



Advancing Quality
Driving Affordability
Fostering Health Equity



“PBGH brings all kinds of cutting-edge information and programs that have been absolutely instrumental for Walmart and other employers in lowering our health care costs.”

— Lisa Woods

Vice President, Physical and Emotional Wellbeing, Walmart



Advancing Quality

We know that better health care costs less and the quality of care delivered profoundly impacts employees' lives, work and productivity. PBGH has the unique expertise to measure health care quality. Our experts work directly with clinicians to implement transformative care models shown to improve medical outcomes and lower costs. The result is a health care system employers are proud to offer their employees.



Driving Affordability

Employers purchase health care benefits on behalf of their employees and families to ensure their health and wellbeing. Unaffordable coverage impacts employers' ability to provide care and comes directly out of employer budgets and workers' wages. In partnership with member companies, PBGH redesigns markets to reflect purchaser priorities through innovative contracting initiatives, new standards and payment models and by fostering new market entrants incentivized to deliver higher-quality, lower-cost care.



Fostering Health Equity

From access to outcomes, the health care experience in the U.S. for people across all disadvantaged races and socioeconomic groups is often problematic and substandard. PBGH is working on several fronts to develop long-term solutions that will help ensure true health care equity for all Americans.

We do more than advocate for change. We make it happen.

Our mission and our work are clear and uncompromising. We are a purchaser-only coalition of the country's largest and most influential private employers and public purchasers working to create the health care system employers are proud to offer their employees.

We harness the influence and concentrated power of our members to deliver impressive results rarely seen in the health care market, including avoided unnecessary procedures, reduced waste, payment reform and an overall reduction in total cost of care.

- Nearly 40 private employers and public purchasers
- Collectively spend \$100 billion on health care annually
- Provide health care for more than 15 million Americans

Proven Impact

PBGH has a long track record of developing, incubating and launching successful operational programs on behalf of and in partnership with large employers. Our initiatives are designed to test innovative health care methods and scale successful approaches that lower health care costs and increase quality across the U.S.

Unifying Higher Expectations with the Health Value Index



The PBGH Health Value Index is an innovative tool that allows purchasers to gain valuable insights into the gaps between the services they are paying for and what their employees are actually receiving.

- Nine performance indicators deliver a range of actionable insights into plan priorities and spending.
- Health plans serving participating employers revealed significant reporting gaps on all nine performance indicators.
- Provides greater accountability on health plans and a roadmap for shifting plan priorities toward supporting higher-quality, more cost-effective care.

Reducing Cost by Increasing the Quality of Employee Care

PBGH in partnership with eight large employers designed the Employers Centers of Excellence (ECEN) program to increase employees' access to high-quality care for elective surgeries. ECEN offered hip and knee replacements, spine and bariatric procedures and certain oncology services.

Key program elements

- Selected and monitored high-quality centers and surgeries.
- Aligned incentives with providers through prospectively negotiated “bundles” and with patients via reduced or eliminated cost share.

Impact

Employers dramatically increased optimal patient outcomes and reduced variation in quality and cost. Results for Walmart:



Zero

ECEN patients requiring postsurgical care in skilled nursing facility (compared with 5.2% non-ECEN facilities)



3X

Lower hospital readmissions rates in ECEN joint replacement patients



50%

Of ECEN spine surgery patients avoided surgery



\$19.4M

Collective savings by Walmart, Lowe's and McKesson in 2017

Achieving High-Quality Care Through Innovative Contracting and Payment Reform

PBGH developed pioneering primary care standards and common purchasing agreements adopted by public and private purchasers for 2022 contracts.

- Three of California's largest health care purchasers are contractually requiring their health plans to adopt PBGH-created quality measures—the first time purchasers are aligned on primary care expectations for health plans.
- The measures have also been adopted by California Health Care Foundation and Blue Shield of California.
- The PBGH National Primary Care Payment Reform work group used the quality measures to create model contract language.
- PBGH, in partnership with The Boeing Company, brought together stakeholders to advance common priorities for innovative primary care payment reform using PBGH model contract language.

Driving Affordability by Reducing Wasteful Pharmaceutical Spending

PBGH studied wasteful pharmaceutical spending and discovered a twisted and opaque supply chain that often favored higher-priced unnecessary drugs.

Key program elements

- Evaluated the drug utilization data of 2.5 million claims from 15 self-insured employers to estimate savings from reduced use of drugs.
- Worked with employers to remove low value, expensive drugs from formularies.

Impact



6%

Of drugs were wasteful
(868 different drugs)



\$63.3M

Savings potential



3–24%

Reduced spending
on PBM



8

Drugs that accounted
for a quarter of
the savings

Optimizing Markets by Influencing Policy

PBGH leverages the influence of its employer members to shape state and federal policies that support a market reflecting purchaser priorities.

Key initiatives

Hospital Price Transparency

Updates to the regulation reflected PBGH recommendations.

Surprise Billing

The draft rules for the “qualified payment amount” were very close to PBGH recommendations.

Anti-competitive Contracting

Executive Order on Competition in the American Economy included many PBGH recommendations.

Monopolistic Practices

Successfully filed a class action suit against Sutter Health, a 10-year effort by PBGH that was settled December, 2019.

*We Do More Than
Advocate for Change.*

We Make It Happen.

Emsana Health is an innovation studio created by PBGH to develop health care solutions that meet the unique needs of large employers and their employees. It is a natural outgrowth of the work PBGH has been doing for the past 30 years and offers an opportunity to scale what we know works to support employers' ability to exercise their health care purchasing power to secure high-quality care for their employees.



The only innovation studio built by employers, for employers:

- Better information and tools for managing health care costs
- More personal and holistic ways to support employee health and well-being
- Targeted approaches to reducing employee absenteeism and lost productivity from poor health, inappropriate treatment and inconvenient care
- Health benefits designed to enhance employee experience and loyalty

Products designed for employers

Emsana Health worked closely with large employers to identify actionable solutions to real health care challenges, partner with experienced health care entrepreneurs and leverage technology. There are currently two products available:

em|sanaCare

For companies that want to improve the health and productivity of their workforce, EmsanaCare offers employees a VIP Access Pass and simple texting service that makes it easy to find and access the best care. Unlike most navigation companies, we collect real-time patient and provider data for hyper-personalized recommendations and enhanced results.

em|sanaRx

For companies that want to reduce wasteful drug spending, EmsanaRx is a pharmacy benefit manager (PBM) that allows employers to negotiate and access direct deals from pharmaceutical manufacturers and retail/online pharmacy distributors. Unlike most PBMs, EmsanaRx offers employers control, flexibility and 100% cost transparency.

“Our membership in PBGH is a great way to partner with other large employers to influence and push the health care system toward greater efficiency and lower cost.”

— Teresa Wolownik
Senior Director of Global Benefits and
Executive Compensation, Qualcomm

Why Employers and Public Purchasers Join Us

PBGH is dedicated to developing and implementing solutions that lower costs while improving care quality for our members and their employees.

Membership is open exclusively to self-insured employers and public purchasers.

Membership contributions to PBGH make up only 10% of our annual budget, with government and private foundations grants allowing us to improve the health care system for all Americans including our members' employees and their families. PBGH members pay a membership contribution fee based on type of organization and employee headcount in the U.S.

PBGH Member Benefits

- Partnership opportunities with peers to implement cutting-edge benefit strategies
- Peer-to-peer networking with health benefits professionals from the country's leading corporations
- In-depth collaboration on delivery and payment innovation
- Advocacy for functional markets and lower health care costs
- Personalized consulting and support from PBGH staff

Contact

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