



Move to Value 101

GFOA-CT Winter Quarterly Meeting



Audience Participation

QUESTION 1

What health insurance carrier/TPA was recently awarded the State contract?

1. Aetna
2. Anthem
3. Cigna
4. ConnectiCare
5. UnitedHealthCare
6. ACME Discount Health Insurance



Audience Participation

QUESTION 2

What is the most recent 5-year average annual medical/prescription insurance premium increase?

1. 0%
2. -2.3%
3. +14.8%
4. +6%
5. Too much
6. Both 4 & 5



Audience Participation

QUESTION 3

“HEP” stands for the following:

1. House of Eli and Payton
2. Healthy Eating Practices
3. Health Enhancement Program
4. Health Engagement Plan
5. Hashbrowns, Eggs and Pumpnickel toast



Audience Participation

QUESTION 4

How many orthopedic surgeons practice in the state of Connecticut?

1. 164
2. 461
3. 641
4. 1640
5. 1 BILLION



Audience Participation

QUESTION 5

Who is the host of the popular podcast, “Friends with Employee Benefits & HR?”

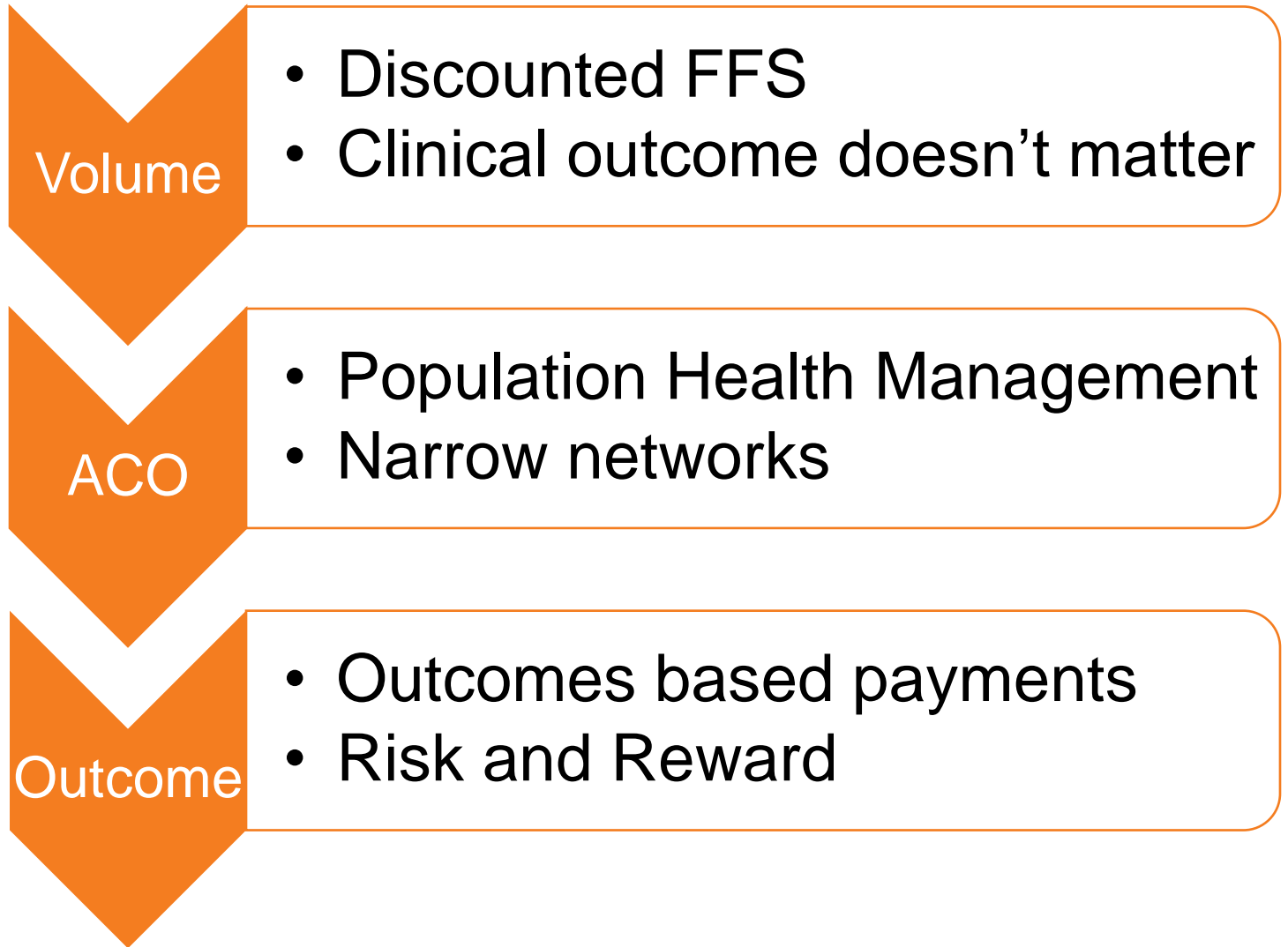
1. Mike LeBlanc
2. Mark Wahlberg
3. Jennifer Lopez
4. Jeff Cross
5. Tulsi Gabbard





