



## CATALYST FOR PAYMENT REFORM

# Annual Report Highlights from 2018

A snapshot of how CPR sparked change this year and how we're catalyzing a higher-value health care system for employers and other health care purchasers.

October 2018



## CPR'S 2018 MEMBERSHIP

32BJ Health Fund  
3M  
Aircraft Gear Corporation  
Aon  
Arizona Health Care Cost Containment System (Arizona Medicaid)  
AT&T  
The Boeing Company  
CalPERS  
City and County of San Francisco  
Comcast  
Compassion International  
Covered California  
The Dow Chemical Company

Equity Healthcare LLC  
FedEx Corporation  
GE  
General Motors  
Google Inc.  
Group Insurance Commission,  
Commonwealth of Massachusetts  
The Home Depot  
Mercer  
Miami University (Ohio)  
Ohio Department of Medicaid  
OhioPERS  
Pennsylvania Employees Benefit Trust Fund  
Pitney Bowes  
Qualcomm Incorporated

**34**  
total members  
in 2018

**+5**

NEW members  
in 2018

Self-Insured Schools of California  
South Carolina Department of Health and Human Services (South Carolina Medicaid)  
TennCare (Tennessee Medicaid)  
US Foods  
Walmart  
Wells Fargo & Company  
Willis Towers Watson

With **more than 16 million covered lives** and **over \$60 billion in annual health care expenditures**, CPR members can move the market!





# COORDINATION

ALIGNED SOURCING AND CONTRACTING

*"For employers and other health care purchasers to have the greatest influence in shaping the health care marketplace to meet their needs, they need to send consistent signals about what they want."*

Suzanne Delbanco, Executive Director, CPR

## The 2018 Aligned Sourcing & Contracting Toolkit

32 purchasers downloaded CPR's [toolkit](#) in order to set expectations of health plans, align their demands, amplify their voice, and strengthen their impact on the health care market. Did you?

### Request for Information

Ask about high-value strategies and important clinical areas. Priority areas for 2018 included:

- Payment and delivery reform
- Accountable care organizations (ACOs)
- Maternity care
- Behavioral health

### Model Contract Language

Solidify your expectations in contract language

### Health Plan User Groups

Collectively push your contracted plan to make progress. 2018 focus areas included:

- Clinical program innovations
- Maternity care payment and delivery reform
- Provider designation methodology
- Standard plan ACO reporting



# COORDINATION

MENTAL HEALTH CARE

In 2018, CPR helped purchasers address challenges with mental health access, quality, and integration with medical care



## The State of the Mental Health Marketplace Report

This [report](#) draws on output of CPR's employer collaborative; research, expert interviews and detailed evaluations of leading vendors.

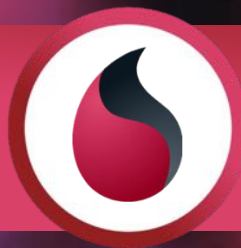
## Mental Health Evaluation Questions & Specifications

Assess existing mental health partners or evaluate new ones across five categories (health plans, digital solutions, etc.) using CPR's [specifications](#).

## Mental Health Vendor Summary Scorecards

CPR members-only benefit that summarizes the offerings of 16 vendors across access, quality, and integration with medical.





# COORDINATION

GENETIC TESTING AND SUBSTANCE USE DISORDERS

This year, we wrapped up our collaborative “Navigating the Potential Benefits and Unintended Consequences of Genetic Testing” and hosted a 6-part educational series sharing our learnings and featuring health plans and genetics vendors as presenters.

**COMING SOON: The Genetic Testing Toolkit is the culmination of our work!**

We kicked off our “Encouraging Evidence-based Treatments for Substance Use Disorders” collaborative to help employers explore provider payment methods and benefit and network designs to encourage evidence-based treatments for substance use disorders.

**COMING SOON: The Substance Use Disorder Toolkit to be released later this year!**



# TOOLS & RESOURCES

THE SPARC MOVEMENT

In 2017, we [SPARCed](#) a movement with our suite of tools designed to hold health plans accountable for ACO performance.

The movement gained traction in 2018 as three of the four major health plans used the Standard Plan ACO Report to report on their ACOs to CPR members!

Ride the wave of momentum into 2019  
Ask your health plan to use SPARC!

Standard Plan ACO Report | Health Plan Request for Information and Model Contract Language for ACO strategies | Performance Guarantees | Provider Checklist Questionnaire

“It’s important for purchasers to require comprehensive and standard health plan reporting, and SPARC supports that expectation.”

*Abbie Yant, Executive Director,  
City and County of San Francisco Health Service System*





# TOOLS & RESOURCES

PALLIATIVE CARE RESOURCES

Employers can play a powerful role in improving care for employees living with serious illness and their caregivers.

CPR partnered with the Center to Advance Palliative Care (CAPC) to expand awareness and support of palliative care among purchasers, and to create a [suite of tools](#) to help them implement high-value palliative care strategies.

