

ebms 

HEALTH &

BUSINESS

SYMPOSIUM  2018

Improving Care





Reduce Costs

Contain costs for
organizational well-being



Improve Care

Improve the
care experience for
member well-being



Make It Easy

Simplify the
benefit journey for
everyone's well-being



Improve Care

LAST YEAR

LAST YEAR

TODAY

miInsights



**Healthcare
Informatics Analyst**



Trends

- Reference-based pricing (RBP)
- On-site primary care health centers
- PMPM spend - what's good and what's not?

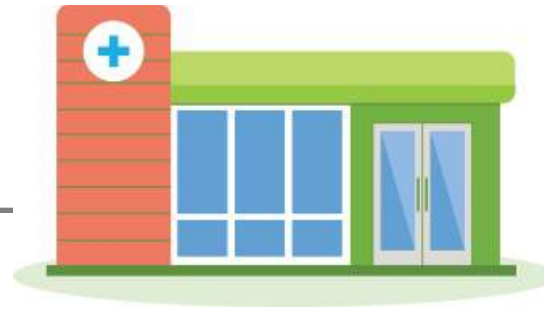
What We Will Be Covering Today



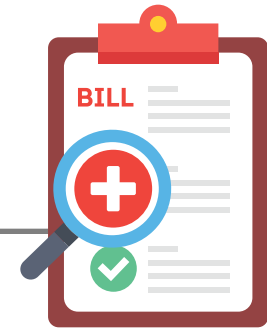
**Medical
Trends**



**Pharmacy
Trends**



**On-Site
Employer-
Sponsored
Primary-Care
Health Centers**



**Referenced-
Based Pricing
(RBP)**

MEDICAL TRENDS





Medical Trends

	EBMS BOOK OF BUSINESS		COMMERCIAL BENCHMARK
	6/2016 - 5/2017	6/2017 - 5/2018	EMPLOYEES: 2.2million
	EMPLOYEES: 73,317	EMPLOYEES: 73,925	
Medical PMPM	\$311.33	\$269.60	\$316.20
Inpatient PMPM	\$89.24	\$72.79	\$100.21
Outpatient PMPM	\$151.53	\$132.33	\$154.88



ER Trends

	EBMS BOOK OF BUSINESS		COMMERCIAL BENCHMARK
	6/2016 - 5/2017	6/2017 - 5/2018	
Visits/1000	135.84	123.09	182.13
% of Visits Potentially Avoidable	20.3%	19.5%	21.35%



Quality Metric Trends

	EBMS BOOK OF BUSINESS		COMMERCIAL BENCHMARK
	6/2016 - 5/2017	6/2017 - 5/2018	
2+ ER Visits in the Last 6 Months	1.2%	1.1%	1.9%
Readmission within 30 Days of Discharge	4.6%	4.6%	5.8%
Age 50-64 with an Annual Flu Vaccination	9.7%	10.9%	8.5%
Hypertension Diagnosis AND on an Antihypertensive Medication	65.2%	70.1%	67.3%
Hyperlipidemia Diagnosis AND on Lipid-Lowering Medication	47.2%	51.3%	49.1%

PHARMACY TRENDS





Pharmacy Trends

	EBMS BOOK OF BUSINESS		COMMERCIAL BENCHMARK
	6/2016 - 5/2017	6/2017 - 5/2018	
Pharmacy PMPM	\$54.78	\$60.37	\$78.30



Pharmacy Trends

	EBMS BOOK OF BUSINESS		COMMERCIAL BENCHMARK
	6/2016 - 5/2017	6/2017 - 5/2018	
Specialty Spend - Preferred PBM #1	\$30.13	\$31.48	\$22.86



Pharmacy Trends

	EBMS BOOK OF BUSINESS		COMMERCIAL BENCHMARK
	6/2016 - 5/2017	6/2017 - 5/2018	
Specialty Spend - Preferred PBM #2	\$24.53	\$27.16	\$31.14

ON-SITE EMPLOYER-SPONSORED PRIMARY-CARE CLINICS





On-Site Primary-Care Health Centers

URGENT CARE VISITS

(per 1000)

23

Employers with
on-site health
centers

111

Employers without
on-site health
centers

TOTAL OFFICE VISITS

(per 1000)

