



# Midwest Business Group on Health

*The Source for Leading Health  
Benefits Professionals*

2016 Community Oncology Conference – April 14, 2016

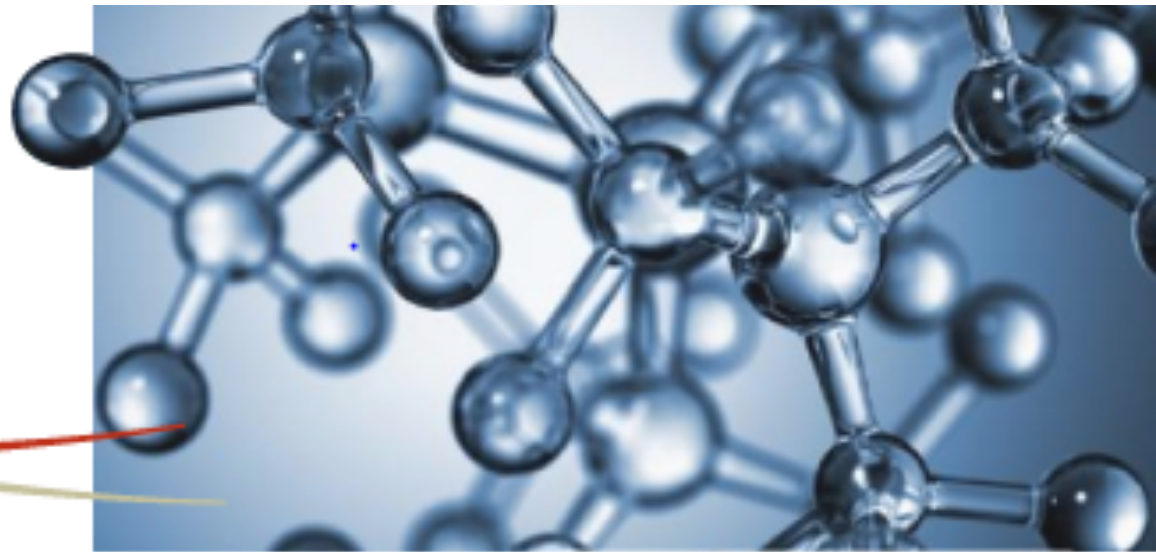
# Midwest Business Group on Health

*Nationally focused...Regionally led*



- Founded in 1980 as a 501(c) (3) not-for-profit coalition
- Over 130 jumbo, large and medium sized self-insured public and private organizations
- Members annually spend more than \$4 billion on health care for over 4 million lives
- Represent the employer purchaser perspective – *human resources and health benefits professionals* – offering:
  - Education, networking and benchmarking
  - Health benefits research, tools and demonstration pilots
  - National and community-based initiatives on health improvement, patient safety and quality outcomes
  - Buyers groups and health benefits service offerings

# What Employers Need to Know...



*...To Better Manage Specialty Pharmacy*

[VIEW EMPLOYER TOOLKIT](#)

