

reinvent for value

high value care strategies

The **US spends more** on healthcare than any other country, but this is **not reflected in our health outcomes**. While the challenges to reform our healthcare system are big, we can help you **drive the healthcare market forward**, by utilizing providers who meet cost and quality targets. **Together we can be part of the solution.**



Smarter Spending

Experts agree there is enough money in the US healthcare system, but dollars need to be routed toward the highest value services, by ensuring:¹

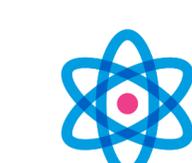
<p>Appropriate Care</p> <p>Use of low-value services can actually harm patients</p>	<p>Evidence-Based Spending</p> <p>Services should be supported by evidence, not be duplicative, and be truly necessary</p>	<p>Member Affordability</p> <p>Analyses have found that ~20-30% of spending on low-value care is paid by patients, leading to unnecessary financial exposure</p>
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High Value Care solutions are here and here to stay

<p>67%</p> <p>of insurer payments are tied to some kind of value-based arrangement²</p>	<p>90%</p> <p>of employers are considering or implementing high value care strategies²</p>	<p>\$75B</p> <p>A major health insurer reports that nearly \$75 billion in annual payments to providers are now tied to value-based payment³</p>
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Explore the 5 High Value Care (HVC) subject areas

These strategies are distinct levers employers can use to impact the value of their benefits program.

 <p>Advanced Primary Care (APC) Focus on a primary care model that improves health outcomes and drives to value</p>	 <p>Virtual Care (VC) Use digital tools to support access to the right care at the right time</p>	 <p>High Performance Networks (HPN) Leverage various network structures to better control costs and drive to quality providers</p>
 <p>Centers of Excellence (COE) Utilize high quality providers and facilities that have demonstrated proven outcomes for specific conditions</p>	 <p>Reference Based Pricing (RBP) Modify your payment strategy to mitigate unit costs and achieve savings</p>	

Mercer analytics tools

Mercer's proprietary analytics tools provide necessary inputs to help you create a comprehensive, value-oriented benefits strategy.



Evaluate **quality** and **cost efficiency** of providers in a specific market and quantifies the impact of **redirecting services to higher value** and more cost efficient providers



Identify the strategies that are the best fit by assessing your clinical metrics and business characteristics with our **digital tool**



Identify **alternative networks** that align with your population and locations, e.g. narrow networks or high performance networks



Analyze carrier claims and data warehouse to **identify clinical risk and spending patterns** that may point to additional opportunities

Learn more about Mercer's High Value Care strategies today.

¹ <https://www.shrm.org/resourcesandtools/hr-topics/benefits/pages/employers-look-to-value-based-healthcare-strategies.aspx>
² <https://www.prnewswire.com/news-releases/new-market-survey-findings-reveal-opportunities-and-barriers-to-adopting-value-based-payment-models-301020148.html>
³ <https://www.modernhealthcare.com/payment/value-based-health-insurer-contracts-growing-number-not-risk-adoption>