



Weekly Bulletin – December 13, 2024

This Weekly Bulletin is a benefit of your organization’s Employer Membership in the Florida Alliance and is meant to ONLY be shared within Employer Member organizations unless approval has been given by the Florida Alliance CEO.



ACTION ITEM

New Project Opportunity - Making Direct Contracting Easier Survey – Deadline to respond extended to Monday, December 16



PLEASE RESPOND

You may recall that in the Florida results from the National Alliance of Healthcare Purchaser Coalition’s *Pulse of the Purchaser* Survey that was released this fall, there was great interest expressed by our Employer Members who responded to the survey in pursuing direct contracting as a strategy to drive value in their health plans. In response to that feedback, we have identified a potential solution that was brought to our attention by Jeff Hogan of Upside Health Advisors, LLC. Jeff was the moderator of a panel at our Annual Conference in May 2024 on advanced primary care and is an adviser to a new initiative called OpenNetworks.

OpenNetworks is a direct contracting marketplace that is open to any healthcare purchaser seeking transparently priced healthcare services, and to any provider willing to deliver them. They have built a network platform that is designed for today’s transparency demands and data-sharing needs. Purchasers can see real costs. There are no “favored nation” clauses. They have developed flexible contracting models and have simplified the process for direct contracting. They have also added the ability to curate networks to meet specific cost, quality, and geographic requirements.

OpenNetworks wants to expand to Florida. They have engaged with the Florida Alliance to explore this new approach, but before we move forward, we will need some baseline information from you and a better idea of your needs. **We have created a survey to learn more about your experience and/or interest in direct contracting** – or your lack of experience and/or interest – whatever the case may be!

For those interested in learning more about OpenNetworks, we will have a roundtable discussion the week of February 3 (date and location still to be determined).

Please respond to the survey by December 16. Click [HERE](#). Thank you to our members who have already responded!

To view a video on *Open Networks: Transforming Healthcare in America Overview*, click [HERE](#).

Please contact Ashley Tait-Dinger at ashley@flhealthvalue.org if you have any questions.



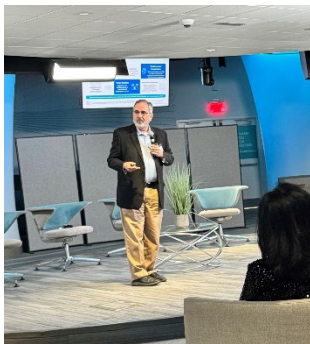
EMPLOYER MEMBER EDUCATIONAL PROGRAMS, REPORTS, RESOURCES AND EMPLOYER LEARNING COLLABORATIVES (ELC)

29th Annual “Best of the Best”

The 2024 “Best of the Best” event was a great success! We hope those of you who were able to attend found the sessions interesting and informative. If you were unable to attend the “Best of the Best” or would like to revisit the information provided by our speakers, we will be providing it to you in the Bulletin next week.



We would like to take this opportunity to thank our excellent speakers:



David Hines

David Hines, Executive Director of Benefits, Metro Nashville Public Schools spoke on the importance of **“Leveraging Innovative Technology in Diabetes Management.”**

If you need more information on managing diabetes, please visit our Diabetes/Obesity Employer Learning Collaborative webpage by clicking [HERE](#).

Karen van Caulil, President and CEO, Florida Alliance, Brian Kehan, Director of Benefits and Wellbeing, Merck, Rosa Nova, Administrative Benefits Director, Miami-Dade County Public Schools, and Florida Alliance Board Chair, Sherri Samuels-Fuerst, VP of Total Rewards, Sargento Foods, Inc. and Kenneth Aldridge, Director of Health Services, Rosen Hotels & Resorts, and Florida Alliance Board Member, shared their **“Employer Insights for Oncology Management.”**

The session was based around our *Employer Guide and Insights for Oncology Management* which can be accessed by clicking [HERE](#).

Special thanks to Kenneth who was pulled out of the audience by Karen to join our panel because of the impactful work his team does in oncology!



Karen van Caulil, Brian Kehan, Rosa Nova, Sherri Samuels-Fuerst, and Kenneth Aldridge



Antonio Iglesias and Thomas Heard

Antonio Iglesias, Vaccines Medical Director, Pfizer and Thomas Heard, Senior Director, Payer Account Medical Lead, Pfizer had a Special Presentation: **“Employers Creating a Vaccine Friendly Culture.”**

Click [HERE](#) to access a guide that the Florida Alliance helped sister coalition, the Northeast Business Group on Health, to develop.

