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Survey Indicates Readiness for Value-based Care Models

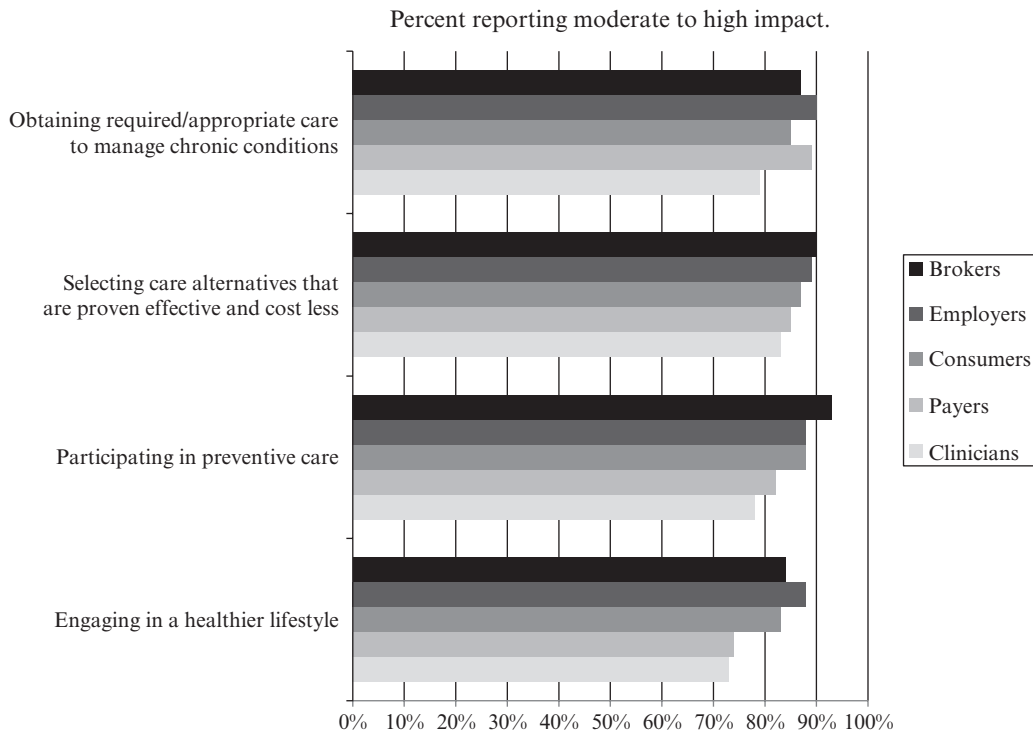
Physicians, health insurers, consumers, and other constituents of the U.S. health care system say they are ready and willing to adopt value-based insurance designs (VBIDs) and related payment programs, according to a recent study commissioned by The Trizetto Group, Inc.

Results of the study indicate that 83 percent of physicians believe value-based benefits (VBBs), which personalize health plan copayments and coinsurance to help individuals manage their chronic illnesses, would have a moderate to high impact on selecting care

alternatives that are proven effective and cost less. (See Figure 1) Additionally:

- Seventy-four percent of health care payer executives say VBB would reduce overall health care costs, and 75 percent believe it would help win more new business.
- Eighty-eight percent of employer executives report that they would be encouraged to switch to an insurance company that offers VBB.
- Eighty-six percent of consumers and 88 percent of the brokers who sell health insurance

Figure 1: All Constituents Feel VBB would Have High Impact on Health Decisions



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policies say VBB would encourage people to be healthier and more productive.

“Tomorrow really can begin today with value-based insurance design (VBID),” says Jeff Rideout, MD, TriZetto’s senior vice president of care and cost management and chief medical officer. “The support for VBID in the recent reform bill, coupled with the broad constituent support for VBID reflected in the TriZetto survey, supports rapid adoption. TriZetto’s Value-Based Benefits Solution provides automation and scalability that complement employer and consumer readiness for approaches that improve quality and personalize the consumer experience.”

TriZetto’s study also shows broad support for value-based reimbursement (VBR), models that reimburse physicians for delivering care that complies with proven effective care guidelines, enhances care coordination, and improves clinical outcomes:

- Eighty percent of physicians, 91 percent of payers, 84 percent of employers, and 82 percent of brokers believe VBR is

somewhat or very important in helping reduce overall health care costs.

- Eighty-one percent of physicians say they would participate in contracts that use VBR.
- Seventy-five percent of clinicians feel VBR would encourage their own compliance with proven best practices in treating patients.

“The TriZetto survey confirms what physicians have said for a long time,” adds Rideout. “They are willing and ready to support reimbursement approaches that reward them for better patient care, consistent with evidence-based guidelines.”

The TriZetto study was conducted as a 60-day online survey. Opinion Research Corporation, a global market research firm, conducted 1,761 interviews with the following constituents: 157 health care payers, 200 brokers, 200 employer executives, 203 clinicians, and 1,001 consumers. Health plan respondents included managers, directors, and C-suite executives.

The full report is available at integrated.health.trizetto.com/main/pages/TriZetto/IHMX/ShowCollateral.aspx?oid=76445. ■

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