Evolution of Provider Payments

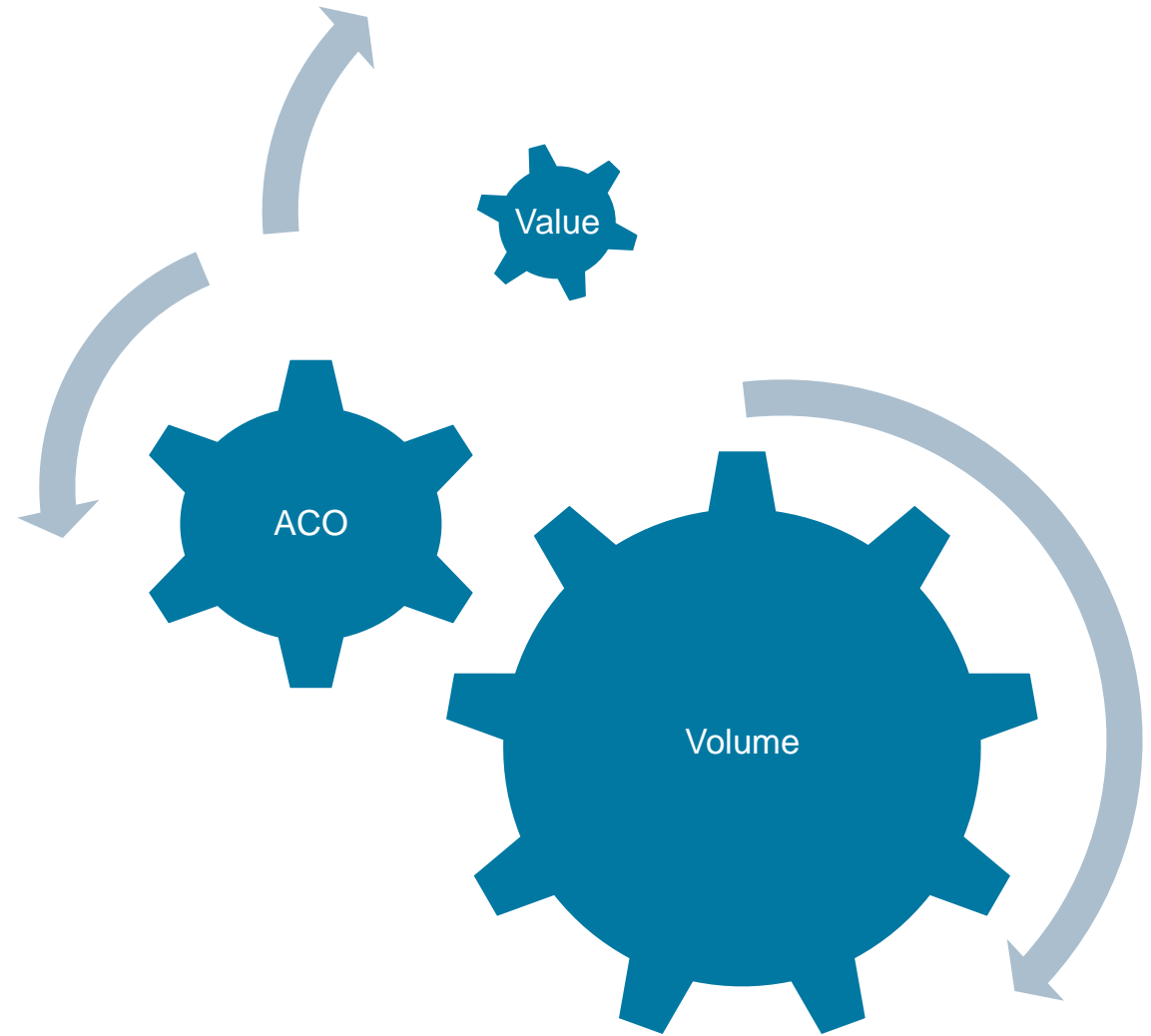
The “Move to Value”



