

CONTACT US

✉ info@pbghpa.org

🌐 www.pbghpa.org

☎ 724.266.0383

📍 P.O. Box 208
Ambridge, PA 15003



2018 ANNUAL REPORT

www.pbghpa.org



A LETTER FROM YOUR CEO AND EXECUTIVE DIRECTOR

Jessica Brooks

Dear Member:

Three-hundred-and-sixty-five days. Twelve months. One year... each moment filled with evidence of the influence of PBGH's employer-members and allies - supporters of healthcare transformation for our region.

Over our recent year, PBGH employer-members touched virtually every part of the regional healthcare ecosystem. And, nearly 100 employers saw the value of their membership in PBGH increase to more than \$29 million.

More importantly than the enormous value driven by PBGH programs and services - our mission is to impact change in a way that improves health care access for families, and increases transparency among hospitals, health plans and providers, as well as elevates quality - all helping to empower our region economically so that future generations thrive.

We are committed to advocating at the highest levels on behalf of employers for the development and adoption of innovative approaches that improve health and advance policies that value and protect all people in our community.

The PBGH mission has never been more vital than right now.

In this annual report, you will find examples of the impact employer-members are making on our community - a small sampling representing the months that make up a year in the life of PBGH, its members, its programs and its very heart.

Sincerely,

Jessica Brooks

Jessica Brooks
CEO & Executive Director
Pittsburgh Business Group on Health

2018 BY THE NUMBERS



employer-member value through cost-saving, advocacy and group purchasing



employer engagement growth



138 total members, **97** employer-members, **41** associate members



60% increase in the number of employers participating in group purchasing programs



52%

52% response rate for the annual Employer Contribution Survey



PBGH FOCUSES ON FOUR PRIMARY AREAS TO DRIVE ROI FOR EMPLOYER-MEMBERS:



Group Purchasing
Cost-saving tools that include performance guarantees and leveraged savings across the member community



Education
Quality educational and training programs inform, engage, and empower



Advocacy
Giving a voice for employers to help leverage their collective sway over market-specific issues



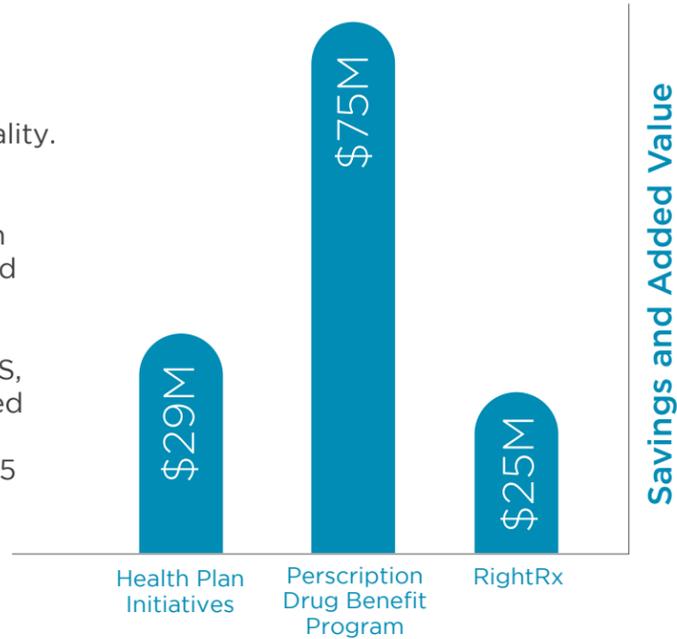
Transparency
Helping organizations access, analyze, and leverage health care data

THE POWER OF EMPLOYERS

PBGH offers an array of group purchasing opportunities for employer-members, which are designed to help organizations across the region drive down costs, increase access and elevate quality.

Employer-members garnered more than \$29M in savings and added value through improved health plan design initiatives designed to save money and enhance Rx quality and outcomes.

In the final year of its three-year contract with CVS, the PBGH Prescription Drug Benefit program saved employer-members more than \$75 million. The program was further augmented by more than \$25 million in additional savings via the launch of the PBGH RightRx program.



This year also saw the full rollout of the EmpiRx PBM initiative for employer-members. The program is directly and equally aligned with the financial interests of employers and members – preserving benefit dollars by ensuring the lowest net cost and improved patient health instead of, “rebate maximizing” for drug companies and health plans.



ADVANCING MEMBER ENGAGEMENT

With a growing number of employer-members becoming increasingly engaged in the health care discussion, there has never been a better time for the PBGH mission. To help employers get the most out of their health care spending, PBGH hosted a number of webinars and conducted online Quick Query surveys to help inform the health care discussion, including:

Webinars

- University of Pittsburgh – Workplace Sitting
- Fusion Health – Sleep and Mental Health
- BenefitFocus – Top 2019 Benefit Trends



Quick Queries

- 2019 Health Care Benefits Survey
- Parental and Family Leave
- Benefit Committees



The 2018 PBGH Contribution Survey garnered more than a 52% response rate – one of our highest ever. It revealed employers are interested in understanding how their peers address plan design, employee contributions, wellness credits, and more.



THE YEAR IN REVIEW



February

Partnered with Sanofi Aventis to produce the 2018* PBGH Type 2 Diabetes Report, which revealed we have a lot of work to do when it comes to treating diabetes – usually the largest burden for employer cost:

- Commercially insured Type 2 diabetes patients in Pennsylvania over the age of 65 decreased, but still remained higher than the national average.
- In Pittsburgh, patients with Type 2 diabetes had more than two complications or co-morbidities – exceeding the national average by notable margins in both 2016 and 2017.