4,444

Employers with
on-site health
centers

2,888

Employers without
on-site health
centers



On-Site Primary-Care Health Centers

AGE 50-75
with **COLORECTAL**
CANCER SCREENING

24%

Employers with
on-site health
centers

19%

Employers without
on-site health
centers

% OF WOMEN AGE
40-69 with a **SCREENING**
MAMMOGRAM in the
LAST 24 MONTHS

57%

Employers with
on-site health
centers

43%

Employers without
on-site health
centers



On-Site Primary-Care Health Centers

AVERAGE CLAIM COST

\$350

Employers with
on-site health
centers

\$385

Employers without
on-site health
centers

MEDICAL PMPM

\$319

Employers with
on-site health
centers

\$282

Employers without
on-site health
centers



On-Site Primary-Care Health Centers

**% DIAGNOSED with
HYPERLIPIDEMIA**



**ANNUAL LIPID
PROFILE**

10%

**Employers with
on-site health
centers**

6%

**Employers without
on-site health
centers**

75%

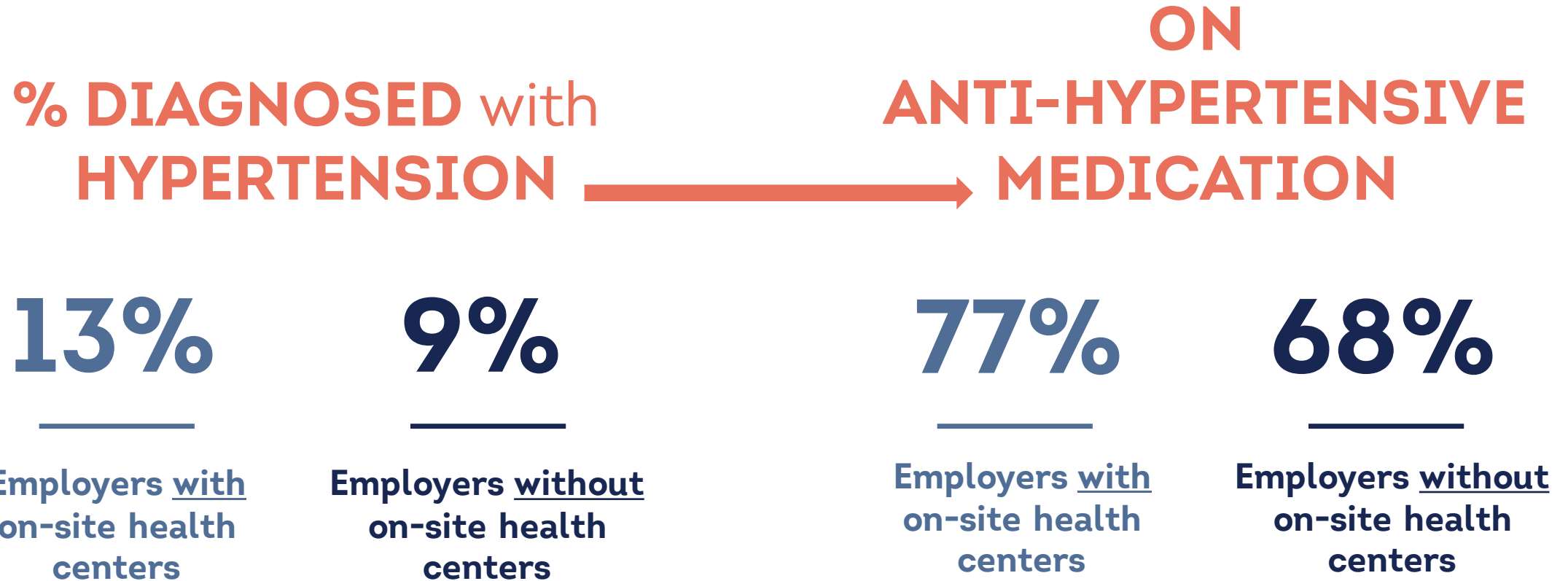
**Employers with
on-site health
centers**