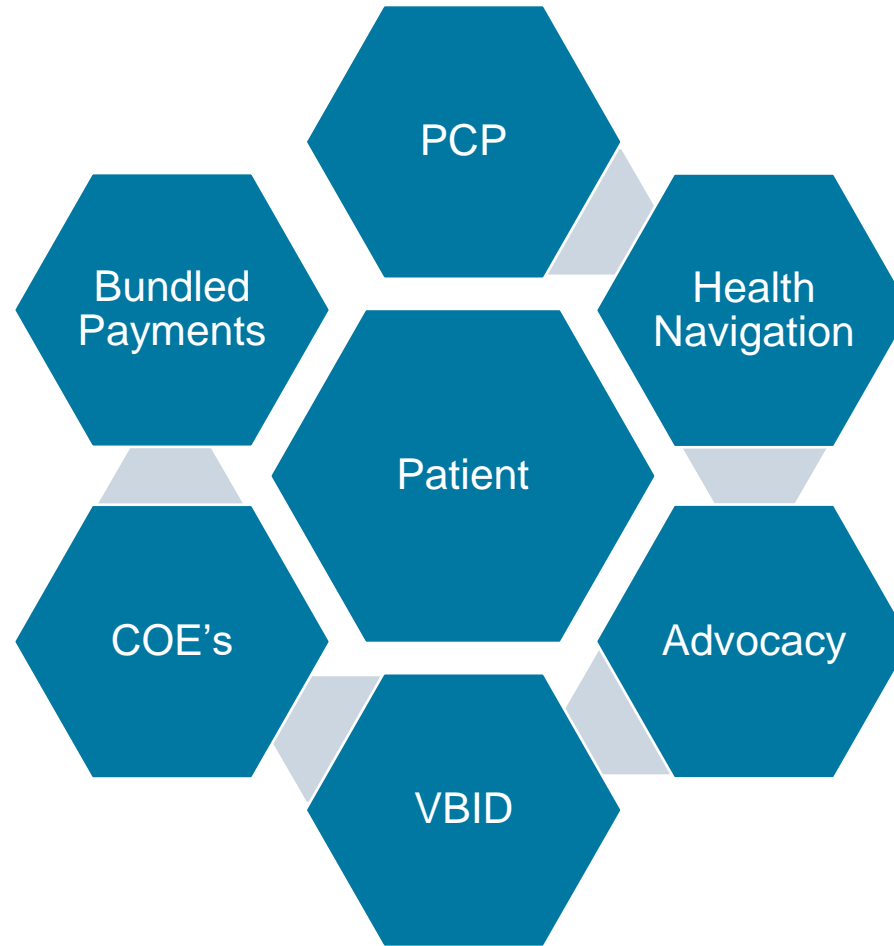


Where are we now?

Pay for volume still prevails...the gears grind slowly



Where are we going?





Proactive 3-5 Year Bargaining Strategy

Smaller, high value provider networks
Health Engagement/Enhancement (“HEP”)
VBID (Value Based Insurance Design)
COE’s and Episodic Care

FLATTENING THE TREND