*Palliative care is for those living with serious illness and their caregivers. It is appropriate at any age, at any stage of a serious illness, and should be provided along with curative treatment.*

## THE PURCHASER TOOLKIT FOR SERIOUS ILLNESS CARE STRATEGIES

How-to-Guide

Request for Information

Evaluation Guidance and Model Responses

Model Health Plan Contract

Health Plan Conversation Guide

ACO Checklist

Case Management Vendor Checklist

Glossary of Terms

Case Studies



# TOOLS & RESOURCES

EMPLOYEE COMMUNICATIONS TOOLKIT

Rolling out a new benefit design to direct employees to certain high-value providers?

Check out CPR's latest Employee Communications Toolkit!

The [toolkit](#) has practical resources including 1) an **INFOGRAPHIC** on what matters to employees, 2) a **BEST PRACTICES** tip sheet, 3) **EMPLOYEE PERSONAS**, 4) **KEY MESSAGES** for employees and dependents, and 5) a post-annual enrollment employee **FEEDBACK SURVEY**.

This can help lead to smarter health care shopping and employee enrollment in high-value plans!

“CPR provides self-funded plans with invaluable resources to optimize their benefits.”

*Sara Rothstein, Director, 32BJ Health Fund*



# EDUCATION

VITALS FOR CHANGE SCORECARD  
A GUIDE FOR EMPLOYERS FROM MERCER AND CPR

## What's your baseline?

In 2018 we rolled out **The Vitals for Change Scorecard**, a quick and engaging tutorial on transformative health care strategies, as well as an assessment and benchmarking tool.

Understand how to  
**use your power**  
as a change agent  
in four vitals areas:

Pay for Value

Drive to Quality

Personalize the Experience

Embrace Disruption

Identify specific,  
actionable  
opportunities to  
optimize your  
health care  
program.



# RESEARCH & ANALYSIS

SCORECARD 2.0

In 2017, we launched Scorecard 2.0 to find out if payment reforms are having their intended impact on health care costs and outcomes.

**THIS YEAR the results are in.**



Available now at  
[catalyze.org](http://catalyze.org)