70%

**Employers without
on-site health
centers**



On-Site Primary-Care Health Centers





On-Site Primary-Care Health Centers

**% DIAGNOSED with
ASTHMA**

5%

Employers with
on-site health
centers

3%

Employers without
on-site health
centers

**INFLUENZA VACCINATION
in LAST 12 MONTHS**

29%

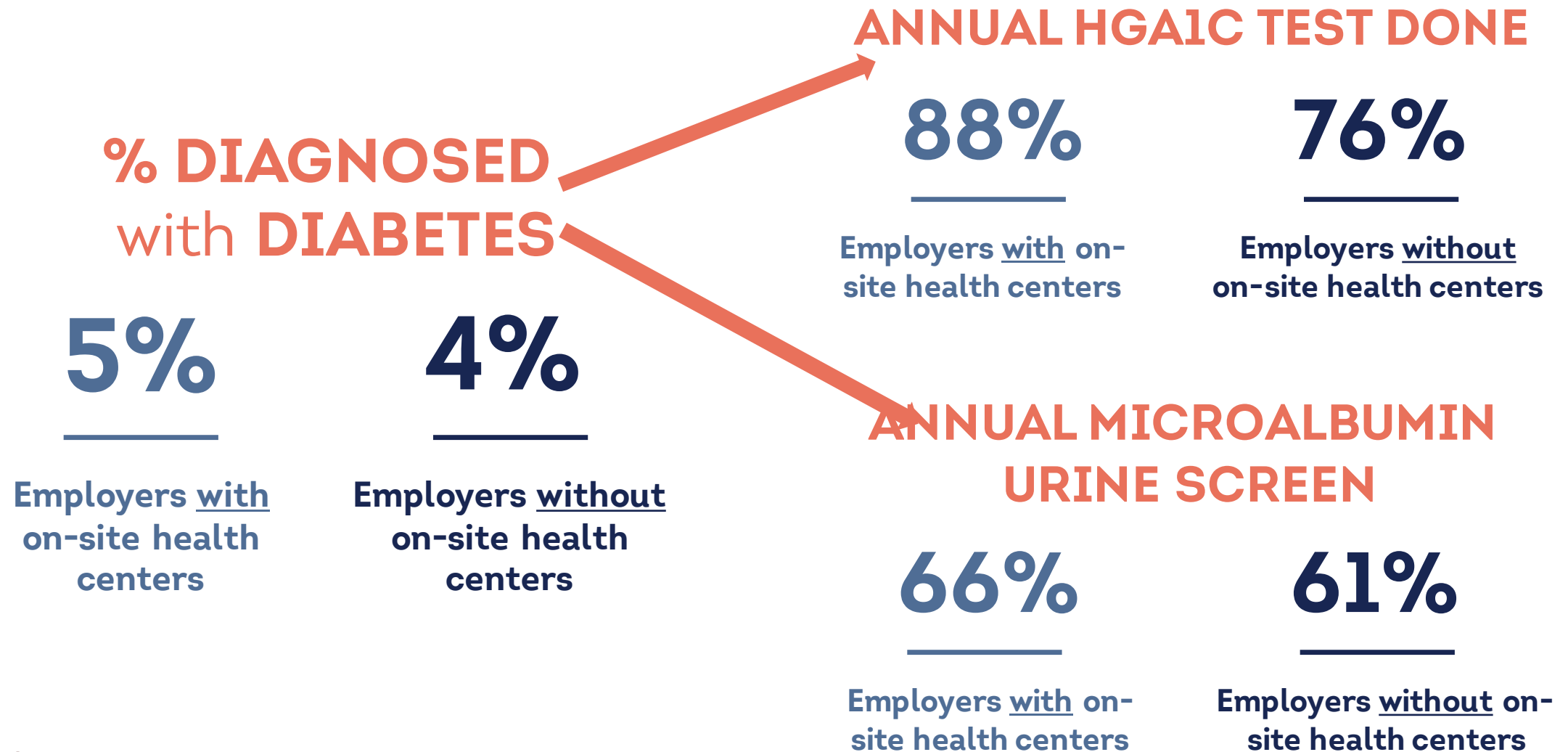
Employers with
on-site health
centers

12%

Employers without
on-site health
centers



On-Site Primary-Care Health Centers



REFERENCE-BASED PRICING (RBP)





Referenced-Based Pricing

MEDICAL + PHARMACY PMPM

\$331

BEFORE
RBP

\$296

AFTER
RBP



Referenced-Based Pricing (PREVENTIVE SERVICES)

