



DOING NOTHING HURTS US ALL

Unsustainable Healthcare **Costs**

Healthcare Provider **Frustration**

Looming Healthcare Workforce **Shortages**

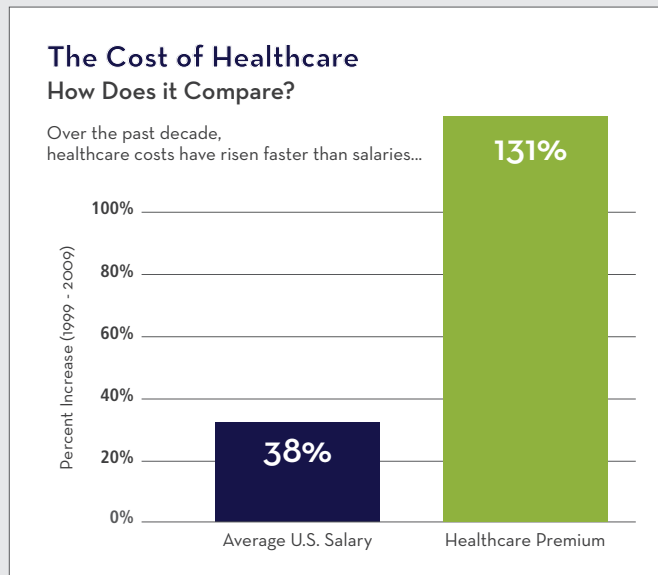
Unknown Healthcare **Quality**

Healthcare Safety **Problems**

Reimbursement **Complexity**

...these issues and more need attention now!

Join the Coalition and Make a Difference



SOURCE: The Healthcare Imperative, The Institute of Medicine (February 2011)

For years, Maine's healthcare system has been plagued with issues surrounding cost, effectiveness and provider frustration. Left unchanged, these affordability and quality issues threaten our personal health, the health of Maine's economy, and our communities' ability to maintain an experienced medical workforce. Change is possible, but meaningful efforts to improve health and our healthcare system require collaboration and expertise.

The Maine Health Management Coalition's goal is to deliver more value for each healthcare dollar driven through the following five initiatives:

1. Reward Healthcare Quality and Efficiency

Doctors want to provide the best care possible to their patients, but all too often the incentives in our healthcare system do not line up with patients' best interest. For most providers, payments are still based on the volume of services delivered instead of the outcomes of care. As a result, high quality, efficient healthcare clinicians and systems often make less money than their more wasteful counterparts.

The **Maine Health Management Coalition** is working to change how healthcare is paid for by providing its members with the tools they need to start paying for quality outcomes, not just services. Experienced staff and insightful data analytics are available to provide your organization with the information and support it needs to operationalize and monitor new payment mechanisms so you can get the most out of your healthcare dollar.

2. Make Cost and Quality Information Easy for Payors and Patients to Obtain

The healthcare market is unlike any other in the following ways:

- Patients rarely know what services cost until they've received them.
- Healthcare payors often pay healthcare providers different prices for the same services.
- Privately insured patients pay more to subsidize the shortfalls left by the uninsured patients.

Furthermore, prices vary significantly for health services, even for common procedures such as laboratory tests and mammograms, despite a lack of consistent evidence that higher prices are linked to higher quality.

The **Coalition** is a national leader in making cost and quality information transparent to patients, employers, insurers and healthcare providers. In fact, since the **Coalition** began making quality information about Maine providers publically available on its **GetBetterMaine.org** website, Maine's state quality ranking has risen to the top three in the U.S.¹ – leading to better outcomes in Maine compared to most other states. Opportunities for improvement still exist, however, and we need your support to make it to #1.

3. Analyze and Share Data for Continuous Improvement and Monitoring

Data is the cornerstone of quality improvement. When used, it can describe how well current systems are working, what happens when changes to the system are properly applied, and how well providers and systems are performing.

The **Coalition** manages one of the most comprehensive statewide claims databases in the country with access to all commercial, Medicare and Medicaid data. Furthermore, the **Coalition** has the expertise and knowledge to make the data actionable and provide real strategies to inform and direct meaningful changes within your organization.

4. Focus Health Benefit Plan Redesigns on Results and Value

Although many Mainers receive high-quality healthcare, there are still many that suffer from shortfalls in quality and access. These problems are evident in many ways, such as: underuse, overuse, misuse of services, and an unacceptable level of errors. You and your constituents deserve the best care all of the time, so the **Maine Health Management Coalition** is working to design and deliver benefit structures that reward value by removing barriers to high return on investment services, favoring high quality/efficient providers and requiring the disclosure of cost and quality information. The **Coalition's** state of the art value-based benefit design will not only lead to better health for your employees, but it will help to lower your costs by preventing chronic disease, improving health, standardizing benefits and removing administrative complexities from the system.



5. Engage All Mainers to be Part of the Coalition's Efforts

As a neutral convener, the **Coalition** plays a critical role in aligning the efforts of the people who pay for care, provide care, and receive care. Healthcare providers, policymakers and employers are working hard to improve Maine's future. You and your organization also have a role to play. By becoming an active member of the **Maine Health Management Coalition**, you

become a valuable partner in reversing our health system's ills and leaving a legacy of reasonably priced, patient-centered, value-based, high quality healthcare service for generations to come.

Join Us and Make Maine Healthcare Even Better

Please call the Maine Health Management Coalition at (207) 844-8106 or visit <http://www.mehmc.org/join-today/>.

FOR A LIST OF MEMBERS VISIT: <http://www.mehmc.org/members>



"The entirety of what we have done at Jackson is the result of MHMC. The data MHMC first provided us was essential to diagnosing the exact nature of our problem and supported us when we met with hospitals. Up until that data we had no Maine specific comparative data.

The quality ratings were essential to our developing a tiered network, and our interaction with the membership was also essential in coming up with ideas and trying options that others had already tested. You all were critical to what we have initiated, and we would not be anywhere near where we are now without the Coalition."

- Wayne Gregersen, The Jackson Laboratory

"The Maine Health Management Coalition has immense value as a convener of stakeholders in the state of Maine. Without their work bringing together those that get care, those that give care, and those that pay for care, we would not be having some of the tough conversations about healthcare cost and quality that are taking place today."

- Dr. David Howes, President and CMO, Martin's Point Health Care

"The MHMC plays a critical role in gathering together all stakeholders in the healthcare system—something no one else is able to do. The Coalition's efforts to establish a foundation for value-based purchasing is a tremendous asset to purchasers, carriers and the broker community. Developing appropriate and consistent ways to evaluate and measure performance is essential to achieving comprehensive reform of the current system."

- John Benoit, President, Employee Benefits Solutions

"If you want to see the future of healthcare reform look at what's happening in Maine. The Coalition's innovative programs for quality and cost measurement, employer and consumer engagement, and healthcare payment and delivery reform will likely be a model for the nation in how to successfully reduce healthcare costs and improve the quality of care for citizens."

- Harold Miller, Executive Director, Center for Healthcare Quality and Payment Reform

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