/Signify Health) was a close friend and colleague of Suzanne's from her earliest days at Leapfrog and he offered some beautiful words:

***"There is a handful of people whose dedication to making health care better has been larger than life. Suzanne Delbanco was one of them. I say was because, incredibly and sadly, she passed away early this morning after a long and grueling battle with cancer. As the founding Executive Director of the Leapfrog Group, she transformed the way in which employers held hospitals accountable for patient safety. She never wavered in her commitment and thanks to her efforts, countless lives have been saved from patient harm. She continued her work as the founding Executive Director of Catalyst for Payment Reform, arming employers with tools, resources, and advice on how to get better value from their health benefit plan. Her focus was always on the person, the family, the ones whose lives could be better if health plans and providers just did a better job. Those people will never know that Suzanne helped them, but she did, selflessly.***

***To me, she was very much a sister. A sister-in-arms and a sister in spirit. She leaves a hole that will be difficult to fill. My prayers go to her family, and they should know that her light will continue to shine brightly in our hearts for a very long time."***

## Employers Facing Rising Healthcare Costs Get Tough on Providers – article from Axios

Historically, employers have struggled to obtain good answers from providers about how services are priced. Now, employers are trying to rein in rising health costs by taking the fight directly to healthcare providers and getting tough in negotiations with hospitals and provider groups. As said by **Rosa Novo, Florida Alliance Board Chair and Executive Benefits Director for Miami-Dade County Public Schools**, at the 2024 Health Policy Summit in D.C. in March, “We employers who are paying for this system, who are supporting this practice: We need to take a stand.”



Rosa Novo

Rosa shared that the school district dropped one large provider group from its insurance network last year after it sought to hike prices 35%. Acknowledging that it angered some employees, Rosa said it ultimately paid off. The provider group came back to the negotiating table months later and ultimately agreed on a 5% increase.

To read the full article, click [HERE](#).

Please contact Karen van Caulil at [karen@flhealthvalue.org](mailto:karen@flhealthvalue.org) if you have any questions.



## EMPLOYER MEMBER EDUCATIONAL PROGRAMS, REPORTS, RESOURCES, AND EMPLOYER LEARNING COLLABORATIVES (ELC)

### Employer Member Benefit – Webinar: *How Patient- and Family-Centered Hospital Communications Reduce Medical Errors* – May 20, 12:00PM – 1:00PM (ET)

Even with significant efforts to improve care, medical errors in hospitals that harm patients still occur at alarming rates, causing substantial avoidable financial and human costs.

Improving patient- and family-centered communications shows great promise in reducing errors as evidenced by a recent PCORI study. Employers can play a key role in demanding clear communication protocols and accountability among healthcare teams, improving health literacy, and empowering employees to advocate for themselves and their loved ones to drive costs down and safety up.

### Meet the Panelists



**Cristie Travis**  
MODERATOR  
National Alliance Advisor



**Missy Danforth**  
The Leapfrog Group



**Carole Hemmelgarn**  
Georgetown University,  
MedStar Institute for  
Quality & Safety



**Christopher Landrigan,  
MD, MPH**  
PCORI-Funded Investigator,  
Harvard Medical School

To register for this National Alliance hosted webinar, click [HERE](#). The webinar will conclude with an interactive Q&A so bring your patient safety questions!

For more information, contact Lisa Hain at [lisa@flhealthvalue.org](mailto:lisa@flhealthvalue.org)

**Employer Member Benefit – Webinar: A Fireside Chat on Mental Health Access & Quality, Enabling A Fast Pass to Full Recovery and Productivity – May 28, 1:00PM – 2:00PM (ET)**

The issues of uneven access and quality in behavioral health services are well known to us here in Florida and nationwide. During this fireside chat that is a follow up to the session on mental health at the conference last week, *How to Use Data to Drive High-Quality Outcomes in Mental Health*, the discussion will revolve around this first approach that scientifically connects diagnosis, referral, treatment, and outcomes to achieve unprecedented improvements in sustainable behavioral health outcomes. As discussed at our conference, its landmark results have been proven in controlled trials and with real world applications with both regional and national carriers.

### Project Summary

*PCORI [implementation projects](#) promote the use of findings from PCORI-funded studies in real-world healthcare and other settings. These projects build toward broad use of evidence to inform healthcare decisions.*



**This PCORI-funded implementation project is expanding the use of a system called TOP Match—shown to improve patient mental health outcomes—to connect patients with therapists based on therapists' strengths.**

The TOP MATCH approach to behavioral health promises to:

1. Establish a new benchmark for performance excellence both clinically and financially
2. Help to solve the access and quality problems
3. Deliver unprecedented returns in behavioral health

Speakers include:



**David R. Kraus, PhD**  
Founder & CEO  
Outcome Referrals



**Michael Thompson**  
Former CEO  
National Alliance of Healthcare  
Purchaser Coalitions



**Cristie Upshaw Travis**  
Senior Advisor  
Healthcare TN



**Karen van Caulil, PhD**  
President & CEO  
Florida Alliance for  
Healthcare Value

The Florida Alliance is working with Dr. Kraus to determine how best to implement this approach here in Florida. Please join the webinar to hear more about improving patient outcomes in mental health, especially if you were unable to attend our conference last week!

Click [HERE](#) to register.

For more information, please contact Karen van Caulil at [karen@flhealthvalue.org](mailto:karen@flhealthvalue.org)

### **Employer Meeting with Cleveland Clinic – June 19, 10:30AM – 1:00PM**

On Wednesday, June 19 from 10:30AM-1:00PM, Healthcare Advisory Council Member **Cleveland Clinic will host an in-person meeting at their Weston Hospital location.** If you would like to participate but cannot make the in-person meeting, please let us know and we will find out if virtual attendance is possible.



An Outlook invitation was sent which will be updated as more information becomes available in terms of parking, the agenda, and speakers.

Please contact Karen van Caulil at [karen@flhealthvalue.org](mailto:karen@flhealthvalue.org) with any specific issues you would like to discuss with Cleveland Clinic.

**The Weekly Bulletin will be coming to you on Thursdays through the summer months starting next week!**