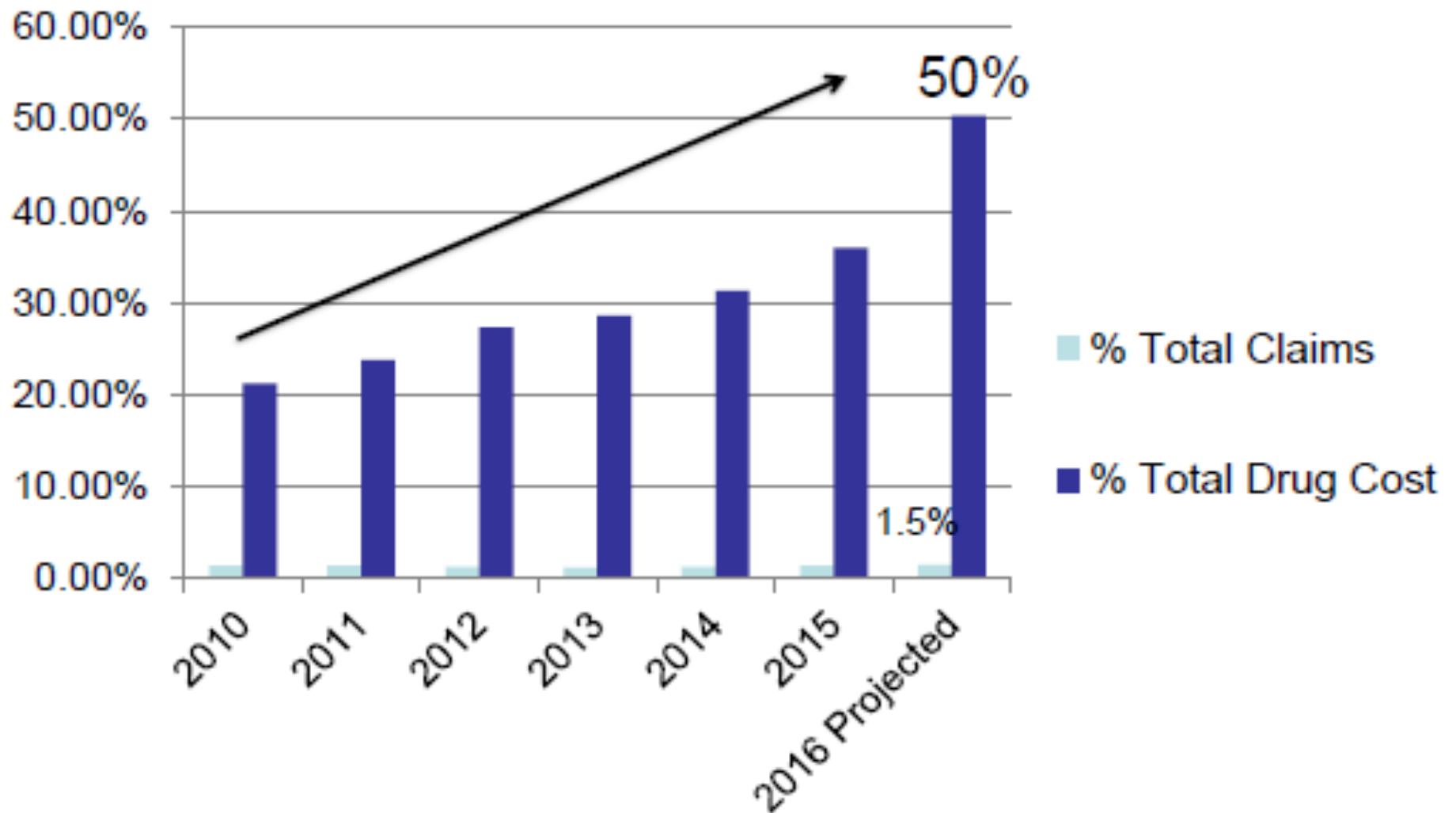


## National Employer Initiative on Biologics & Specialty Drugs

*Developed by employers for employers*

# Biologic/Specialty Drug Costs

## *One Employer Experience (35K ee's)*

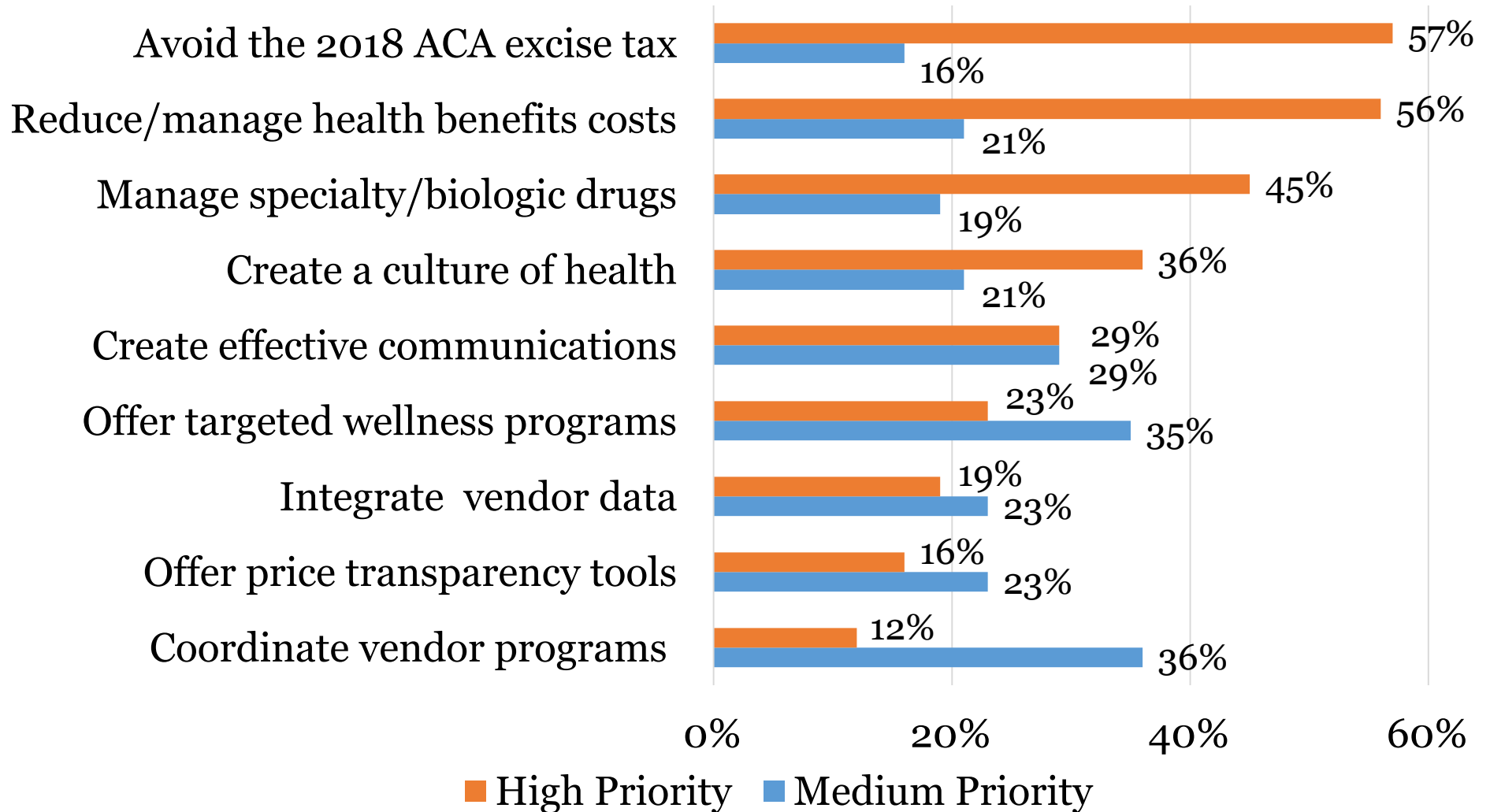


# MBGH Employer Member Survey 2015

## *Priorities in next 12 to 24 months*



Midwest Business Group on Health  
*The Source for Leading Health Benefits Professionals*



# National Employer Initiative on Biologics & Specialty Drugs - 2011 to 2016



Employer-driven initiative providing knowledge and no-cost resources to support cost management efforts and patient outcomes

- Employer Advisory Board & Multi-stakeholder Council
- Annual Employer Benchmarking Surveys
- Online Toolkit – [www.specialtyrxtoolkit.com](http://www.specialtyrxtoolkit.com) to help employers:
  - Seek innovative benefit coverage approaches for total cost of care and patient outcomes
  - Manage specialty drug costs in both the medical and pharmacy benefit
  - Address transparency in benefit design and contracting gaps with vendors

