

Catalyst for Payment Reform (CPR) State Policy Assessments

December 2, 2024



Speakers



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CPR State Policy Assessments

Presentation to:

National Alliance of Health Care Purchaser Coalitions

Andréa Caballero

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SPA Project Background

- Primary research question: Do stakeholders have an appetite for specific policy solutions to address commercial health care prices in certain states?
- Used individual policies from CPR's policy menus to assess appetite (support for/opposition to):
 - Focused on policies that: 1) regulate hospital prices; 2) promote competition; 3) promote transparency
- Assessed 3 states: Florida, Michigan, Nevada
 - Selected for their economic, geographic, and political diversity
 - Reviewed their current legislative/regulatory landscape

CPR Policy Menu Report



Nevada



Michigan



Florida



Stakeholder Perspectives – All States



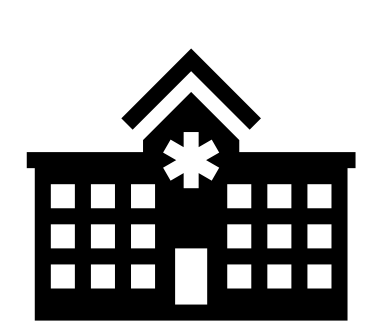
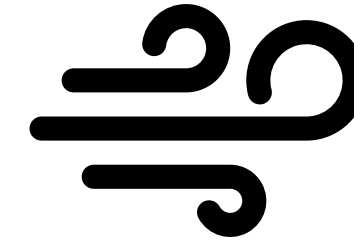
State Recommendations

Recommendations based on:

1. The preponderance of which policies were popular among stakeholders, *and*
2. Consideration of these policies in the sociopolitical context of the state

Florida (16 interviewees)	Michigan (8 interviewees)	Nevada (10 interviewees)
<ul style="list-style-type: none"> • Mandatory merger notification 	<ul style="list-style-type: none"> • Prohibiting anti-steering and anti-tiering clauses in network contracts 	<ul style="list-style-type: none"> • Prohibiting facility fees for outpatient services
<ul style="list-style-type: none"> • Prohibiting facility fees for outpatient services 	<ul style="list-style-type: none"> • Prohibiting facility fees for outpatient services 	<ul style="list-style-type: none"> • Cap out-of-network (OON) prices
<ul style="list-style-type: none"> • Prohibiting anti-steering and anti-tiering clauses in network contracts 	<ul style="list-style-type: none"> • Requiring authorization of healthcare mergers 	<ul style="list-style-type: none"> • Inform the implementation of the public option

Shading reflects common recommendations across states. No shading indicates it is a unique recommendation to one state (i.e., Nevada).



- **Entrenched provider interests** (especially hospital systems) hold very significant political power and oppose any meaningful cost control policies.
- **Health plans, which also hold significant political power, may be more aligned with hospitals** than with employers regarding cost control policies.



- **Employers often defer to health plans** on policy matters and advocacy.
- **Employers often oppose significant cost/price control policies** due to a general opposition to regulatory intervention.

What Can You Do?



- **Employer engagement, either directly or through coalitions**, is the key to fighting these headwinds.



- **Use your leverage.** Purchasers have leverage and should use it in advocacy efforts individually and with coalitions.



- **Be aware of potential conflicts of interest on policy issues.** This can occur within coalitions that can neutralize positions, but also...preliminary findings also suggest that health plans align with providers on policy issues related to price/cost containment issues more than they do with purchasers.



- **Engage the C-Suite in policy decisions.** Several purchasers across states said they are most effective when their CEO or CFO is willing to be vocal on issues.

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