



Helping Florida Employers Define and Discover Value in Health Care

Defining Value

- Employers must derive value from investment on the health care they provide for their employees and families
- Highest quality for the lowest cost
- A healthy workforce benefits the employer

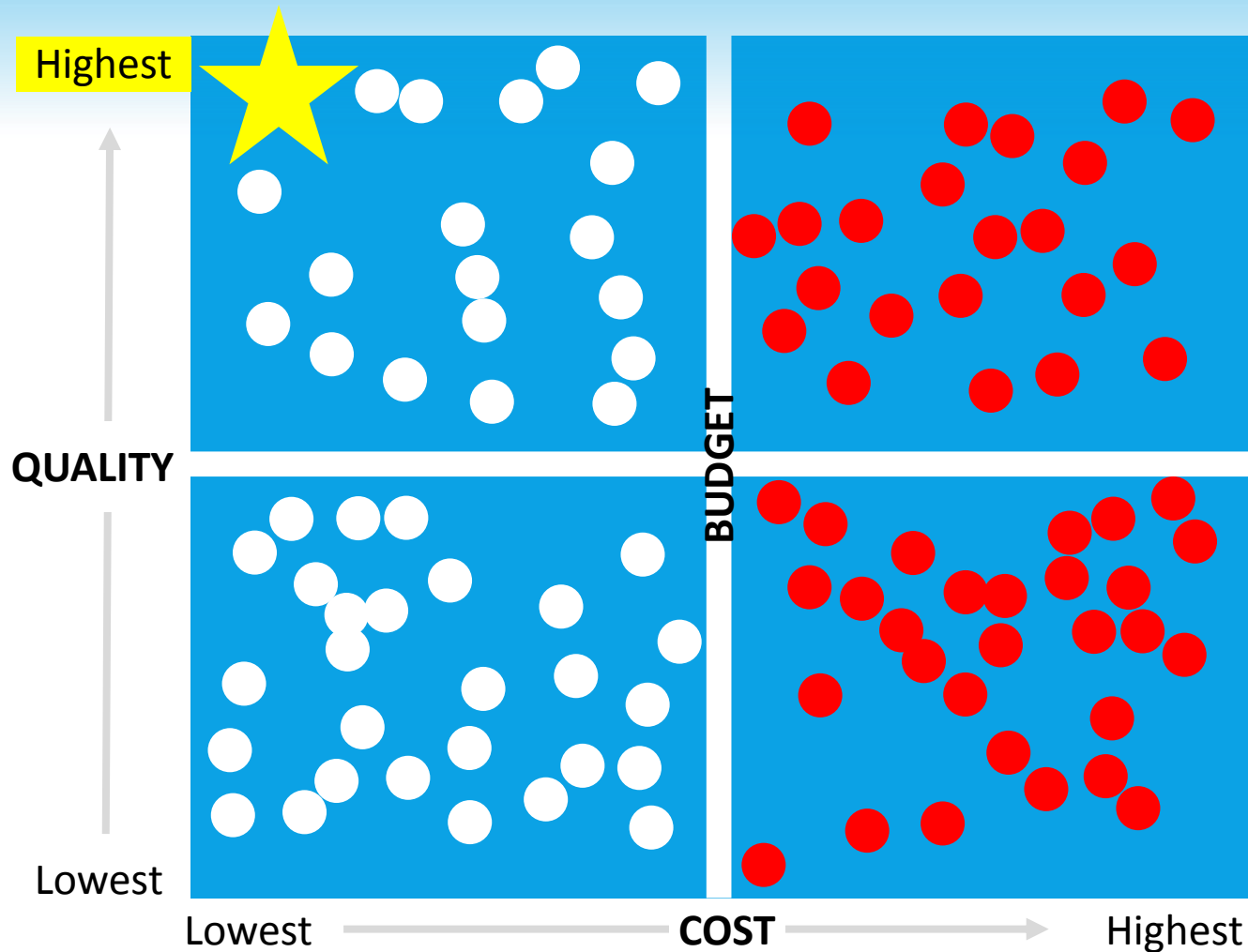
Defining Value

- Large Employers retain or have access to benefits expertise specialists
- Small Employers are guided solely by their budget
 - Many use the services of an insurance agent to secure benefit packages for their employees

Florida Employer Breakdown

Employer Size	Employer Count
0-4	392,610
5-9	89,129
10-25	75,730
26-99	38,623
100+	<u>11,244</u>
Statewide	607,336

Defining Value



Discovering Value

- Finding information to distinguish differences in value between network offerings
 - Getting the Most for your Money
- Understanding differences in quality among providers
- Measurements Matter
 - Right care and outcome
 - Right costs
 - Market controls subjective elements

Discovering Value

- Information focused for *employers* is not readily accessible today from public sector
 - AHCA Florida Health Finder – consumer-focused
 - AHCA ENS – carrier-focused
- Best information is from private sector resources
 - Know Before You Go
 - My Healthcare Cost Estimator
 - Member Payment Estimator

Discovering Value

Other Value Initiatives for Florida Employers

- Pharmaceutical Cost Controls
- Workers' Compensation Stability
- Tort Reform



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