

## Increase employee health and productivity, while lowering costs and mitigating fiduciary risk.

High quality primary care is one of the most underused strategies for controlling health care costs and improving employee health.

Unfortunately, employers cannot identify the providers who meet their employees' needs.

Until now.

The Purchaser Business Group on Health (PBGH) has developed a solution to this intractable challenge. Working with our members, PBGH has defined the quality measures that matter most, identified the providers who meet our standards and made the information available to members through the PBGH Care Excellence Program — the only accreditation that uses PBGH's employer-defined standards.

Primary care providers who meet our stringent standards for high-quality, accessible care are a subset of the highest performing providers in any particular region. Their performance is assessed annually by PBGH to ensure your employees and their families are consistently receiving the best care, and you are getting the value you expect from health care, one of your most significant expenditures.

Employers can contract directly with practices that meet the PBGH Care Excellence Program standards or use EmsanaCare—a PBGH subsidiary offering a turnkey solution to contract management and payments.

Give your employees and their families access to the best quality advanced primary care and vetted specialists, while improving productivity, lowering costs, and mitigating fiduciary risk.

### The Case for Advanced Primary Care

Advanced primary care makes getting high quality care easy by ensuring fast access to primary care and comprehensive services like mental health and physical therapy and providing concierge services all in one place to guide patients to the highest quality specialty care. Believe it or not, this is not the norm. Currently, the average employee waits 21 days to see a primary care provider. The appointment is rushed and not focused on quality care.



**Proven Results:** Employers that have implemented advanced primary care that meets PBGH's standards, have reported **savings of 15-20%** through reduced emergency room visits and less seeking of unnecessary care, while also improving overall health outcomes and member experience (**NPS = 85+**).

**Reduced Absenteeism:** It is not unusual for absenteeism and presenteeism to cost employers nearly \$3,000 per-employee-per-year in lost productivity and added expenses. Access to robust primary care is proven to reduce both while lowering the total cost of care as well.<sup>1</sup>

**Increased Retention:** A majority of workers say their satisfaction with health care benefits plays a major role in deciding whether to stay at a job or leave.<sup>2</sup> Adding this advanced primary care benefit can play an important role in employee retention.

**Lowered Fiduciary Risk:** The Consolidated Appropriations Act, 2021 (CAA) mandates that self-insured employers demonstrate the health care services they buy on behalf of employees are cost effective and high quality. Employers can show a commitment to their fiduciary responsibility by investing in advanced primary care.

The Purchaser Business Group on Health is a not for profit membership organization with over 35 years of conflict-free experience supporting jumbo self-insuring employers.

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