



Health Care Analytics that Matter to Employers: A Case Study using the MN APCD

Stefan Gildemeister | Director, Health Economics Program

October 2017

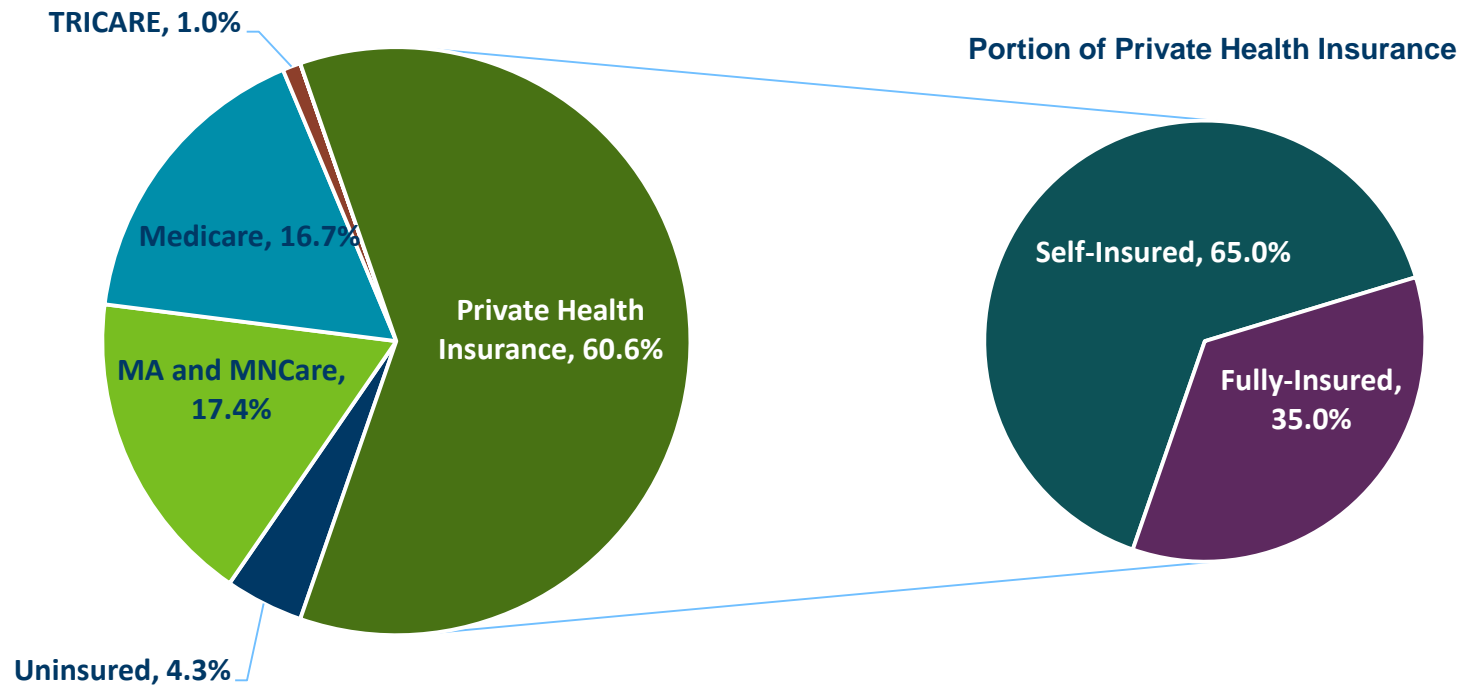


Engage Minnesota employers to:

- Build awareness of the MN APCD as an important resource
- Help design analytic products that can have an applied value to purchasers
- Seek support, particularly from self-insured employers, for ongoing data submission to the MN APCD

Distribution of Minnesota Population by Primary Source of Insurance Coverage, 2015

Total Population 5.5 Million
Self-insured account for 38.3 percent of Minnesotans



