



Rochester Business Alliance Health Care Initiative

2005-2010 Top Priorities

Increase Utilization of Generics	Lean Six Sigma in the Hospitals	Physician Compensation
<p>Description: Collaborative effort between Employers, Providers and Insurers to increase the use of generic drugs. The average cost of a brand-name medication is approximately 9 times the cost of a generic medication.</p> <p>Current Status: Focused initially on Proton Pump Inhibitors (reduce gastric acid) and Statins (lower cholesterol) because of the large number of generic alternatives available. Overall, generic fill rate increased 4.8% from 2007 to 2008 for a total estimated savings of <u>\$76 million</u>.</p>	<p>Description: Apply Lean Six Sigma (continuous improvement) principles and practices within the three major hospital systems in the Rochester area in order to make our community a national leader in the delivery of highly efficient health care within five years.</p> <p>Current Status: All three hospital systems have Lean Six Sigma efforts underway. Overall hospital system financial benefits are anticipated to total more than <u>\$24 million</u> for 2008-2010.</p>	<p>Description: In early 2007, URMC and Excellus reported problems recruiting and retaining physicians due to low reimbursement levels. If not addressed, this issue would ultimately lead to serious shortages in physician supply.</p> <p>Current Status: Rochester Business Alliance’s Health Care Planning Team agreed to support the proposed \$20 million physician reimbursement increase with the understanding that the cost would be shared by the hospital systems and Excellus. Work continues with initial “offset” savings of over <u>\$120 million</u> reported as the result of hospital infection control measures, a reduction in URMFG administrative costs, and a reduced Excellus operating margin.</p>
Rochester RHIO (Regional Health Information Organization)		Eat Well Live Well
<p>Description: A community-wide health information technology effort focused on improving the quality of patient care and realizing health system efficiencies by facilitating the movement of clinical information with patients as they move through the health care system. The RHIO is funded in large part by grants from the NYDOH and \$685,000 in start-up funding from the Rochester Business Alliance Health Care Initiative partners.</p> <p>Current Status: The Rochester RHIO provides health information exchange services to physicians, hospitals, labs, radiology practices, home care, long term care, eldercare and EMS services across a ten county area in New York. Currently, the RHIO provides services to 3,100 users across more than 290 organizations. Over 300,000 patients have granted access for their care providers to allow them to view their clinical information from various care providers through the RHIO. The RHIO also delivers to ordering physicians over 240,000 clinical test results each month. The RHIO continues to provide expanded health information service offerings to an ever-expanding health care provider community.</p>		<p>Description: Originally piloted in 2006, Rochester Business Alliance partnered with Wegmans to offer the “eat well live well” challenge to local employers with the goal of improving the health of area employees. The eight-week, competitive challenge encourages individuals to increase their physical activity and the amounts of fruits and vegetables consumed, learn how to “make their calories count,” and to track their blood pressure. The program has received national recognition, including a recent mention in <i>BusinessWeek</i> magazine and a Certificate of Recognition for Outstanding Prevention Efforts in 2007 from the U.S. Department of Health and Human Services.</p> <p>Current Status: In total, over 125,000 employees from more than 300 local organizations have participated in at least one challenge over the past four years. During this time, the community walked over 49 billion steps and consumed more than 20 million cups of fruits and vegetables. To our knowledge, no other community in the United States has achieved anything approaching these results.</p>

Health Care Initiative Partners