# National Employer Initiative on Biologics & Specialty Drugs - 2011 to 2016



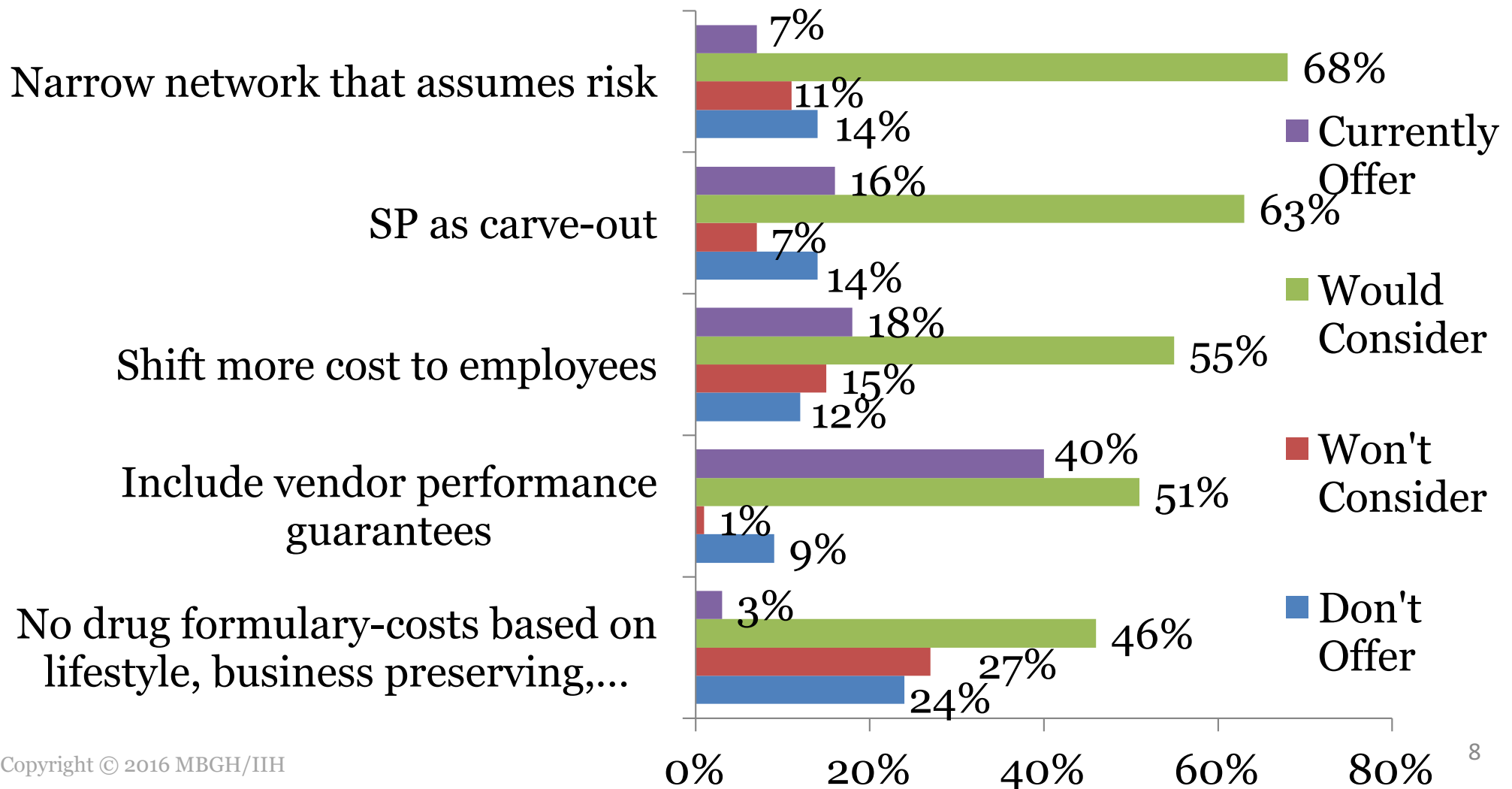
- National Educational Outreach
- Employer-Driven Research through Coalition Pilots
  - Employers' Health Coalition – Arkansas
  - Employers Health Coalition – Ohio
  - Florida Healthcare Coalition – Florida
  - Healthcare 21 – Tennessee
  - Mid-America Coalition on Health Care – Kansas
  - Midwest Business Group on Health – Midwest
  - Additional coalitions to participate 2016