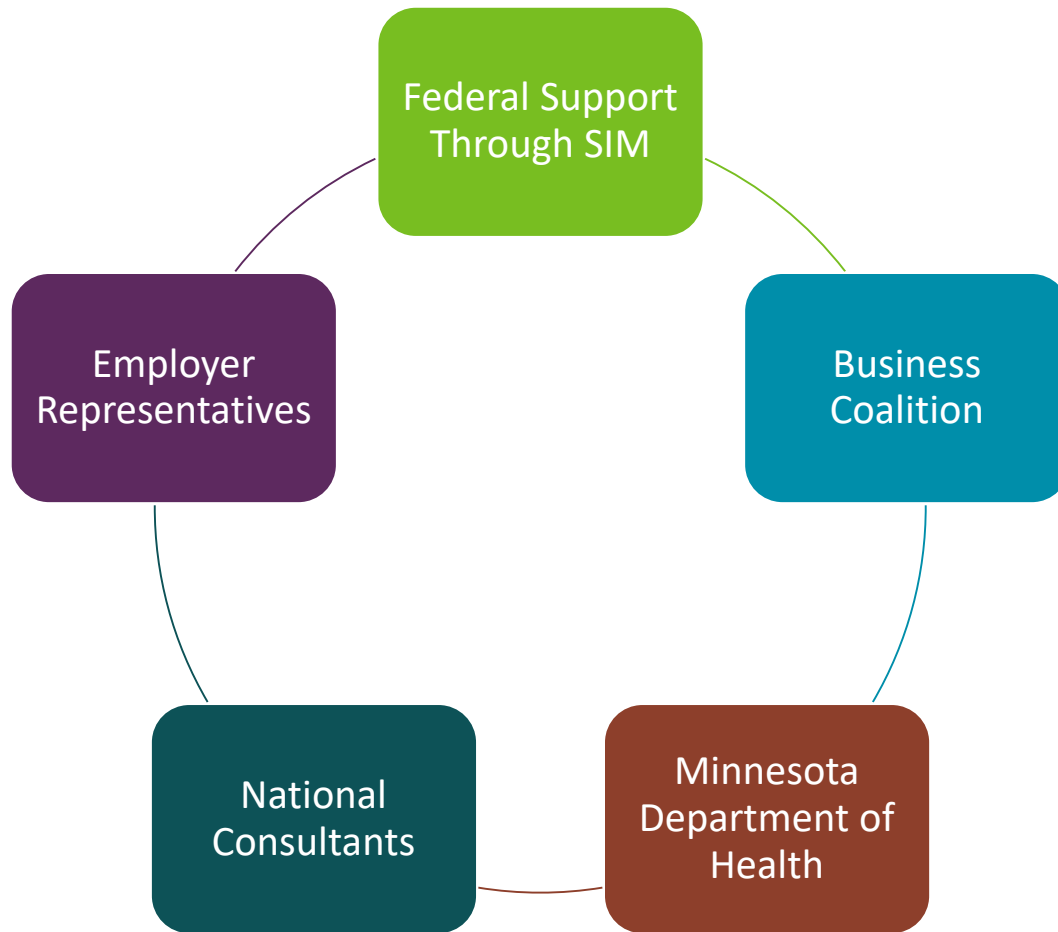
Sources: MDH Health Economics Program; U.S. Census Bureau, Annual Estimates of the Population for July 1, 2015.

Notes: MA and MNCare includes Medical Assistance (MA) and MinnesotaCare (MNCare).