**NEW JERSEY**  
The Garden State

**VIRGINIA**

The Old Dominion

Results to be released  
October 23, 2018

**COLORADO**

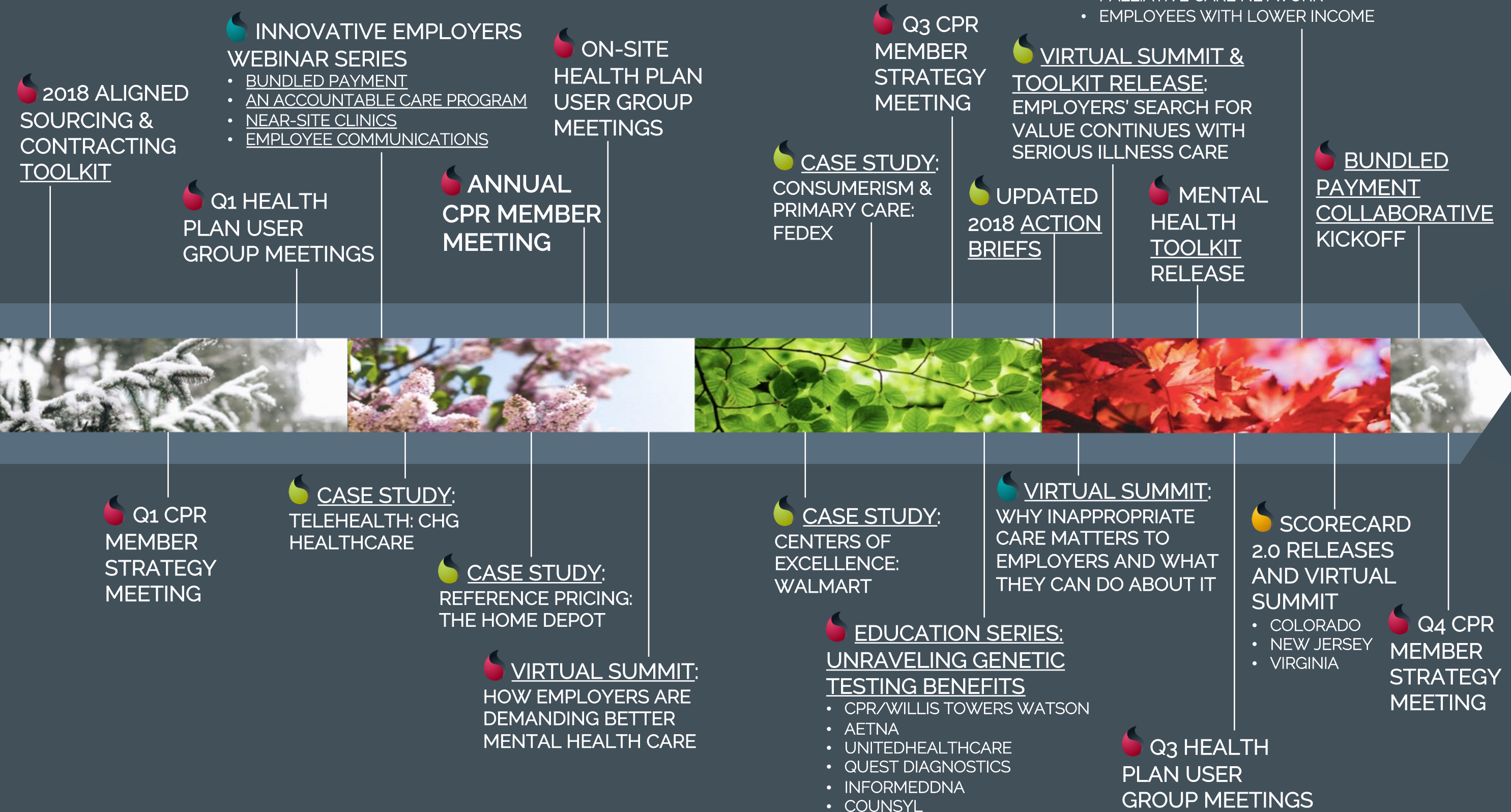
The Centennial State

Results to be released  
November 13, 2018

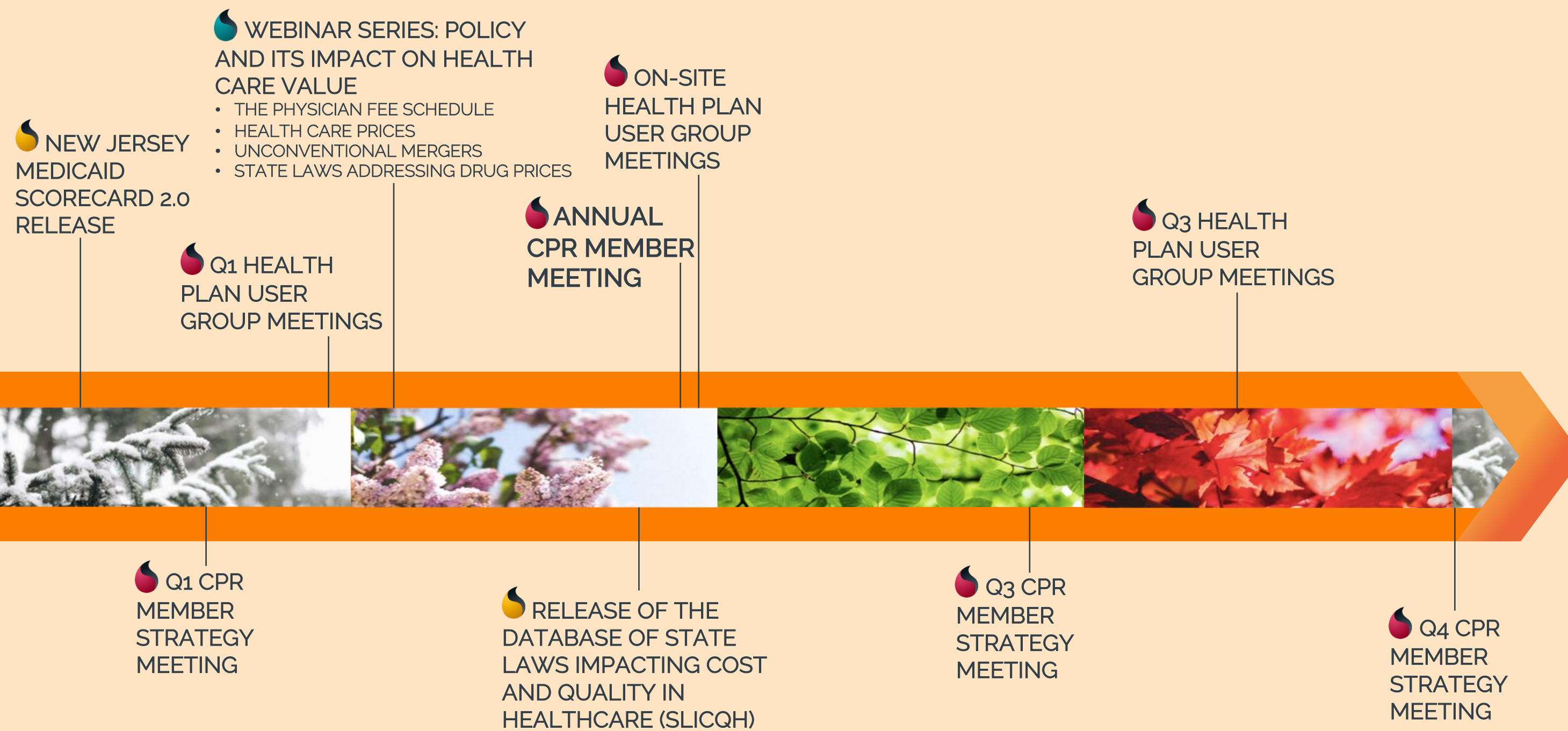


# A YEAR IN REVIEW

## WHAT WE'VE ACCOMPLISHED IN 2018



# 2019 PREVIEW OF EVENTS AND RELEASES (MORE TO COME!)



Keep being **CATALYSTS** for change!