



# Savannah Business Group

on Health Care Cost Management, Inc.

## **Confirming the Strategy**

Ideas for Today and Tomorrow

# Vision Statement

The Coalition foresees the day when:

Employers understand their role in the healthcare market;

Healthcare costs are under control;

Patients and physicians have strong healthy bonds;

Patients are knowledgeable about their conditions and;

There is publicly accessible information on the performance of healthcare practitioners.

# Coalition

## Goal and Objective

- Establish management mechanisms which monitor health care
- Implement strategies which improve the health status of the community
- Educate the community to promote more informed consumers of health care
- Provide consultation and assistance to providers of health care
- Improve the quality of health care for all in our community
- Influence health care legislation

# Contracting Goal and Objective

- Engage in value based, group purchasing
- Provide and operate health care services and facilities

# How Did We Get Here?

- Employers organized
- Collected data
- Changed purchasing strategy
- Adjusted plan designs
- Focused on cost containment
- Sustained competition
- Integrated quality
- Introduced incentives
- Increased management
- Coordinated efforts with other groups

# Where We Are Today

- Members in both networks
- Stable pricing
- Improved quality and safety
- Incentive programs
- Advanced benefit designs
- Sought after for collaboration

# Today's Situation

- State
  - Programs being developed
    - Electronic Health Record
    - E Prescribing
    - Transparency website
- National
  - Reform of system
    - CMS
    - National Health Information Network
    - Community Exchanges

# Recommendation

- Strategic Planning Confirmed goals and objectives
- No change in contracting strategy
- Continue to work on objectives
- Grow membership
- Provide community leadership

# Coalition

## Short Term

### Goal and Objective

- Develop a patient level communications program
- Develop Coalition leadership
- Investigate high performance networks
- Maintain communications with member leadership

# Contracting Short Term Goal and Objective

- Maintain the competition for services and pricing
- Develop plan designs (value based benefit design)