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## NCSL Health Summit

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America's Health Insurance Plans

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### Outline

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- Environment
- Understanding Rate Variation Across the Country
- Restructuring Cost Debate
- Affordability Challenges
- Plan Operational Focus

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## Environment

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Deep Partisan  
Divide

Fundamental  
Disagreement on  
Government's  
Role

Controversy  
Around  
Implementation

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## Understanding Rate Variation Across the Country

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- What Coverage People Have Today
- Pre-ACA Market Regulations
- State Mandates
- Low Cost vs. High Cost Areas
- Payment Innovation

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## Affordability Challenges



- Hospital Consolidation
- Health Insurance Tax
- Restrictions on Cost Containment Tools
- Scope of Practice Limits
- Defensive Medicine

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## Restructuring the Cost Debate: The Problem



Service	US	France	UK/Canada
Hospital Day	4,287	853	-----
Routine Office Visit	95	30	30
MRI	1,121	363	335
Cataract Surgery	3,738	1,938	1,139
Bypass Surgery	73,420	22,844	14,117
Celebrex	162	126	83
Nexium	202	32	30
% of GDP (2010)	17.6	11.6	10.5

SOURCE: International Federation of Health Plans

## Restructuring the Cost Debate: What Needs to Change



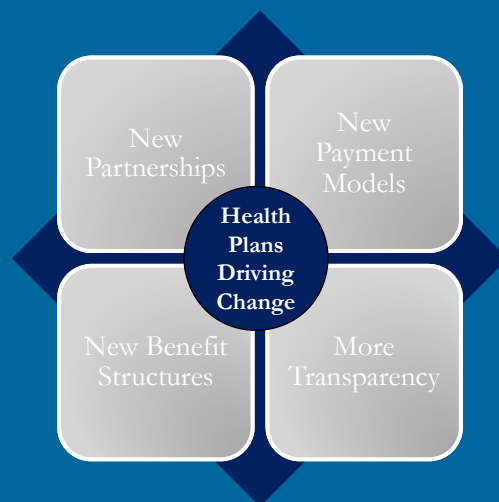
Cost Containment vs. Cost Shifting

Inputs vs. Outputs

Competition vs. Consolidation

Value vs. Volume

## Restructuring the Cost Debate



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## Plan Operational Focus

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- Readiness
- Affordability
- Workability
- Customer Service