

# A better benefit plan for self-funded employers, employees

## From BJC HealthCare

Currently on the market in the greater St. Louis area is a BJC HealthCare direct-to-employer health-benefit plan solution that can help self-funded employers reduce their medical and pharmacy costs and associated risk, while also providing employees and their dependents with lower out-of-pocket costs and easier access to care.

Under the name “BJC HealthSolutions,” BJC and its third-party administrator, Consociate Health, are offering a high-quality, high-performance health benefit plan to self-funded employers with 51 or more employees in select St. Louis metro area markets. This includes Metro East communities served by BJC’s Alton Memorial Hospital, Memorial Hospital Belleville and Memorial Hospital Shiloh, which includes a new Siteman Cancer Center on its campus.

BJC HealthSolutions features a customized and integrated network of facilities and clinicians. The network includes BJC’s 14 hospitals, seven Siteman Cancer Center locations, and more than 2,800 physicians from BJC Medical Group, Washington University Physicians, and independent and affiliated community provider partners. Together, this care delivery network provides a comprehensive scope of services ranging from local primary care to world-class specialty care, in addition to effective patient navigation and comprehensive care management.

To help employers and their employees save on health-care costs, BJC HealthSolutions features preferential pricing on health-care services, pharmacy benefits and stop-loss coverage. The plan features value-based care, which focuses

on wellness and helping plan members recover from illnesses and injuries more quickly through better management of chronic diseases or conditions, such as cancer, diabetes, high blood pressure and obesity.

Another key attribute of BJC HealthSolutions is the use of a unique health risk assessment with biometric screening and return-on-investment-driven strategies to increase member engagement in wellness and chronic condition management. This component of the plan can help improve the health and well-being of employees while reducing the overall cost of care, and positively impacting overall employee productivity and retention.

“Compared to other direct-to-employer products in the market, BJC HealthSolutions is a more holistic approach to meeting the needs of self-funded employers,” says J.C. McWilliams, vice president, BJC Managed Care.

BJC HealthSolutions helps companies save money and reduce risk while allowing them to offer employees a quality health plan, lower out-of-pocket costs and easier access to care.

Serving self-funded employers with more than 51 employees in the greater St. Louis region, including the Metro East, BJC HealthSolutions includes:

- Barnes-Jewish Hospital, St. Louis Children’s Hospital and 7 Siteman Cancer Center locations
- 12 high-quality BJC community hospitals
- BJC Medical Group and many affiliated and independent provider partners
- Washington University Physicians\*
- A comprehensive scope of services

ranging from local primary care to world-class specialty care

- A national network for traveling and out-of-area members
- Market-leading vision and dental coverage options
- Clinical services in Illinois provided by Washington University Physicians of Illinois Inc.

**More about BJC HealthSolutions:**

- BJC and its provider partners are going beyond discounts to provide preferential pricing for this unique product.
- Members will have preferential in-office access to select BJC Medical Group primary care providers, as well as a convenient and timely video visit option.
- BJC HealthSolutions helps members stay healthy with a unique health risk

assessment. Biometric screenings and actionable strategies increase employee engagement in wellness and personal health management programs – which can help improve the health and well-being of employees and positively impact overall productivity and retention.

- Through a partnership with a preferred pharmacy benefit administrator, BJC HealthSolutions can dramatically lower pharmacy spend through full transparency and pass-through of all rebates to the employer. This pharmacy benefit plan includes many local pharmacies.
- Expert care coordination, navigation and utilization management helps ensure members receive the right care, at the right time, in the right place — effectively managing quality and overall health-care costs.

### Wondering about making transition from fully insured to self-funded? Here’s what companies should know

There has never been a better time to transition your company from fully insured insurance to a self-funded plan. With a self-funded health plan, you (as the employer) assume control over health-care costs in exchange for significant financial benefits and more choice in what your plan offers employees.

Understanding the advantages of a self-funded plan will help you decide if it’s right for you and your company.

With a self-insured plan, the employer assumes the financial risk associated with providing health-care benefits to its employees. Rather than paying fixed premiums to an insurance company — which, in turn, assumes the financial risk of paying claims — the employer pays for medical claims out-of-pocket as they are incurred.

**The benefits of self-funding are many:**

- Lower Affordable Care Act fee
- Lower cost of administration
- Cash flow benefit
- Control of plan design
- Decreased cost potential
- No payment of insurance carrier’s risk/profit margin
- Full pass-through of pharmacy rebates

- Medical and pharmacy cost/utilization transparency
- Direct benefit of claims cost reduction
- Captive stop loss investment
- Direct partnership with care delivery system

**For more information, email [BJCHealthSolutions@BJC.org](mailto:BJCHealthSolutions@BJC.org) or visit [BJCHealthSolutions.org](http://BJCHealthSolutions.org).**



Personalized Care is

Your Best Medicine<sup>SM</sup>

Memorial Hospitals give you convenient access to high-quality services for all of your healthcare needs, including:

- Specialized emergency care for all ages
- Nationally recognized cancer care services
- Family-centered maternity services
- Advanced diagnostic imaging and laboratory

And as part of BJC HealthCare, we’re backed by the region’s top specialists and hospitals. The world’s best medicine is right where you live.



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