



Purchaser Business
Group on Health



September 30, 2021

PBGH Primary Care Payment Reform Summit

*Purchasers Speaking with One Voice:
Achieving High-Value Care Through
Payment Reform*

*Elizabeth Mitchell, President and CEO,
PBGH*



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Group on Health

About PBGH



Purchaser Business Group on Health

- 40 members
- Private employers & public agencies
- \$100B spend
- 15 Million Americans



Advancing Quality



Driving Affordability



Fostering Health Equity

EXPERTISE APPLIED ACROSS ALL STRATEGIES:

Measuring What Matters | Policy and Advocacy | Payment Reform | Care Redesign | Health Equity

Our Members are No Longer Waiting for Intermediaries to Fix It



“As health care costs continue to rise, we are working to assure that the providers and intermediaries we use are providing the best possible quality and value.

Where they are not, we will take action on behalf of our associates.”

*Lisa Woods
Vice President,
Physical & Emotional Wellbeing
Walmart*



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*Linda Brady, ACO Portfolio Manager-
Healthcare Strategy and Well-Being, The
Boeing Company*



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A Joint Purchasing Agreement



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Employer Health Plan Common Purchasing Agreement

for Advanced Primary Care



Purchasing Advanced Primary Care

PBGH members collectively spend over \$100B annually buying health care for their employees and families but too often do not achieve good clinical outcomes or experience. Members of PBGH are assuming an active leadership role in health care purchasing by clearly articulating the quality, value and experience they expect for their significant health care spend. They are setting purchasing standards on behalf of their employees and creating mechanisms for health plan standards to help achieve for all employees and families.

As purchasers, we will not partnerships with innovative standards and needs. We work to work on our behalf in purchasing that reflects our

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What we want to buy	How we enable it	How we know we have it
Integrated Whole-Person Care/Population Health Management <ul style="list-style-type: none"> Employee/patient engagement and activation Integration of physical, behavioral, and social needs Robust access spanning after hours, weekends and including virtual care options Informed referrals and prescribing Coordinated care Risk stratification and care management Health and wellbeing promotion Data and information sharing 	Payment Method <ul style="list-style-type: none"> Comprehensive primary care payment* Prospective and flexible Care transformation or care management fee (limited duration) plus Performance incentives 	Accountability <ul style="list-style-type: none"> Common performance measure set Clinical outcomes Member experience of care Total cost of care Access to care Health equity

The PBGH Primary Care Payment Reform Workgroup has developed this Common Purchasing Agreement – guided by evidence-based reform principles – for jumbo employers and health care purchasers to clearly articulate their priorities to partners. It is intended to be used to remove barriers to better care and achieve

Key Components of Advanced Primary Care (APC) Purchasing
The key components that are integral to purchasing APC characteristics of person-centered APC, changes to provider payments that serve as a mechanism to shift the delivery system to APC and a set of priority accountability measures that demonstrate achievement of high-quality care at lower costs. These

readiness. For example, provider groups who have experience participating in an alternative payment model for primary care that is based on a FFS chassis may be ready to move to a fully capitated prospective payment model and may not require the care management fee which is designed to help build the care delivery