*Data collected from 2016 to 2017.

June

Onsite- and Shared-Clinic Forum

- 85 Attendees
- The first event for PBGH around this topic centered on the growing benefits of this care delivery model for employers and employees.



August

Healthiest Workplace Award Sponsor at the Top Workplaces Awards Reception



December

Annual Meeting & Community Forum featuring former Rep. James J. Christiana II: Pay-it Forward Approach Challenges Local Employers

Published blog article, "Consent Decreeing Adults."

PBGH Excellence Award winners announced

April

World Health Care Congress

- Participated as a sponsor and exhibitor of this national event
- Participated as judge for the Health Value Awards

Published, "The Prescription for What Ails You: Pharmacy Carve-out."

October

SHRM Conference/ PHRA Pittsburgh

- Exhibited to introduce PBGH to broader HR community

January

Trends Forum

- 198 Attendees
- Presentations showed employers how to create a plan to manage risk related to high-cost claimants, and the ongoing dispute between UPMC and Highmark.



May

Rx Solutions Forum

- 200 Attendees
- PBMs, employers and providers shared their experience and ideas for how to optimize Rx performance for companies and members.



September

2018 Symposium: Accelerate the New Era of Health Care

- 400+ Attendees
- Sponsorships sell-out

July

Hosted Global Benefits Forum

- 78 Attendees

Published a series of articles aimed at helping companies understand today's shifting health care landscape, including, "Is Healthcare Primed for Innovation?" and "To Associate or Not Associate, that is the Question."



November

National Alliance Meeting Attendance

- Coalition Engagement & Activation

Published, "The Inventory Goes Down the Elevator Every Night," and, "ACA: On Life Support or Zombicare?"

March

Health Care Executive Leadership Forum

- 191 Attendees
- Provider health plan and employer-member reaction panels presented attendees with perspective on changes in the regional health care landscape.

Speed Networking Event for Employers

- Connecting solutions providers with purchasers



THE YEAR IN REVIEW

EXCELLENCE IN HEALTH CARE AWARDS

During the 2018 Annual Meeting, PBGH recognized employer-members, associate members and others for excellence in health care. The annual award ceremony notes the achievements of organizations as they set the pace for others in how to drive and achieve real change in health care for our region.



University of Pittsburgh – Excellence in Driving Innovations for Employee Health and Wellness (Employer-Member)

First National Bank – Excellence in Strategic Partnership for Employee Health (Employer Member)

Aetna – Excellence in Strategic Partnership (Associate Member)

Gallagher Benefit Service – Excellence in Achievement & Strategic Partnership (Associate Member)

American Eagle Outfitters – Excellence in Driving Innovations for Employee Health Award (Employer-Member)

Premier Medical Associates (CEO Mark DeRubeis) – Excellence in Care Delivery





LOOKING FORWARD: MISSION FIRST

PBGH is committed to extending its mission of changing the health care landscape and improving the way employees access quality health care in a way that helps drive the economic vitality of the region so families and communities thrive for generations. Our aim is to:



Evolve group purchasing by exploring new ways to secure value for employers through the “next generation” of products and solutions, which directly impact care delivery.



Advance care delivery initiatives by integrating and streamlining the availability of quality data on hospitals and providers across the U.S. to improve on-demand access.



Drive efficiencies in addressing health care waste by working and leveraging the collective voice of other health care partners, as well as civic and community organizations.



Seek state-based grant opportunities that enhance our mission for the broader community, while creating more ways for PBGH members to participate.

LIVING CONNECTED: PBGH EMPOWERS CARE FOR DIABETIC POPULATION

According to the American Diabetes Association* the estimated total costs of diagnosed diabetes have risen to \$327 billion, including the financial burden, health resources used and lost productivity associated with the chronic disease in 2017. This figure represents an increase from \$245 million in 2012 – a whopping 26 percent surge. And, that’s not all: 87 million Americans have pre-diabetes. Not to mention, the price of insulin has nearly doubled in since 2012.**

Diabetes is a catastrophic disease that inordinately burdens not only the person struggling to live with the chronic condition, but also places a crushing burden on employers – more than any other disease perhaps. In southwestern Pennsylvania alone, 27 percent of diabetics do not know their HbA1c (average level of blood sugar over the past three months) and 2.4 percent of them have no medical or drug claim – meaning they have no plans to adhere to a health regimen to mitigate the disease’s co-morbidities.

PBGH is working to change that.

In 2018, PBGH began a full rollout of the LivingConnected program for employer-members – a comprehensive suite of services designed to help employees living with diabetes maintain a higher quality of life.

Highlights of the program include:



24/7 access to live monitoring and intervention by Registered Nurses when a member has an adverse reading in their blood sugar levels



Real-time disease management with results shared with doctors, nurses, or diabetes educators



Annual employer savings between \$1,600 and \$3,400/member

*Study: Economic Costs of Diabetes in the U.S.

** A patient with Type 1 diabetes incurred annual insulin costs of \$5,705, on average, in 2016. The average cost was roughly half that, at \$2,864 per patient, in 2012, according to a January 2018 report by the nonprofit Health Care Cost Institute.

JOIN OR RENEW NOW

PBGH membership is open to purchasers of health care services, including private employers and public agencies, as well as educational institutions. The majority of PBGH employer-members are located in Western Pennsylvania, although offices or employees can be located in any state.

Health industry organizations and suppliers may be considered for Allied membership, which provides various opportunities for participation with employer-members. Learn more about how you can help strengthen health care and your company.

PBGHPA.ORG