**WOMEN AGED
40 to 69 YEARS**
with a **SCREENING
MAMMOGRAM LAST
24 MONTHS**

36%

BEFORE RBP

17%

AFTER RBP

**MEMBERS AGED
19 to 39 YEARS**
with **PREVENTIVE
VISIT** in the **LAST
24 MONTHS**

21%

BEFORE RBP

15%

AFTER RBP

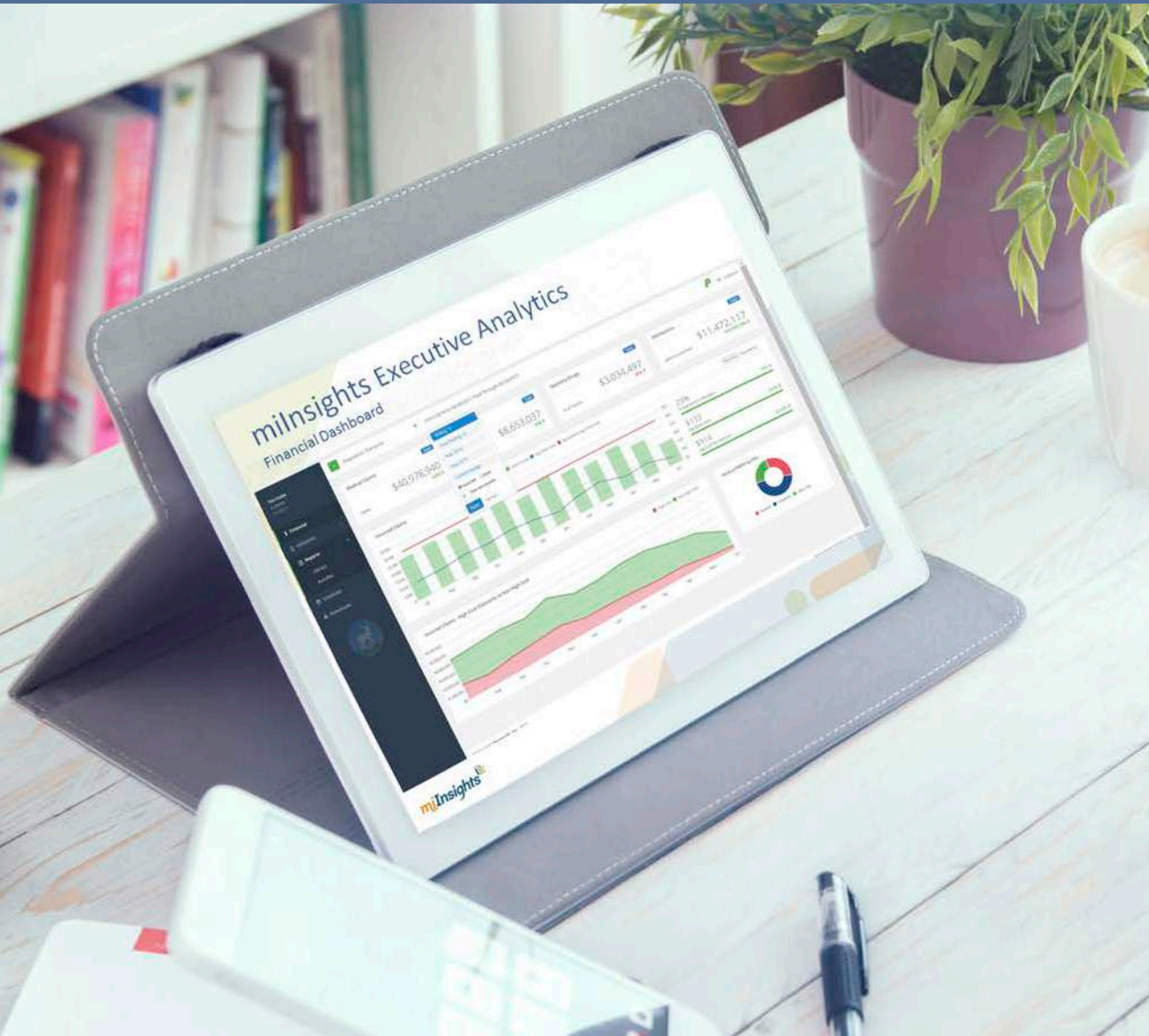
**MEMBERS AGED
40 to 64 YEARS**
with **PREVENTIVE
VISIT** in the **LAST
24 MONTHS**

33%

BEFORE RBP

23%

AFTER RBP



Improve Care

How is YOUR plan performing in specific areas?

Do you really know?

Is it time to find out?



The premium miInsights solution provides the highest level of data available in the industry.

NEXT STEPS

Make your data work for you!

Contact your account manager to get started.

ebms⁺
**HEALTH &
BUSINESS**
SYMPOSIUM 2018

THANK YOU