History of Employers in Health Policy in Minnesota

- Minnesota ranks third in Fortune 500 companies per 1 million people (17 in 2016)
 - Target, 3M, UnitedHealth Group, Best Buy
- Buyers Health Care Action Group (BHCAG)/MN Health Action Group:
 - designing tiered benefit plans
 - commitment to measurement (Leapfrog Group)
- SMART Buy Alliance
 - Partnership of state, business and labor groups to set standards for health care purchasing
- Clinic-based quality measurement (partnership between government & private non-profits)
- Supporting health reforms
 - 2007 Transformation Task Force
 - 2010 ACA Implementation

Our 2017 Initiative: Partnerships that Work



- **Minnesota Health Action Group** unites employers around common issues, amplifies the voice of those who write the checks for health care, and improves patient experience and outcomes.
- **Sixteen employers**, representing thousands of Minnesotans, brought critical thinking, problem solving and high expectations to the project.
- **Stollenwerks, in partnership with CHCS**, brings inspirational group leadership and facilitation, strategic insight, practical guidance to help meet goals.

Key Informants and Participants



Project Approach

Key Informant Interviews

- Establish approach to partnering w/employers
- Explore high-priority issues that resonate with employers' role as purchasers

Discussion Group Meetings

- Introduce the MN APCD and the opportunity it holds
- Identify key issues in health care use/spending
- Review potential reports/data snapshots
- Provide feedback to outreach plan

Usability Testing

- What presentation of analysis resonates with employers/their leadership?
- How to display/frame information to capture employer attention?
- What context is essential for the audience?

Employer-Driven Designs for Reports / Analyses from the MN APCD



Inpatient price variation (detailed view)



Inpatient price variation & market behavior



Patient migration as proxy for network adequacy

	With the plan	Without the plan	Change
Unplanned Care	1,000.0	1,000.0	0.0
Planned Care	1,000.0	1,000.0	0.0
Administrative	1,000.0	1,000.0	0.0
Medical Services	1,000.0	1,000.0	0.0
Pharmacy	1,000.0	1,000.0	0.0
Other	1,000.0	1,000.0	0.0
Total	1,000.0	1,000.0	0.0

Drivers of spending increases

	With the plan	Without the plan	Change
Unplanned Care	1,000.0	1,000.0	0.0
Planned Care	1,000.0	1,000.0	0.0
Administrative	1,000.0	1,000.0	0.0
Medical Services	1,000.0	1,000.0	0.0
Pharmacy	1,000.0	1,000.0	0.0
Other	1,000.0	1,000.0	0.0
Total	1,000.0	1,000.0	0.0

Spending on potentially avoidable events



Variation in test and procedure use



Care coordination and value

Did not know much about the MN APCD – surprised by the promise it holds

Welcomed more opportunity to make better use of actionable (!) data

- Higher-level ‘executive-style’ reports
- Enough detail to take action & allow quick interpretation
- But, state-by-state analyses are barriers to results having applied value
- Data that offers comparative opportunities vs. book-of-business

Frustrated with aspects of MN data protection

Most expressed willingness to contribute data ... with the right value proposition

Considered brokers/consultants to be important partners affecting data submission decisions

Data privacy and security – and the associated optics – are vital considerations

Publicize smartly to reach employers

- Finalizing outreach plan
- Conducting analyses
 - “Deliverables” to the workgroup
 - Considering reporting in stages ... periodic, multi-year reports
 - Public Use Files as alternative/add-on
- Developing outreach materials and communication plan
- Drafting a project report to share w/CMMI & state peers

Engagement with Employers: Some Early Lessons

- Don't stay comfortable with a small, supportive group
- Use multiple pathways/champions
 - Medical Alley Association
 - Coalition, including public employers
- Aim for continuity across multiple topics
 - Quarterly reports
 - Briefings/feedback
- Understand the ecosystem
 - Message differ: employer coalitions vs. trade/business associations
 - Employers aren't easily engaged in politically sensitive topics
- Focus on specific outcomes that have relevance & value to employers

Thanks!

Stefan Gildemeister

stefan.gildemeister@state.mn.us

651-201-3550

HEP Home Page: www.health.state.mn.us/health/economics

Health Care Market Statistics: www.health.state.mn.us/health/economics/chartbook

MN APCD Home Page: www.health.state.mn.us/healthreform/allpayer