Robert Oyer, Risk Manager, Lake County School District, Joshua Rubich, Area Senior Vice President, Gallagher, and Michael Stubee, Vice President of Payor Strategy, Orlando Health presented on **“Increasing Benefits While Reducing Cost – A Counterintuitive Approach.”** The District could not afford to pay high hospital prices and developed a direct contracting relationship with Orlando Health. Please respond to the survey in the “Action Items” above to provide information to us about your direct contracting experience and/or plans.

Click [HERE](#) to access the National Alliance of Healthcare Purchaser Coalition’s High-Cost Claims Workshop Playbook.

Several Florida Alliance Employer Members provided input to development of this resource through their participation in a workshop held in June 2024.



Robert Oyer, Joshua Rubich and Michael Stubee



Stephanie Koch

Stephanie Koch, Director of Human Resources, Hendry Marine Industries, Inc. and Florida Alliance Board Vice Chair spoke on **“How Your Company Can Regain Control of Your Healthcare Program.”**

Stephanie was also seeking solutions to drive more value out of Hendry’s plan spend and spoke about bringing primary care to the worksite among other key strategies that have saved the organization millions of dollars.

She also mentioned the work ahead of her and cited that the Mental Health Workshop she attended with the Florida Alliance was the inspiration for the work ahead. Please click [HERE](#) to access our Mental Health/Substance Abuse Employer Learning Collaborative webpage for more information.

Thank you to **Healthcare Advisory Council member Florida Blue** for hosting this event again!



Thank you to our generous sponsors!



Please contact Ashley Tait-Dinger at ashley@flhealthvalue.org if you have any questions.

Employer Member Benefit: Achieving Mental Health Parity Compliance



The second part of the two-part webinar on **Achieving Mental Health Parity Compliance** was held Thursday, December 12 with several of our Employer Members and invited guests. Dr. Henry Harbin, Foong-Khwan Sieu, and Beth Ann Middlebrook were on hand to walk through the Employer Toolkit to assist employers with how to work with their TPAs and carve out mental health providers on ensuring their appropriate analysis of the data.

Click [HERE](#) to listen to the recorded Part 1 webinar and view the slides. You can also view the DOL's Self-Compliance Tool for MH Parity and Addiction Equity Act that was discussed in the webinar. The final toolkit will be provided in the Bulletin later this month with the recording from Part 2. We are incorporating the feedback gained during the Part 2 webinar held on Thursday into the toolkit.

Please contact Ashley Tait-Dinger at ashley@flhealthvalue.org if you have any questions.

SAVE THE DATE! Annual Conference – Thursday, May 1 at the Rosen Centre Hotel, Orlando

We are looking forward to our Annual Conference to be held once again at the beautiful Rosen Centre Hotel, located in Orlando.

Thank you to Rosen Hotels & Resorts for their generous support of the Florida Alliance in making this venue possible for us.

Speakers and other details are being finalized and you will receive a "Save the Date" calendar invitation. Registration will open in early 2025.



Please contact Lisa Hain at lisa@flhealthvalue.org if you have any questions.



VALUE-BASED PURCHASING OF HEALTHCARE COURSE

Value-Based Purchasing of Healthcare – A Practical Course for Employers Seeking Greater Value from their Health Benefit Spending – Informational Webinar

The Value-Based Purchasing of Healthcare course is designed for benefits professionals to introduce them to the principles and methods of advancing the value of the health benefits spend. The program encourages participants to think and act differently and culminates in each participant developing their own customized action plan for applying knowledge gained in the course to their current place of employment.



VALUE-BASED
PURCHASING
OF HEALTHCARE

President and CEO Karen van Caulil is on the faculty for this course. She is teaching two sessions – one on driving value through transparency and primary care and the other on alternative payment models. Thanks to Florida Alliance Board Member Kenneth Aldridge from Rosen Hotels and Resorts for his participation in the advanced primary care session!

There are SHRM credits available for those who take the course. The course is an 8-week virtual, asynchronous course commencing on Monday, January 13, 2025.

Click [HERE](#) to view the Program Overview. To listen to the webinar click [HERE](#), passcode: &R6orD

Click [HERE](#) to register for the course.

Please contact Ashley Tait-Dinger at ashley@flhealthvalue.org if you have any questions.



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The next Weekly Bulletin will arrive one day early next week to your inbox, arriving Thursday, December 19, as we want to ensure you receive it before starting your holiday.