# 5<sup>th</sup> Annual Employer Survey

## Plan design strategies

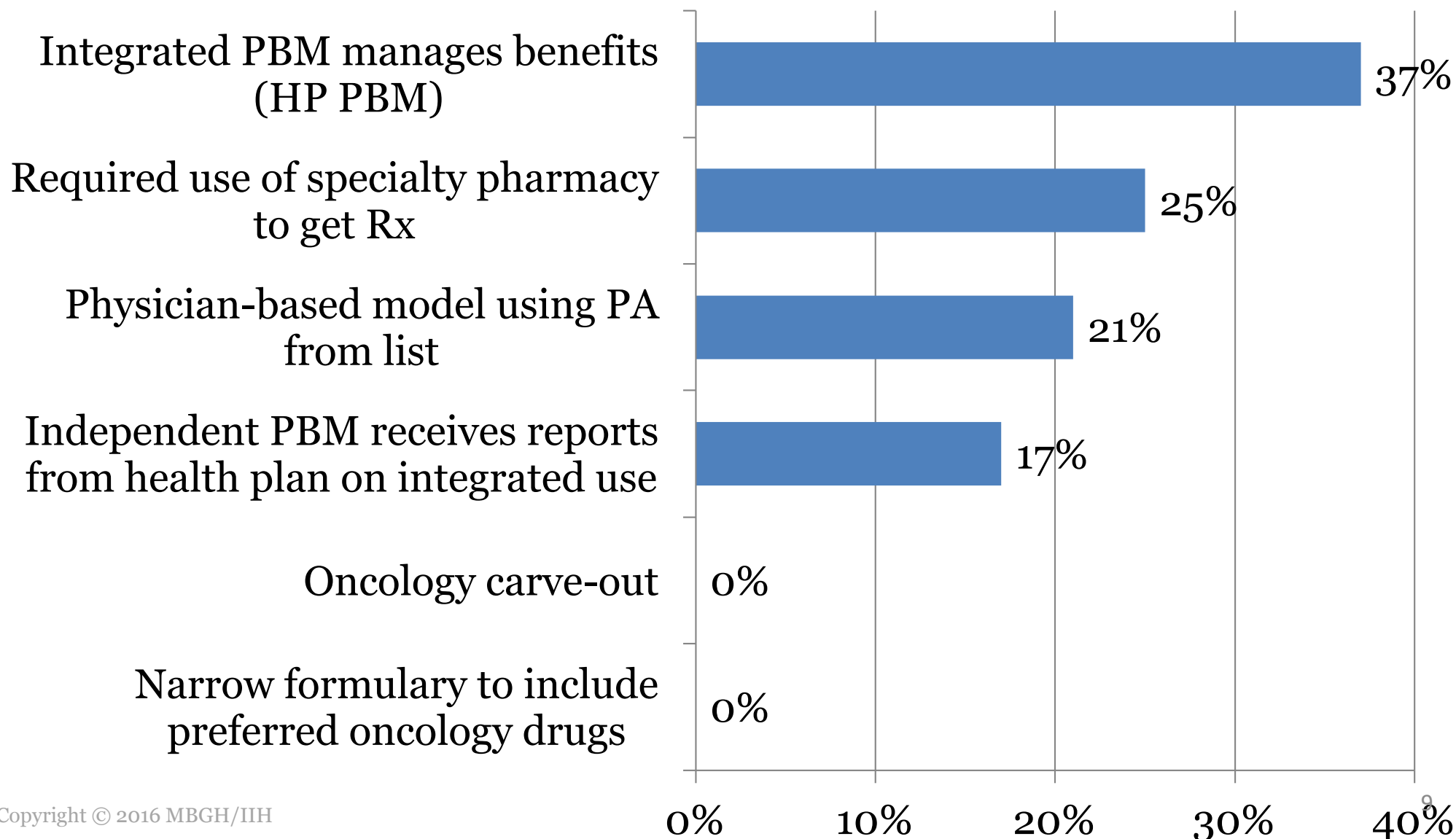
*88% of employers still use traditional plan designs but willing to try new strategies*





# 5<sup>th</sup> Annual Employer Survey

## *Oncology plan design strategies*



# Future Impacts on Employers

- Specialty drugs will become the main driver of overall cost trends
- Mergers and acquisitions will continue to occur
- Biologic products will begin to go off patent; biosimilars will not offer the discounts hoped for
- Benefit designs will drive mandatory specialty pharmacy use and drive people to lower cost sites of care
- Intensive case management will be critical to successful and cost-effective patient outcomes
- Employers will require suppliers to go at risk for not meeting certain performance measures – improved outcomes for drugs and related treatments, clinical utility, quality of life measures
- Employers and employer coalitions will continue to influence the marketplace

# Questions

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Employer Toolkit  
[www.specialtyrxtoolkit.com](http://www.specialtyrxtoolkit.com)